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THE TRADER.

TORONTO, ONTARIO, FEB., 1882.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

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Editorial.

HOW DO YOU STAND ?

Stock taking is not one of the most attractive jobs in the world, but its necessity is so great, that even at the risk of raising considerable dust, good business men tackle it and submit to its inconvenience, although it may be from a sense of duty rather than pleasure.

Stock taking is the pulse of any business, and by the results and indications a merchant can form a tolerably correct idea of whether his business is healthy or the reverse.

At this season of the year, when the rush of the holiday trade has subsided, most merchants have a short breathing spell, and in no way do we think it could be more profitably employed than in taking stock, making up accounts and balancing one's books.

A great many merchants, we are sorry to say, seem to think that these operations are only secondary to that of selling goods, but we think that every merchant of experience will bear us out in the statement, that they are of paramount importance to any successful business, and should not be neglected or made to give way for anything else.

By such methods, and such methods only, can any business man determine his standing, how his business is progressing, whether he is making or losing money, what particular lines in his business pay him and what do not, in fact, an intelligent appreciation of the benefits of such a course, and the ability to put its lessons into practice in many cases make the difference between success and failure.

The merchant who tries to do business without the aid of these safeguards is pretty much in the same position as the captain who would put to sea without quadrant or compass. If either merchant or seaman ever reached the haven of their hopes, it would certainly be more the result of luck than intelligent guidance.

However much luck may have had to do with business in days gone by, it has but little concern with it at present, and the successful man of to-day is generally one who trusts, not to luck, but to an intelligent use of the brains nature has endowed him with.

We would advise all our readers who have hitherto neglected stock taking and balancing their books, to commence as soon as possible, and we are satisfied that if they do it thoroughly one year, they will be so well satisfied with the information they have obtained about their own business that they will never again neglect it.

A WARNING.

We learn from the Ottawa correspondent of one of our daily papers that extensive seizures of smuggled jewelry have been made within the past few days in Toronto, Kingston, Belleville, London, Hamilton and Guelph. It appears that when Mr. W. H. Patterson of Boston, Mass., U. S. A. was nabbed, and his contraband importations confiscated by the Canadian Customs authorities, he with the usual courage and kind feeling of his class, at once undertook to see that the retail dealers who had purchased his goods were placed in a position to sympathize with his misfortune, by having their own purchases from him, also seized and confiscated by the government. Perhaps Mr. Patterson was frightened into this action, or it may have been done solely on the plea that "misery loves company," but whatever was the reason, every honest-minded man must consider it a most contemptible piece of business for any person to induce another to purchase contraband goods and then when detected himself, to deliberately sacrifice his former friends and dupes.

The information from Ottawa seems to assert that the retail dealers whose goods were seized and confiscated, were in collusion with Patterson, and that in fact they were a gang regularly organized for the purpose of smuggling and disposing of jewelry and other valuable goods.

We are very much disposed to question the correctness of this assertion; while most of the dealers no doubt knew from the prices that they were buying smuggled goods, but few if any of them could have been connected with Mr. Patterson in any other way than the simple and usual business connection of buyer and seller. That this was the case, and that in some instances they were the innocent victims of misplaced confidence will be quite evident to any person at all acquainted with the Canadian retail jewelry trade, and though it will be hard on the sufferers it will we trust be a lesson that will not be thrown away on them.

Any retail jeweler well up in his business knows that on certain staple articles, there is a standard market price, below which they cannot possibly go. Any wholesaler or manufacturer selling them at lower prices might as well try to make money by selling quarter dollars for twenty cents, and the dealer may be sure than when such goods are offered below their regular market value, that either the quality is not up to the standard, or that "there is something rotten in the State of Denmark." If they are imported goods he may be sure they have been smuggled, and are therefore liable to seizure at any time by the Customs authorities. It is a somewhat singular thing that merchants will deliberately run such a risk in preference to paying the slight advance asked by legitimate wholesale dealers who import their goods in the regular orthodox manner required by law.

Some of these smart retail merchants who have hitherto laughed at the higher priced but honest Canadian wholesaler, will probably now feel sorry that they did not buy their "*straight*," instead of the foreigners "*crooked*" goods, but this feeling we are afraid will be more on account of their detection and loss than for any sorrow they feel at their having aided in trying to ruin the wholesale trade of their own country.

We trust that the lesson will not be lost on them however, and that when next some enterprising though irresponsible drummer, offers them goods at less than honest prices, they will be ordered Satan like "to get behind them."

This should be a warning to all retail merchants to refuse to buy goods from irresponsible persons, who have no stake in the country, and who, not being able to buy as well as the regular Canadian dealers, can only undersell them by smuggling in their goods. All such goods are dangerous, and the retail trade should in all cases refuse to be a party to such a

swindle against the Government of the country. It is manifestly in the interest of Canadian retailers to buy from Canadian wholesale houses in preference to such men as Patterson and a half a dozen others of that ilk, not only because the regular home dealers can supply them with goods as cheaply as outsiders can, but also because the interests of the wholesaler and retailer are common and identical.

We trust that these customs seizures will not be thrown away, but that their effect may be to keep out of this country entirely, the gang of dishonest wholesale peddlers that have of late years almost demoralized the trade.

THE TRADE BAROMETER FOR 1881.

To every one interested in the welfare of Canada, the annual circular of Messrs. Dun ,Wiman & Co. is a cheering document, inasmuch as by its figures it clearly demonstrates that it is no ephemeral era of prosperity with which we have been visited, but one that with prudence and foresight on the part of our business men may be lengthened out indefinitely. In order to give our readers a better idea of the improved condition of the country we have been at considerable pains to put before them a comparative statement of all the failures in this country since 1875, from which it will be seen at a glance that the storm pressure has been removed and that our commercial barometer now indicates improved financial weather.

Year.	No. of Failures.	Amount of Liabilities.
1874	966	$ 7,696,765
1875	1,968	28,843,967
1876	1,728	25,517,991
1877	1,892	25,523,903
1878	1,697	23,908,677
1879	1,902	29,347,937
1880	907	7,988,077
1881	637	5,770,717

The following table shews the number and amount of insolvencies in each quarter of the year just ended :

Year.	No. of Failures.	Amount of Liabilities.
1881—1st quarter	166	$2,026,556
1881—2nd "	183	1,876,302
1881—3rd "	180	787,889
1881—4th "	108	1,079,970
Total..	637	$5,770,717

The following table shews the difference in the half yearly statements between last year and the one previous :

	No. of Failures.	Amount of Liabilities.
1880—1st 6 months	649	$5,660,848
1881—1st 6 months	349	3,902,858
Difference..	300	$1,757,990
1880—2nd 6 months	258	$2,327,229
1881—2nd 6 months	288	1,867,859
Difference..	30	$459,370

The following table shews the amount and proportion of failures to the number engaged in business during the years mentioned :

Year.	No. in Business.	No. of Failures.	Per Cent. of Failures.	Amount of Liabilities.	Average Liability of each Insolvent.
1878	56,347	1,697	1 in every 33	$23,908,677	$14,088
1879	55,964	1,902	" 29	29,349,937	15,430
1880	57,100	907	" 63	7,988,077	8,807
1881	59,116	637	" 93	5,770,717	9,057

From the above tables it will be seen that this country is now in a more prosperous condition than at any period since 1873. Last year we had the pleasure of congratulating our readers upon the improved condition of affairs, and we are glad to have the same privilege again, as this year shows a decrease in the total number of failures of 270, and a decrease in the amount of liabilities of $2,217,360.

Encouraging as these figures are, they do not indicate that we have yet attained anything like the commercial soundness and stability that we might attain, if our merchants, both wholesale and retail, were to exercise more caution in their manner of giving credits, and a nearer approach to a cash system of doing business.

Although the United States is considered by many Canadians to be commercially unsound, its returns for the past year shew that it stands very much higher in financial stability than this country. In Canada for the past year, which is far ahead of any year in the last decade, there was *one failure for every ninety-three engaged in business*, in the United States, although having nearly one thousand more failures last year than the year previous, the average number of failures was only *one for every three hundred and forty engaged in business.* There are several reasons for this great difference between the failures of the two countries, but the principal one is that our neighbours have learned by sad experience that the nearer they can work to a cash basis the better for them. More than double the proportionate amount of cash business is done in the United States than is done in Canada, and where credit is given, as a rule, it is for much shorter dates. The wisdom of this system is apparent from the figures we give above.

We would be derelict in our duty, did we not sound a note of warning to those, who thinking that our prosperity cannot possibly come to an end, are rushing into all sorts of extravagance in their personal and business expenditure, or who from a similiar cause have been led into giving unwise and injudicious credits, or locking in outside speculation, however promising, the capital that should be held sacred for their business needs.

To these and all the unthinking, we would point to the fact that in the second half of the past year, the failures show an increase of thirty over the year previous. This simply means that there are too many people in business in Canada, and that those who do not strictly adhere to sound business principles must of necessity go the wall. The increase in the time, and ease of their terms of credit, are the premonitary symptoms of a commercial reaction which can only be averted by a strict adhesion on the part of our whole business community to the principles governing business. Although we sound this warning note, we do not wish to be considered by any means as taking a pessamist view of the situation ; on the contrary, we think the outlook is hopeful, and gives every indication of continued prosperity if we are only true to ourselves. We cannot better conclude than by giving a short review of the situation from Messrs. Dun, Wiman's Circular which says :

" Surveying from all general points of view the commercial condition of the country, it seems impossible to arrive at any other conclusion than that it is safe and prosperous. The losses by bad debts in the year which is now closing, bear but a meagre proportion to the profits realized in legitimate trade. The additions which have been made in the surplus of almost every prudent business man are larger than have ever been realized in any previous year, and that the increase of surplus is more the result of honest, legitimate profit than of any speculative success must be universally admitted."

TORONTO'S JEWELRY TRADE FOR 1881.

Probably amongst the whole range of business carried on in the City of Toronto, none has developed itself more, or been on the whole more fairly satisfactory than the Wholesale Jewelry trade.

This business, dealing as it does entirely in articles of luxury, may safely be taken as an almost infallible barometer of trade, it feels the pressure of hard times first, and is the last to recover its effects, and it may be pretty safely asserted that when this trade is prosperous, the country must be in a flourishing condition.

The increase in sales during 1881 has been more than fifty per cent. in advance of the previous year, while the losses from bad debts have been unusually small. As a rule retail dealers have met their obligations promptly, and renewals have been the exception rather than the rule.

The Jewelry business of Toronto has now attained large proportions, and it is no exaggeration to say, that this city is at present the centre of the Canadian trade.

The reasons for this large and rapid growth are not far to seek, and may be briefly summerized as follows; the natural situation of the city, lying as it does in the centre of the largest and wealthiest Province in the Dominion; its unrivalled means of communication with foreign markets and home consumers, consisting of seven lines of railroad spreading fan like over the entire Province, and water communication through the St. Lawrence and entire chain of lakes; and last but not least, the enterprise and integrity of her wholesale merchants, whose efforts have placed her in the van in this branch of trade.

Although the volume of business has been greatly increased during the past year, the margin of profit still remains very small, owing no doubt to the amount of competition amongst the wholesale houses themselves, and the great amount of smuggling carried on in this description of goods.

The wholesale trade are pretty well agreed that while the rise in duty would not affect them adversely if it could be collected, that under the present condition of things it is simply an incentive to smuggle, and puts the honest importer at a very considerable disadvantage as compared with his less scrupulous competitor.

Experience has proven conclusively, that it is next to an impossibility for any Government to successfully collect a high rate of duty on goods as expensive and small in bulk as Jewelry and Watches, and the trade generally consider that the Government should lower the rate considerably and give the honest importer a chance by placing him on the same footing as the smuggler.

The aggregate sales of the Wholesale and Manufacturing Jewelers of Toronto for the past year amounted to $759,000, of this amount $194,000 was manufactured in the city, the balance, $565,000 being imported goods of English, Swiss and American manufacture.

The amount of Watches, Clocks and Jewelry passed through the Port of Toronto during the past year was $340,015, being an increase in amount of $131,863 over the importation of the year previous. On these goods the importers paid duty to the amount of $83,643, or an average of twenty-five per cent., a rate altogether too high for this description of imports.

Although there are fourteen jobbing jewelry houses in Toronto, some of them are of very small proportions, the bulk of the business being done by the ten following houses: Zimmerman, McNaught & Co., John Segsworth & Co., Lee & Chillas, P. W. Ellis & Co., S. Stern, Carrier & Marshall, H. A. Nelson & Co., Smith & Fudger, S. Frenkel, and E. & A. Gunther.

In addition to these the following firms sell watch materials at wholesale, P. W. Ellis & Co., A. Kleiser, and T. S. Culp.

The manufacture of Jewelry, although a comparatively new industry in Toronto, has increased very rapidly during the past year, there being now not less than sixteen firms engaged in its various branches.

Some of these firms are very small, employing only from two to three hands, while the larger factories employ from ten to fifty workmen.

The total number of hands now engaged in this city in the manufacture of jewelry is 173, and their products aggregated in amount $194,173, or an average $1,130 per man employed.

In several lines the home manufactured goods have driven the imported article almost entirely out of the market, being not only cheaper, but better in quality and of a style more suited to the wants of this country. Amongst the goods manufactured here, which compete on favourable terms with the imported article, may be mentioned, gold chains of all kinds, wedding, keeper, gem and signet rings, lockets, cuff buttons, and watch cases in gold and silver.

The principal manufacturers are P. W. Ellis & Co., Zimmerman, McNaught & Co., Welsh & Trowern, Arms & Quigley, Hill & Houghton, W. C. Morrison, and White & Son—these seven firms employing 139 of the total of 173 engaged in the business.

The indications are that the manufacture of jewelry will be largely increased during the coming year, as several of the larger firms are making preparations to enlarge their premises and increase their output of manufactured goods.

In addition to this, Toronto is to have a first-class establishment for the manufacture of electro plated ware of all kinds, the first of its kind in Canada. The company which has been incorporated under the name of the "Toronto Silver-Plate Co.," is now putting up a handsome brick factory, and expects when fully running to employ from fifty to seventy-five hands. This will be an important addition to the manufactures of this city, and will add in no small degree to its importance as a wholesale market.

The following table shews the value of goods imported into the Port of Toronto during the past three years, and the duty collected during the past year:—

	Amount 1879.	Amount 1880.	Amount 1881.	Duty Collected 1881.
Clocks and parts thereof	$17,925	$27,897	$34,239	$11983.65
Electro-Plated Ware	41,413	44,022	83,191	24957.33
Jewelry	62,610	84,962	125,385	25077.00
Watches, Movements and Cases	41,962	44,305	88,768	19959.40
Manufactures of Gold & Silver	17,362	6,966	8,432	1666.65
	$181,272	$208,152	$340,015	$83,643.78

Selected Matter.

THE FIRST WATCH IN THE JURA MOUNTAINS.

A house trader from Chaux-de-Fonds in the Swiss Jura which at that time counted but few houses, brought from the interior country a watch home with him. These dwellers of these far-off regions very probably had never seen such a mechanism, but a young man lived there, who, besides the simple trade of his father, a blacksmith, had, from early childhood, evinced an unquenchable passion for all kinds of mechanism combinations requiring reflection. The watch got out of order, and was confided for repairs to this, at that time, fifteen-year old boy Daniel Jean Richard Bressel. He took it down, found the defect, and put it together again. He had meanwhile studied the entire mechanical arrangement, made a drawing of each part, and went to work to make a new one, for which purpose his inventive genius was forced to supply the lacking tools. Suffice it to say that in one and a half years he had manufactured the first watch in the Jura. When Bressel died at Locle in 1741, lurative business already had taken seat in this poor pastoral region, which, little by little, has become such an eminent source of wealth to the entire country.

"And when dying leave behind us
Footprints on the sands of time."

—*Jeweler's Circular.*

SURETY'S LIABILITY.

We had occasion, after the original trial of the case of Crathern *vs.* Bell, to refer to its peculiar circumstances. The matter has since been up for argument before the full Court of Queen's Bench, for Ontario, resulting in a decision in favor of the plaintiffs, Messrs. Crathern & Caverhill of Montreal. The facts may briefly stated as follows: The defendant Bell by written agreement guaranteed to the plaintiffs the payment by one of their customers, of two promissory notes in their favor of $751 each, with a limitation that he should not in any case be called upon to pay more than $751. In other words the defendant undertook up to amount of $751, to make good any loss which plaintiffs might sustain upon the notes in question.

On the maturity of the first note the debtor was unable to pay it in full and applied to Mr. Bell, his surety, for assistance. The latter thereupon gave his note for the requisite amount, which he discounted and applied the proceeds to the payment of the plaintiff's note at the bank for collection. The plaintiffs learned in due course of this payment but were not advised of the means whereby the funds were procured. Default was afterwards made on the second note, which the defendant was called upon to make good. Then, for the first time, it was communicated to the plaintiffs that the defendant had assisted in the payment of the first note. This was relied upon as discharging Mr. Bell, to the extent of that assistance, from his liability on his guarantee.

Under the circumstances it is held by the Court that there was no default in payment of the first note, and that the advance made by the surety to the debtor before any default had taken place was not a payment by the defendant in satisfaction of his liability to the plaintiffs. Accordingly the defendant is condemned to pay the full amount of the second note. The law is very strict in the rules required to be observed by creditors who seek to retain the liabilities of sureties. Still as this decision shows, a like good faith is necessary to be observed by sureties themselves. If they chose to make their arrangements with the debtor without the knowledge of their creditors in such a way that the creditors position may be effected injuriously, they may find themselves held to their original liability.—*Monetary Times.*

COLOR RELATIONS OF METALS.

In a paper on the color relations of copper, nickel, cobalt, iron, manganese, and chromium, lately read before the Chemical Society, Mr. T. Bayley records some remarkable relations between solutions of these metals. It appears that iron, cobalt and copper, form a natural color group, for, if solutions of their sulphates are mixed together in the proportions of twenty parts of copper, seven of iron and six of cobalt, the resulting liquid is free from color, but is gray and partially opaque. It follows from this that a mixture of any two of these elements is complementary to the third if the above proportions are maintained. Thus a solution of cabolt (pink) is complimentary to a mixture of iron and copper (bluish green); a solution of iron (yellow) to a mixture of copper and cobalt (violet); and a solution of copper (blue) to a mixture of iron and cobalt (red). But, as Mr. Bayley shows, a solution of copper is exactly complementary to the red reflection from copper, and a polished plate of this metal viewed through a solution of copper salt of a certain thickness is silver white. As a further consequence, it follows that a mixture of iron (7 parts) and cobalt (6 parts) is identical in color with a plate of copper. The resemblance is so striking that a silver or platinum vessel covered to the proper depth with such a solution is indistinguishable from copper.

There is a curious fact regarding nickel also worthy of attention: This metal forms solutions which can be exactly simulated by a mixture of iron and copper solutions; but this mixture contains more iron than that which is complementary to cobalt. Nickel solutions are almost complementary to colbalt solutions, but they transmit an excess of yellow light. Now the atomic weight of nickel is very nearly the mean of the atomic weight of iron and copper, but it is a little lower, that is, nearer to iron. There is thus a perfect analogy between the atomic weights and the color properties in this case. This analogy is even more general, for Mr. Bayley states that in the case of iron, cobalt, and copper, the mean wave length of the light absorbed is proportional to the atomic weight. The specific chromatic power increases with the affinity of the metal for oxygen. Chromium forms three kinds of salts, pink salts, identical in color with the cobalt salts; blue salts identical in color with copper salts; and green salts, complementary to the red salts.

Manganese, in like manner, forms more than one kind of salt. The red salts of manganese are identical in color with the cobalt salts and with the red chromium salts. The salts of chromium and manganese, according to the author, are with difficulty attainable in a state of purity. He thinks these properties of the metals lead up to some very interesting considerations.—*Chemical Review.*

A GREEN varnish for metalic objects, which is said not to lose color in the light, may be prepared by precipitating a solution of finely powdered sandarac of mastic in strong potash lye, after diluting it with water, by copper sulphate or copper acetate, and then dissolving the washed and dried green precipitate in oil of turpentine.

STEAMY WINDOWS.

Steamy windows have already begun their annual annoyance of the ironmonger. Yearly the question suggests itself. Can the nuisance be prevented or mitigated? So far as we have seen, no satisfactory cure has ever been suggested. In August, 1879, a patent was applied for but afterwards abandoned. The invention consisted in applying to the windows a varnish of methylated spirit containing 5 per cent. of glycerine and some essential oil. Whether it was found in practice that the application did not act as expected we do not know; but at least it could only serve as a poultice to a wound already made. What is the cause of steamy windows? The hackneyed answer that the cold outside condenses the moisture of the air is undoubtedly correct, but it does not explain how the moisture gets into the air. And as the air in the shop is warmer than that outside, its power of retaining water in a vaporous condition is very much increased, so that the watery vapor in the air of the shop must greatly exceed that of the external air, or no deposit of moisture would take place. It is certain that the greatest deposit of moisture takes place in warm, well-closed shops, and the idea that the warmth has something to do with the deposit is a very natural one. A walk along the streets in a winter evening shows that the amount of moisture on the windows varies very much in different shops. Some will be almost free from it, others are as opaque as if they were of ground glass. For some time we have been trying to find the reason for this, and although we cannot explain all the anomalies we meet with, yet we think some light can be thrown on the matter. The best-lighted and warmest shops seem to suffer most. Now, as warmth ought to decrease the deposit, provided the air could take up no more water as it got warmer, we must look for some means by which the proportion of watery vapor in the air is decreased with the temperature. This is at once found in the gas, which is almost universally used for lighting and very often for warming. For the amount of light given out gas produces very much more water than either oil or candles. If the ventilation be thorough enough to keep the air of the shop nearly at the same temperature and humiditly as that outside, no moistnre will be deposited on the window. But if the air is at all confined, as the assistants will certainly wish it to be, then as long as gas is burnt and the products of combustion allowed to escape into the air, so long will the windows be obscured by moisture. As gas is the great offender it is useless to provide air-tight windows, at enormous cost, if they be lighted with gas inside. We know a shop where some hundreds of pounds were spent in air-tight cases for the windows, where this mistake was made. Another source of moisture is the breath of the assistants and customers, and this seems to be sufficient to make it impossible to avoid all deposit on the windows. But if petroleum or electricity be used to light the shop, or if the products of the combustion of the gas be carefully removed, then the nuisance will be greatly mitigated. Some shops are lighted by "Sun" burners on the ceiling. The effect as regards illumination, is excellent, and this plan makes it very easy to remove the products of combustion. Of course if a gas-stove be used to warm the place, and the products allowed to escape into the shop, neither petroleum nor electricity will prevent steamy windows. Various contrivances—such as open gratings at the top of the windows, double sashes, &c. (as described in our issue of November 27, 1880)—have been tried but the measure of success achieved appears to have been irregular and often disappointing.—*The Ironmonger*.

TRICKS ON JEWELERS.

"Everybody knows Samper, whose big shop window, brilliant with gold and gems, attracts the attention of all strollers on the Rue de la Paix, and Samper knows everbody who is worth knowing, as he has furnished half the millionaires of Europe with their jewelry. It was a risky thing, then, for the stranger who tried to get the best of the clever lapidary. Nevertheless, there is no limit to brass, and said stranger, a young man of gentlemanly manners and appearance, alighted from a private carriage, with a coachman and flunky in faultless livery, entered the establishment, and, declining to speak with any one except the great Panjandum himself, stated his wish to buy a sapphire worth 32,000f. Samper had no such stone on hand but thought he might be able to find one in the course of a few days, would Monsieur come back? Monsieur said he would, and explained that he wanted it for a seal ring. "Is it not rather too good for such a purpose?" suggested the jeweler, who forthwith retired, crushed with mortification, when the other replied, " Nothing is too good for me." Samper was overwhelmed, and even opened the door himself for his customer, who returned in the same equipage four days afterward, saw the sapphire, condescended to be satisfied with it, and requested to be shown the handsomest ear-rings and lockets in diamonds which were in the collection. His choice was made promptly to the tune of 75,000f, after which he took out a check-book and signed an order on the Credit Lyonnais for the money in the name of Prince Strozzi " What name?" asked Samper. " Prince Stozzi." " Thief! " exclaimed the lapidary, and then the door was locked and the police sent for and in five minutes the stranger, ornamented with a pair of bracelets not set with brilliants, was on his way to the station, accompanied by an admiring crowd, and to the utter dismay of his coachman and of " Tumas " who remarked sadly: "Good God! they have collared master; in whom hereafter, can we put our trust?" The culprit is an old offender, and if he has now failed it was because he had tried it on in the same way last year with another notable jeweler—M. Boucheron, who lives close by, to whom he gave a check for 190,000f after a similar comedy. Boucheron suspected the fraud, but, wishing to take the swindler, said nothing, promised to carry the jewelry to the Grand Hotel—he pretended that it needed polishing—and sent to the Credit Lyonnais, where he found that "Prince Strozzi's account originally of 1,500f., was actually 50 cents. Naturally, the Chevalier d'Industrie did not return to ask questions concerning the non-delivery of his purchase, but a twelvemonth afterward, supposing the adventure forgotten, went for another victim in the same neighborhood, and was then redhanded. Denial being useless, he has made a clean breast of it, and told that his real name is Tamin, that he lives in a wretched lodging-house in Latin Quarter, and makes a precarious existence by nefarious expedients, these being baccarat at the Cercles in the evening, and theft by daylight. This capture is important, as it may lead to that of others of the swell mob with which Paris is infested, and whose exploits are not always failures, as in this

instance. Less lucky than his colleagues of the Rue de la Paix, another M. Roucheron, residing in the Palais Royal was plundered of a diamond broach worth 50,000f, exactly four and twenty hours before Tamin-Strozzi was arrested, under circumstances of singular audacity and it is not unlikely by the same individual.

People who visited the Exposition of 1878 remember the magnificent diamond set which was the grand prize of the National Lottery. On Friday, at 3 P. M., a number of persons came into the shop to look at some jewelry; the prize set was brought out, but the price not suiting, was put on on side while the customers inspected something less expensive.

Just then a young man, dressed as an Englishman and with a strong foreign accent, entered and asked for some diamond studs, taking his seat close to the counter where the big set was deposited. I ought to add that this consists of a diadem, a necklace, a broach—the most important piece—and a pair of ear-rings. The studs were too dear and too large, and the clerk was told to fetch something cheaper and more modest. The clerk went to the back shop to get some, first, however, taking the precaution to call in his fellow-employee, M. Leon, who was bidden to keep an eye on the visitor, who had dropped his umbrella three times in the most suspicious manner. M. Leon was vigilant. The stranger rose, walked about the shop very unconcernedly, gave his name as Lord Trelawney, approached the door, opened it, stepped outside, and has not been seen nor yet heard of since, any more than has the diamond breast-pin, which was prigged during the moment elapsing between the exit of one shopman and the ingress of the other. Evidently there is some connection between these two affairs, and the detectives are sanguine of being as successful as they were in the recovery of the necklace stolen a year ago by the Bulgarian Kahsch, whose accomplice was arrested a few months ago, on her return back from New York, where she had vainly endeavored to dispose of the property. There is a vast deal of this sort of thing going on now in Paris, and too much reason to suppose that people occupying perfectly unequivocal positions in society not infrequently consent to serve as receivers, and to aid in sales. To get something below its market value is a wonderful inducement to some persons, especially to foreigners, who, being generally on the wing, are less likely than natives to be met by the original owners.

I would not for one moment cast a doubt on the genuineness of origin of a certain immense emerald which its proprietor is trying to sell to the wife of an American millionaire for 70,000f. It is said to have been presented to an ancestor by a great Sultan two or three centuries ago; perhaps it was, and, as the gentleman who now offers it bears an unblemished reputation, I should think the story true.

But I cannot forget one incident in which a very high-born lady was very nearly ruined by a very simple act of complaisance towards one of her friends who was in money difficulties. The tale is perfectly authentic. It was told to me last night by one of the parties involved and for that reason I shall only give initials, which I need scarcely add, are not the real ones. Said the Countess de L. to the Marchiones de M: "I am requested to sell a lot of diamonds for the Queen of—; do you know any one in want of a splendid set; quite a bargian?" The Marchioness did; M. de N., was about to get married; it would be the very thing for a wedding present, and she would speak to him. So she did, and he took her advice, and quite by chance happened to meet an acquaintance, a celebrated lapidary from London, who consented to accompany her as an expert. The stones were produced, weighed and examined, and approved by M. de N., who, however, did not conclude their purchase at once, thanks to a sign from the Englishman. "I cannot understand your disapproval," he said, when they got into the street; "the diamonds are magnificent, they are dirt cheap, why should I not buy them?" "Simply" replied Mr. D., because they belong to me; a fortnight ago they were stolen from my rooms, and it is for their recovery I am in Paris now." No scandal was made about the affair, as the Countess is too well connected, and Mr. O. declined to ruin her family by a prosecution, being perfectly satisfied to get back his property, but, as the coachman of Tamin-Strozzi might have observed, is not this a warning against over-confidence.—*Paris Correspondent of the Jeweler's Circular.*

A GOOD process to restore burnt steel is to heat it to a bright cherry red and immerse it in water three or four times. Then forge carefully and the steel will be nearly as good as before.

BUSINESS CHANGES FOR JANUARY.

J. F. Austin, fancy goods, Peterboro, Ont., selling out; D. & L. McIntyre, hardware, Lucknow, Ont., selling out; E. Friedenburg, jeweler, Ottawa, left, sheriff in possession; J. R. Smith, jeweler, Wingham, Ont., advertising business for sale; Cameron & Westcott, hardware, Beaverton, Ont., damaged by fire; Crathern & Caverhill, wholesale hardware, Montreal, Mr. Caverhill dead; W. E. Jones, jeweler, Stratford, Ont., selling out; Edward Graver, hardware, Barrie, Ont., sold out to his son Robert Graver; A. H. Doran, jeweler, Emerson, Man., damaged by fire; George J. Beattie, hardware, Bracebridge, sold out to Alfred Hunt; T. J. Wetherall, jeweler, Port Colborne, Ont., burned out.

BUSINESS NOTES.

A BARB wire manufactory is about to be erected in Winnipeg by a Chicago firm.

THE employees of Messrs. Allcock, Laight & Westwood have presented Mr. A. R. Wightman with an address and handsome clock, on the occasion of his leaving the firm to start in business in Montreal. Mr. Wightman has been with the firm for twelve years, and has resided in Toronto for over thirty years.

EARLY on Sunday morning burglars entered Nathan G. St. Mary's drug store of Essex Centre and succeeded in blowing open an iron safe and extracting therfrom money and jewelry to the amount of $1,200. The burglars bored a hole in the top of the safe about the size of a pea, and evidently used nitro-glycerine to accomplish their purpose. The concussion blew out the whole of the front windows and sashes, and shook down many large bottels of drugs. The actual loss is estimated at $1,500.

ALFRED BURCH, the Pullman car smuggler, was sent to gaol for eight days, with the addition of a fine of $100, which is to be paid before he is liberated. Patterson for whom he was smuggling the watches, and who was found with a large quantity of the jewelry in his possession, was permitted by H. M. Customs officers to escape.

AN EXCHANGE says "Hagstoz & Thorpe have been awarded the gold medal at Atlanta Exposition, in the Boss filled case, it being the best filled case at the exhibition; the favor with which these cases have been received by the public is the best indication that the committee of award was fully capable of judging as to the merits of the several cases exhibited." We fully endorse this.

AT THE commercial travellers' dinner in Boston the other day, Mayor Green propounded in in his speech the conundrum:—"Why is a commercial traveller like a drummer? Because he has a level head to drum." This was very good, until some one suggested that drum-heads are made of sheepskin, and commercial travellers are not mutton-heads.

ADVICES from Scotland announce the death of Mr. Thomas Caverhill, a partner in the wholesale hardware firm of Crathern, & Caverhill Montreal, a director of the Exchange Bank, and a large stockholder in several other important corporations. Mr. Caverhill was one of Montreal's prominent financial men, and had gone home to Scotland several months ago for the benefit of his health.

MESSRS. LEE & CHILLAS, wholesale jewelers, of this city, have removed to their new and more attracive premises in the Royal Insurance Building, corner of Yonge and Wellington Sts. Their new

warchouse is elegantly fitted up and highly suitable for their special line of business, and we wish them continued success iu their merchantile career.

E. Freidenberg, an Ottawa jeweler, has been missing since New Year's eve,and it was feared that he had met with an accidental death. His family were very much troubled over it and have re ported the matter to the police, who are doing all in their power to clear up the mystery. Later de velopments indicate that Freidenberg has not suicided, merely " vamoosed the ranche." The Sheriff is now in possession of his estate.

Mr. Thos. H. Blundell died very suddenly last week of apoplexy. The deceased was well known as a jeweler doing business on King street Toronto. He was not feeling well in the morning and Dr. Britton, who was a particular friend, was sent for. Shortly after his arrival the deceased died. He was only married about four months. Mr. Blundell was highly regarded among the trade on accouut of his gentlemanly and obliging manners.

From an exchange we learn that Mr. W. T. Doll, jeweler, of Flesherton and Dundalk, has bought out the stock and business of Mr. E. D. Wilcox of Markdale, and intends in future to run the three stores. Such enterprise is commendable, and we trust will meet with the success it deserves. Our contemporary however winds up the notice by gravely assuring its readers that Mr. Doll will superintend the management of the three establishments in person; rather a difficult feat, we have always imagined for a persou in the body to accomplish, but we trust that Mr. Doll will succeed in the novel and enterprising endeavor.

It would be a step in the direction of the public convenience if the Postmaster-General would establish a dead letter office in Toronto. There should be three or four such offices in each pro vince, instead of all dead letters being sent to Ottawa. Much valuable time would be saved and a larger percentage of letters would reach their destination, as local clerks would have better opportunity of knowing addresses than clerks at Ottawa. If a letter is devoid of postage it is packed off to Ottawa, whereas common sense would suggest it being opened by a sworn official at Toronto, so that the mistake could be remedied right away. Branch dead letter offices in the chief cities of the Dominiom would about complete the circle of postal convenieuces.

Last month Mr Grose, one of the private dee tectives connected with the secret service of th Customs Department, visited the different ports in the Dominion, among them Montreal, Kingston, Belleville, Brockville, Hamilton, Windsor and Toronto. The detective visited this city on the 26th of December, and made butone seizures. This consisted of two gold watches and eleven lady's gold rings, the whole property, amounting to between $300 to $400, belonging to F. Crumpton, a jeweler, No. 83 King-street East. On calling upon the latter gentleman he stated that he purchased the goods from H. W. Patterson, of Boston, and the reason they were seized was that they were undoubtedly smuggled. Crumpton had not paid for the goods and therefore was not the loser. The value of the goods seized at the other ports could not be ascertained.

The cheekiest thing we have seen in the way of an advertisement for a long time is that of "Russells" the Watch Manufacturers of England and Watch Auctioneers ofCanada,in which after lauding the English Watchmakers they gravely inform the public that "these facts are well understood in England, but in Canada mere sellers of watches do not know auything of the merits of a watch mechanically, are prone to decry everything English in general and the Russell Watch in particular." Of course we do not for a moment assume that the watch dealers of Canada individually or collectively know one quarter as much about the mechanical construction of a watch as the writer of the above advertisement. One thing they must be credited with, viz: common sense, and in their judgment English Watches have been tried and found wanting. If the English Watch had the superlative qualities Mr. Cuthbert claims for it, it would not require to be hawked about the country and sold at public auction to the consumer. The American watch is perferred by dealers and the public, simply because it is the best value for the money, and not on account of any prejudice in the matter.

Says the *Hamilton Times* "It will be a matter of regret to his many friends to learn that Mr. James A. Watts, for so many years connected with the Meriden Britannia Company, is about to leave Hamilton to take up his residence in Toronto. He has decided to sever his relationship with the firm, with whom he has been connected for twenty years, and in company with several leading capitalists he will proceed at once with the erection and equipment of a factory for the manufacture of plated ware in Toronto. The capital stock of the new company is $100,000. Already a site has been secured on King street west, Toronto, and it is expected that the building will be erected by May next. Mr. Watts knows the Canadian trade so thoroughly, having been general agent of the Meriden Company for many years before the factory was established in Hamiltou, that he may fairly look for a share of the business to come to the new establishment, of which he will be managing director. While sorry to lose so highly esteemed a citizen, and not too well pleased to see a Toronto establishment organized to compete with one in Hamilton, it must be admitted that Mr. Watt has so conducted himself as to earn a God-speed wherever he goes and should he return to Hamilton to spend the "pile" he makes in Toronto he will be sure of a hearty welcome."

"Says the Ottawa correspondent of the Government organ in this city. It will be remembered that a few weeks ago jewelry to the value of $1,200 was seized in Montreal. It was the property of a dealer named Patterson, carrying on business in Boston. Mr. Falkiner, barrister, of Belleville, was retained by Patterson to look after his interests. Though this matter is anything but ended, sufficient is known to indicate that there is a gang of jewelry smugglers operating in Canada. Patterson on being himself detected agreed to give full information to the Minister of Customs, and as "earnest" money he deposited $1,000 to be forfeited in case he did not prove the correctness of his statement. Acting on the information thus received an officer of the department was sent to out to make enquiries and investigations. The result is more than surprising. Acting on the information received from Patterson, seizures have been made in Kingston, Belleville, Toronto, London, Guelph and other towns in the west. It looks as if there were a thoroughly organized gang at work, with accomplices and connections in all the chief towns in the west. Now that the matter has been opened up somebody will suffer, and the public may look out for some startling disclosures. The Minister of Customs is not the one to half do his work, and now that he has hold he will make things lively for the gang. Of course the assertions of Patterson are already well proven, or I should not have permission to send this statements. Patterson's books, which came into the hands of the Minister, furnish the chief clue. It is the old story of misery loving company. As he had gotten into the trap he wished to see all the other foxes deprived of their tails."

WORKSHOP NOTES.

Old denti t's tools and sewing machine needles are said to make the best drills for watchmakers' and jewelers' use.

A good solution for hardening and tempering steel is said to be a weak solutiou of borax and sal soda. The water should bo first boiled and then mixed with equal parts of soda and borax and allowed to cool.

Watch cases which have been in fire, if good, are quickly cleaned by being boiled in water, one-half pint, and twenty drops muriatic acid, which leaves the gold pale in color. To restore this, brush with a rather stiff brush and a thick batter of tripoli and oil, carefully, however, not to attack the ornamentation of the case. If silver, red-heat and boil the case until white, theu brush with sand.

Acid proof cement. Make a concentrated solution of silicate of soda, and form a paste with powdered glass. This simple mixture is said to be invaluable in the operations of the laboratory where a luting is required to resist the action of acid fumes.

The following alloy has been patented in France—Copper 720 parts; nickel 125 parts; bismuth 10 parts: zinc 90 parts; soft iron 28 parts; tin 20 parts. This is said to form a fusible, maleable metal, easily worked by a silversmith; it resists the oxiding influence of the air, and is capable of being soldered.

To gold plate small articles without a battery: Digest a small fragment of gold with about ten times its weight of mercury until it is dissolved, shake the amalgam together in a bottle, and after cleansing the articles coat them uniformly with the amalgam. Then expose them on an iron tray heated to low redness for a few minutes; the mercury volatilizes, leaving the gold attached as a thin coating to the article. The heating should be done in a stove, so that the poisonous mercurial fumes may pass up the chimney.

To blue gun locks: Gun locks and revolver barrels being usually made of steel, are rendered blue by simply being subjected to heat. The articles are first finely polished and then exposed to a uniform heat gradually applied. This is best done by immersing them in wood ashes or sand and carefully watching the effect of the heat. As soon as they acquire the right color they are to be taken out of the sand bath and plunged into oil. The temperature necessary to obtain the color is from 500° to 600° F., the last giving the darkest shade.

In forging steel be careful to first free your fire from sulphur. This can be done by spinkling a handful of salt on it; next be careful not to overheat the piece to be forged; very small objects are easily heated in the flame of a lamp. Charcoal makes the best fire for all kinds of small tools. Do not hammer with heavy blows after the steel has cooled. By tapping it lightly, however, until it becomes black, the closeness of grain is increased.

To temper steel on one edge. Red hot lead is an excellent thing in which to heat a long plate of steel that requires softening or tempering on one edge. The steel need only be heated at the part required, and if carefully handled there is little danger of the metal warping or springing. By giving sufficient time, thick portions may be heated equally with thin parts. The ends of wire springs that are to be bent or riveted may be softened for this purpose by this process, after the springs have been hardened or tempered.

Nothing is better for cleaning silver than the following: Boil one ounce of finely pulverized hartshorn in one quart of water. Leave the vessel on the fire and put all the silverware into it, as much as the water will accommodate; let it boil for a time, take it out, drip it over the vessel, and let it dry at the fire. Continue until every article has been treated thus. Next place clean linen cloths in the water and let them become saturated. When taken out and dried, use them for polishing the silver, (and they are at the same time excellent for cleaning brass—signs, door knobs, etc.), Rub the ware with the cloth and finish with soft leather.

An improvement in escapements for watches, etc., whereby a more uniform movement is obtained, has been patented by Mr. Edward Wensch, of Vienna, Austria. The invention consists in an anchor rod pivoted on the top plate of the works, and having its lower end T-shaped, with a tooth engaging with the escapement wheel at the ends of this T-shaped part, and the upper end of this rod provided with a fork surrounding an eccentric on the shaft of the balance wheel, above which eccentric there is a plate with a pin at the edge, which a spring presses against for imparting motion to the balance wheel. By these means the escapement wheel does not directly transmit the motive power of the clockwork to the balance, but the movement depends on the power of the above named spring, which always remains regular. For pendulum clocks the construction is slightly modified.

SCIENCE AND OTHER NOTES.

All over the civilized world myopia, or near-sightedness is becoming alarmingly prevalent. Much study of miserably printed books, especially in imperfectly lighted rooms, has had a great deal to do in inducing this serious misfortune. But that is not the sole cause. Too frequently it can be traced to a general lowering of the vitality of the patient, produced by competitive examinations, low diet, badly ventilated rooms, lack of genial society, etc. It goes without saying that the sight must be impaired when the body is weak. A society in Leipsic has lately tried the experiment of improving for a time the living and sanitary conditions of 131 children with the effect of increasing bodily strength and strengthening the sight. Some of the children were sent to the seaside and others to the country. At the end of six weeks the weight of each child was 1¼ kilogrammes more than it had been before, the chest was considerably expanded, and the sight was much better. This experience well deserves the attention of parents.

The *Japan Mail* states that the most skilful living bronze worker in the Empire is a Kiyoto artisan named Zoroku. His specialty is inlaying with silver and gold, which he carries to such perfection as to be scarcely distinguishable from the chefs de l'œuvre of the Min. period. He is a man of seventy—peering through a pair of huge horn spectacles at a tiny incense burner or still smaller flower vase, from whose frets and diapers he pares away an almost imperceptible roughness of excrescence. Beside him stands a brazier with a slow charcoal fire, over which an iron netting supports one or two bronze vessels similar to that he holds in his hand. These are being subjected to a slow process of baking; presently Zoroku dips a feather into a vessel filled with greenish liquor—acetate of copper—and touches the heated bronze here and there with delicate and dexterous care. This process, repeated about every two or three minutes, will be continued for half a year, after which a month's polishing will turn out a bronze so rich in green and russet tints that centuries seemingly would have been necessary to produce it.

The show of Mademoiselle Schneider's jewels and household furniture in Paris has been the great event of the gossiping world of fashion and dissipation. A crown of fine workmanship and studded with gems of rare value was included in the exhibition. This was the crown of the Grand Duchess of Gerolstein. A sceptre, also be-jeweled, kept it company. Rivers of diamonds were a drug at this suggestive exhibition. A necklace which was part of the Grand Ducal set, formed of forty-one pearls, six brilliants, and five sapphires, went for 68,000 francs. Two black pearls were knocked down for 38,000 francs, an emerald pendant went for 11,000 francs, and the diamond which formed the center of the stars of the Order of Brave Knights at Gerolstein, for 10,000 francs. The total proceeds of the first day's sale exceeded $43,000. It is Mademoiselle Schneider's intention to end her days in a convent. As her fortune is considerable, she is not obliged by harassing creditors to sell her jewels, which are of astonishing variety and richness.

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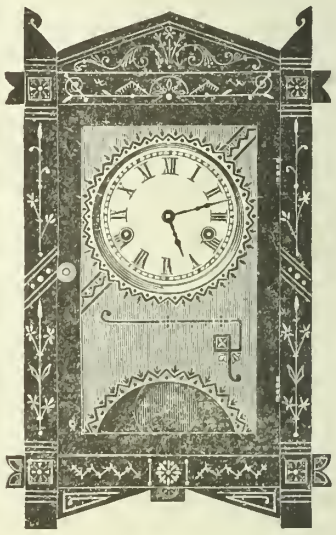
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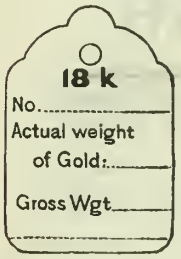
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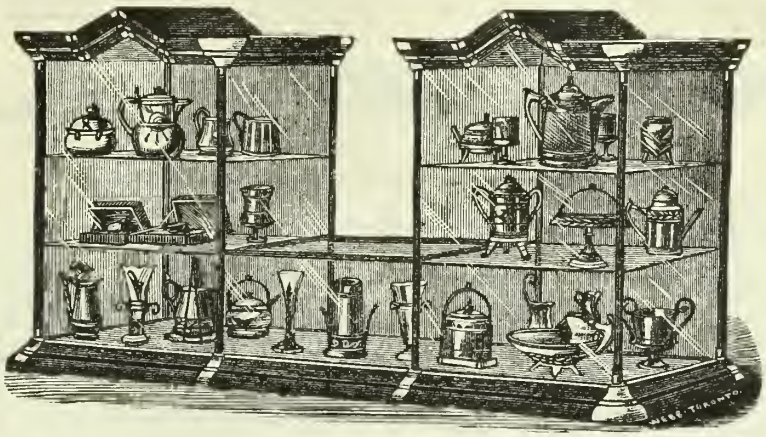
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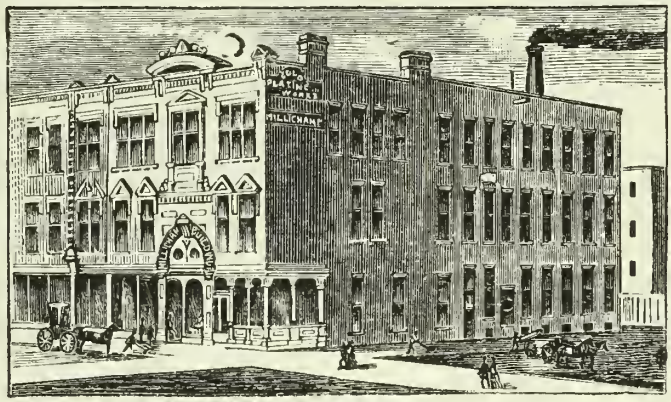
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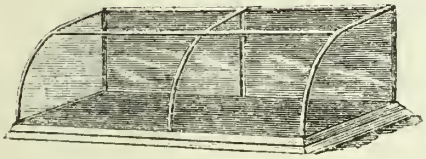
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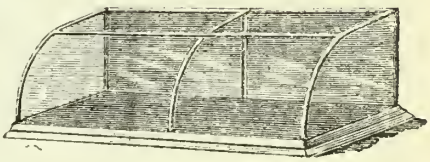
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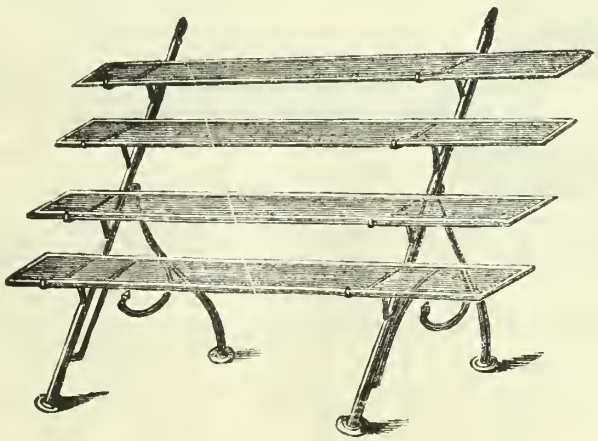
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BURGLARY.

$250 REWARD.

The above reward will be paid to any person or persons giving such information as will lead to the discovery of the goods stolen from our safes in our manufactory on the night of the 16th or morning of the 17th of September last. The goods consisted of Gold and Silver Watches, Colored Gold Sets, Gold Chains, Gents' Signet and Gem Rings, Gold and Silver Medals, Gold and Silver Cuff Buttons, Colored Gold Necklets, Diamonds mounted in rings, Diamonds unmounted, Silver Necklets, Silver Sets, &c., &c., &c.

We have printed a list hastily, giving the particulars of as many of the articles as could be remembered at the time, one of which will be found in each copy of October number of THE TRADER.

The greater part of the goods are stamped with our initials, W. & T.

WELCH & TROWERN,

JEWELLERY MANUFACTURERS.

36 Adelaide Street West, Toronto.

A. C. ANDERSON & CO.,

WHOLESALE JEWELLERS, HAMILTON.

WE MAKE A SPECIALTY OF

EXTRA FINE ROLL PLATE GOODS,

OUR BEST QUALITY STAMPED AND GUARANTEED.

ROLL PLATE NECKLETS AND ALBERTS

CAN NOT BE BEAT FOR QUALITY AND VALUE.

WE ALSO KEEP IN STOCK A LARGE VARIETY OF WATCH MATERIALS AND TOOLS.

We keep a staff of First-Class Workmen to attend to all TRADE WORK. Improvers taken in this department

A. C. ANDERSON & CO.



SHEFFIELD STERLING SPOONS & FORKS,

The best unplated flat-ware ever manufactured.

GUARANTEED TO RESIST ACIDS, KEEP THEIR COLOR AND IMPROVE WITH USE.

Every dozen done up in guarantee wrapper. They are the best goods for Dealers to handle because

They are Elegant in Pattern, and Reliable in Quality, Easily sold by the Dealer,

AND GIVE SATISFACTION TO THE BUYER.

Don't be imposed on by imitations, or "Goods as good as Sheffield Sterling," but get the genuine article from the Co.'s Canadian Wholesale Agents,

ZIMMERMAN, McNAUGHT & CO.

THE TRADER.

TORONTO, ONTARIO, MARCH, 1882.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
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Small Advertisements, 8 cents per line.

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THE TRADER PUBLISHING CO.,
No. 13 Adelaide Street East, Toronto, Ont.

Editorial.

NO INSOLVENT ACT.

It is now quite evident that the Government has no intention, this session at least, of bringing in a new Insolvent Act.

So far, the country has been in a highly prosperous condition, and the want of such an Act has not been seriously felt, but just as soon as a reaction sets in and we again feel the stringency of hard times it will be found that the present chaotic state of affairs will not answer.

At present the want of an Insolvent Act has a tendency to curtail credit amongst wholesale dealers, and in that way, it may not be altogether an unmixed evil, but while it has a tendency to make our wholesale merchants look more sharply after their customers, it also has the effect of curtailing our national credit abroad. We have before pointed out that the effect of the want of an Act compelling the fair division of a debtor's estate has impaired our credit in the English markets, for the simple reason that creditors so far away must always be at a great disadvantage as compared with creditors close at hand, especially when the law, or rather the want of it, allows the first come to be served in full no matter whether the others get anything or not.

We say that although this state of affairs cannot last long, the absence of an Insolvent Act may not be altogether an unmixed evil. If it makes dealers more careful in buying, and warns them that it is not so easy to get whitewashed as it formerly was under the old law, it will have served a good purpose, but sooner or later we think that Government will be compelled by public opinion to bring forward a thorough and comprehensive Insolvent Act that will put a stop at once and forever to the legal tricking and sharp practice that is now resorted to by debtor and creditors alike.

A MYSTERY.

Every one at all acquainted with trade knows that there is a great deal of smuggling carried on between the United States and Canada; that the smuggling exists solely on account of the high tariff imposed by the Government, and that it cannot be stopped unless the duties are lowered or entirely done away with. A very pertinent proof as to the extent to which this practice is carried on in American goods coming into Canada, may be found in a comparison between our statement of the goods we import from the States and their statement of the amount of goods they sell to us. Tabulated the figures stand thus :—

Canadian imports of American goods for the year ending 30th June, 1881—

American Export figures.....$39,512,876
Canadian Import " 36,704,112

Discrepancy, $2,808,764

There are three possible explanations of this discrepancy. (1.) That the Minister of Finance, for political effect, has discounted and thus reduced the amount of our American imports in order to show a favorable balance in support of the National Policy theory. (2.) That this discrepancy represents the difference between the actual price at which the goods were purchased and the price at which they were entered for duty; in other words, it shows how much dishonest importers have cheated the Government out of by means of false invoices. (3.) That this discrepancy represents the amount of goods smuggled into the country.

The first explanation we dismiss at once as being only offered for political effect and unworthy of Canadian statesmen.

As for the second, while it is certain that this discrepancy covers the amount of goods that are passed in by way of false invoices, yet we are glad to think that this custom is not general and that the amount is comparatively small. We are inclined to think that fully two millions of this discrepancy is caused by smuggling, and that the full amount is made up by the goods smuggled and the goods passed in by false invoices. After a careful investigation of the subject this is the only conclusion we can arrive at, and it goes to prove what we have already advanced, that on small and valuable goods the duty should be lowered so as to take away the incentive to smuggle.

If this principle were kept in view and acted upon by the Government, we are satisfied that smuggling would be much more rare than it now is, and that the amount of duty collected would be greater than at present.

ANOTHER WARNING.

In our October number we drew the attention of the trade in general, and the Jewelry trade in particular, to the folly of trusting valuables to the keeping of key-locking safes.

Our remarks at that time were inspired by the fact that only a few days previously, a Toronto jewelry firm had, from this very defect, been robbed of over $3,000 worth of goods, which, up to this time, have not been recovered or even traced. In the article in question we pointed out the weakness of key-locking safes and warned our readers not to put any faith in them, no matter how complicated and safe they may appear to the uninitiated.

We are glad to know that in some quarters our warning was productive of good and that the old key-locking safes were replaced by something more modern and reliable.

We are only sorry that our advice was not followed in all cases where such protection was in use. Had it been, the present article would probably never have been written, and the victims of the "gentlemanly burglar" would still have been in possession of much valuable property.

The robbery in question was that of Messrs. W. C. Fox & Co., jewelers, 129 King Street East, of this city, who, by reason of this very defect of their safes were robbed of over $3,000 worth of goods. As a full account of the robbery will be found in another column, we will simply say here, that the robbery would hardly have been attempted had the goods been protected by first-class safes.

The store had every other protection —lighted gas, private watchman, policemen passing continually, and even a family living overhead, but in spite of all these precautions, the burglars appear to have secured their booty not only without any difficulty, but without leaving

any trace whereby they may be detected, or the goods recovered. It seems that each of the proprietors carried keys of the safe, one to fit each lock, and that their keys were never out of their possession. Moreover, these keys were of such peculiar construction as to make their owners believe that their safes were absolutely burglar-proof.

This probably was the case, and had the burglars been compelled to force the safe open, it is more than probable that they would either never have made the attempt, or else have been detected before they could have completed the job.

The detectives, as usual, have nothing to advance but theories, but their theory seems, at all events, to be a sound one this time, although it will afford but little satisfaction to Messrs. Fox & Co. to know that the robbers probably visited their residence and secured and took wax impressions of their keys while they were asleep. We say that this is the most probable explanation of the remarkable ease with which they executed this robbery, for it was almost precisely in a similar manner that they obtained the keys of Messrs. Welsh & Trowern's safe for the September robbery.

It is quite evident, from this and various other robberies of a similar kind, that key-locking safes, however perfect their locks, are entirely worthless in the face of such an operation as detailed above, and the only safe way of keeping valuables is to secure the safes in which they are stored by combination locks.

Even these, as we have before pointed out, are not absolutely burglar-proof, but they at least do away with more than half the risk. The balance may be minimised by keeping the store well lighted up at night and an honest and vigilant watchman to look after it.

Good safes are now so cheap that any merchant who trusts to the old-fashioned ones on account of the expense is penny wise and pound foolish. The slight additional expense involved in procuring the modern improvements is more than compensated for by the increased protection secured and the peace of mind resulting from the knowledge that everything has been done that can be done to secure safety.

To any of our readers who have not yet discarded their key-locking safes we would say: don't trust to them any longer than it will take you to get a new and modern safe in their place.

The losses we have chronicled should be sufficient warning, and a word to the wise is sufficient.

ARE YOU INSURED?

Probably no subject, in these days of destructive conflagrations, is more important than that of adequate fire insurance, and we are sorry to say that in many cases it receives but a very small portion of the consideration due to its importance. While to the thoroughly trained business man, adequate fire insurance is a necessary adjunct of his business, to the untrained and unthinking, it is an unprofitable expenditure of money that is made more often at the solicitation of the insurance agent, than for any conviction of its practical necessity.

No greater error than this could be practiced by any business man, for facts which can scarcely be contradicted, furnish abundant evidence that fires will occur in spite of the greatest possible precautions to prevent them. This being the case, it becomes the imperative duty of every business man to guard against possible loss from this source by adequate insurance in some responsible company, and the refusal or neglect to provide against such a contingency is not unfrequently attended with serious loss to the creditors, and utter ruin to the merchant whose conduct has made such a thing possible.

Probably every one of us can call to mind instances of merchants who have been reduced from independence to poverty by their failure to comply with this very important business requirement; and the wonder is that with so many warnings before their eyes, there are any merchants to be found blind enough to stand in their own light and thus deliberately run the risk of commerical shipwreck.

We submit that this question of adequate fire insurance is one of the most important that can engage the attention of any business man, either wholesale or retail.

It is not enough to be insured, for a merchant may be that, and still in a position to be ruined by a general burn out. What is wanted, is for each merchant to have an insurance commensurate with the amount of stock he carries, so that in case of a sweeping fire, he will not be crippled, ruined entirely. So necessary has adequate fire insurance become that we find it has become a general custom among many of our largest and wealthiest wholesale merchants to increase their insurance day by day for short date policy during their season of large imports, deeming it too great a risk to allow their ordinary amount of insurance to stand against their increased stock, even though the danger be only for a few days or weeks at the most. If the wealthiest cannot afford to become their own underwriters, by running unnecessary risks, it stands to reason that to the average business man adequate insurance is a matter of vital importance, and should be delayed no longer than it takes to find out the amount of stock and get the policy properly executed.

A very important factor in the question of fire insurance, is the standing and reliability of the company insured in. Many people run away with the mistaken notion that any Insurance Company is good enough, and if they are insured at all they are safe enough. There never was a more absurd idea, and as a rule this class of insurers get into small Mutual Companies, with little capital, less responsibility and no dispotion to pay, and the result is that when loss by fire does occur they are unable to get a single dollar from the company, who will raise any and every possible legal quibble in order to get rid of paying the claim.

Competition in the insurance business is so keen that there is but little difference between the rates of reliable and irresponsible companies, and what little there is, is more than counterbalanced by the additional risk the insurer runs.

As a rule cheap insurance, means unsafe and risky insurance, and is dear at any price.

We cannot better conclude than by giving our readers the advice we gave them nearly three years ago, advice which we sincerely trust will be followed by any who have neglected this very important question.

Always keep your stock and property insured.

See that it is insured in some first class company that has a reputation for honorable dealing.

Read your policy carefully and see that you comply faithfully with its requirements.

If you insure in more than one company see that your policies are made concurrent, and not each company allowed to insure a particular kind or quantity of goods.

There being so very little difference between the rates of strong and weak insurance companies, it will pay you to have the best if it does cost you a trifle more; it is a great advantage to be in a company that is financially strong.

Selected Matter.

ODD TASTE IN JEWELRY.

"Here is something new in the way of ornamentation," a salesman in a large up-town jewelry store said, opening a box and exhibiting a monster beetle four inches in length. About its body was a solid gold band, locked by a tiny gold padlock, to which was attached a costly gold chain, about two inches in length, fastened to a pin. The beetle's back glistened in the light, having been treated to a dress of gold, and as it lumbered along its legs worked in a curious fashion. "It's a shawl pin. You see the pin is used to fasten lace or a shawl, or perhaps worn on the bonnet, the insect crawling around the length of the chain. They are perfectly harmless and not expensive, as they live on hair—that is, they have never been seen to eat. This one was brought here to mount, which is a very fine operation, as the legs and atennæ are all so delicate. After all, there is nothing objectional about them, except the idea of having them crawl over you. They all come from South America and the only lot now in the city is to be taken to France, where the owner will try to introduce the fashion of wearing them. They cost from ten to fifty dollars, depending entirely upon the mounting of the ring. There is nothing cruel about it, as they are bound loosely, and the gold has no effect upon their hard sides."

In Brazil the fashion of wearing beetles is carried to a great extent. A well known resident has a beetle with a collar of gold which meets at the top, and is there ornamented with a diamond of great value. The insect has a cage, surrounded by the plants among which it lives in its native state, and nothing is neglected to make it as comfortable as possible. But the most popular insect used for an ornament in Brazil is a small phosphorescent beetle. These are often worn fastened in the hair, and as the two phosphorescent or life-giving spots are on the sides of the head, the black insect is, of course, invisible when in the raven locks of the fair Brazilians. Twenty or thirty of these beetles will throw out a light sufficient to read by, and when arranged around the head in a circle or grouped over the forehead and held in place, the effect is beautiful.

Several years ago a New York lady gave a masquerade ball at her summer house in Newport. The dancing was on the lawn, and the guests were requested to be there half an hour before dark. The hostess wore the costume of night, and in daylight her black dress, covered with ivy leaves, did not attract special attention, but when she appeared in the gay throng after dark she presented a perfect blaze of light, and was the centre of the admiring and wondering company. Tremulous waves of reddish-yellow flame seemed to move over her entire dress while in a cap on her head gleamed one great fiery star. The cause of this illumination was the phosphorescent light of more than five thousand fire flies. For weeks previous to the ball the designer of the costume had been storing away fire flies, and on the day of the fete they were rapidly put on the dress. As the light-giving spot is on the ventral surface, each one was placed on its back held down by a fine silver wire, so skilfully caught that it could not turn over or escape, and was injured. The star was formed of many beetles.

In Jamaica a large beetle, the Lampyris, is used by ladies. Some of the phosphorescent beetles used by them give out lights that have to be seen to be appreciated, and more than twenty different kinds are used, representing as many different degrees of light, shade, tint, etc. One, the Pygolampis, has a rich orange color, changing to yellow, flickering in intermittent flashes of light; another, called Photuris, is curious for the gradual increase of light it shows; commencing with a faint reddish hue, it rapidly grows in brilliancy, finally blazing like a torch, a rich green light, and then dying away to reappear again. They attract other light-giving beetels, and frequently numbers of lesser lights are seen flitting around them, combining red and yellow lights of the greatest brilliancy. Other uses are made of these beautiful creatures than ornaments. Travelers have fastened them to their feet and carried baskets of wicker to light their way in the dark.

Snakes have been used as ornaments, the small inoffensive green snakes being the most popular, on account of their beauty and harmless nature. They coil around the arm, clinging on with all the tenacity of their golden jewelled imitators that are now so fashionable. Animals or parts of them, though naturally the adjuncts of barbaric splendor, are greatly used in the make-up of fashionable toilets of the present day. Some of the handsomest sleeve buttons and studs are made of polished fish skin—sharks or dog-skin being preferred, as they take a fine polish and closely resemble the fossil coral Favosites, that is also used, and when highly polished the delicate cells that were once the home of the coral polyp are distinctly visible, and as a whole resembles honeycomb.

An expensive costume was a cape made of an extremely rare humming bird. The whole bird was hardly larger than one's thumb and on its breast a single patch of gold was found about an inch in length. The cloak was composed wholly of these patches, and in the sunl ght must have vied with the golden fleece. The birds are valued at $50 each.

A lady in St. Augustine created a sensation by appearing in public with a chameleon resting on her headdress, and held there by a delicate silver chain. The little creature was perfectly tame and made no attempt to escape; but when touched by any other than its owner, its throat puffed up and curious waves of color passed over the whole body, ranging from deep green to dark brown. Small lizards are used in Egypt by some of the native ladies as ornaments, and lie half concealed in the drapery that overhangs the face. The red clawed soldier crabs are sometimes used in Mexico as pins. The crab is disloged from its stolen shell and given a beautiful pearly one, or one that has been plated with gold or silver. Fastened to the lace by a pin and chain, they make unique ornaments.—*Jeweler's Circular.*

ABRAHAM LOUSIS BREQUET.

[A BIOGRAPHICAL SKETCH BY D. N. IN *Allg. Uhrmach Ztg.*]

What a volume of incentive contemplation to the growing watchmaker is connected with the honored name of a man who, among the horologers of Europe up to our time, has been one of the greatest and most skilful masters.

Born in want in the year 1747, in Neuenburg, Switzerland, whither his father, who was a merchant, was forced to fly from France, for the sake of his religion, he showed even in earliest childhood a deep interest in horology, which stood in high repute in his native town. The parents decided to let him learn watchmaking, but the father died when the boy was barely eleven years old, leaving the widow and child in misery.

Misfortune, however, has often been

the incentive to genius; and so it was in this case. The mother, after a lapse of a year, married a watchmaker, who enjoyed universal esteem on account of his moral qualities, and the youth accepted with joy the invitation of his stepfather to become his apprentice. But the monotonous, sedentary pursuit, the regular and strictly inspected work of the workshop was little relished by him, and the actual progress made did not justify the high expectations entertained of him. In fact, he made no progress, and who knows if this great genius might not have disappeared altogether under existing circumstances, if his stepfather had not resolved to leave Neuenburg, and go to Paris. When the change was accomplished, he articled his stepson to a watchmaker in Varsailles, for further information, who was a very eminent master of the art, and who, as soon as he happily recognized the inherent qualities of the boy, began to develop and cultivate them, so much so that even after a short period in his workshop a complete change had taken place in him. Labors which had been once his detestation, became his pleasure, and manipulations, which with all possible endeavor, could not be mastered, were acquired in a short time without exertion. All his capabilities suddenly developed, instigated by the love and confidence which his master ever demonstrated for him, in a most surprising manner.

Within a few months after completing his apprenticeship of three years, he had the misfortune of loosing both his parents and the duty developed on him at so tender an age of providing for his younger sisters and brothers. And how diligently and untiring worked the young man. He bore with pleasure every privation to support them in honor.

Although an excellent workman, he felt himself deficient in astronomy and mathematics, without which he considered it impossible to arrive at a greater perfection in his art. He commenced a still greater degree of frugality and shunned the most trifling expenses for the purchase of pleasure, and this, united to an untiring diligence, soon enabled him to enroll himself in the class of Professor Morin, in the school of Mazaran in Paris.

But the unassuming and knowledge seeking young horologer did not remain hidden to the celebrated professor; he soon singled him out from among his scholars, not alone by the distinguished praise which he paid to the works of the young artisan, but also by the still greater honor of establishing personal relations with him. And nothing more decisively influenced Brequet's future great achievements both as horologer and as a mechanician than this intimate relation which sprung up between the great man of letters and the young watchmaker, who reconized in the study of theory the securest means of elevating himself beyond mediocrity in his calling.

After having worked for a number of years in the different workshops of Paris, he purchased, with his savings and the assistance of his friends, a small house in the vicinity of the hotel de ville, and commenced business on his own account. Although very excellent in his pursuit, he was far from enjoying a European fame.

His celebrity was mainly due to a watchmaker Arnold, in London, who with mere disinterestedness assisted him with all the means at his command. The French Revolution caused the young man to leave France for several years; he went to England, and engaged himself uninterruptedly with watches so extremely valuable for their assistance to mathematical sciences.

When the internal affairs became settled, he returned to Paris, and his endeavors not alone brought him fame, but also, what happened more seldom—wealth. He was appointed horologer of the marine, and finally was accepted as member of the Royal Academy of Science—an honor which is so rarely bestowed. Henceforward, his fame spread. Besides his astronomical clocks, which are diffused in the observatories of all parts of the world, he manufactured artistic clocks and watches, adorned with the most splendid ornaments and cases for the kings and potentates of Europe. A large colection of clocks and watches of all kinds made by him, is preserved in the Tuileries in Paris, and Versailles.

In the workshop, Brequet was solemn and silent, a pattern, in every respect, for his workman, but in social intercourse he was genial and amiable, and was much sought for and respected in all the upper circles of society.

He corresponded with the greatest mathematicians and philosophers of the age; no scientific man of eminence ever left Paris without having paid him a visit.

But the man ever remained single, frugal and unassuming in his surroundings; the small cottage in which he founded his business remained for fifty years his home and workshop. He departed in the full enjoyment of his fame, in the year 1823, highly honored by his colleagues, and deeply mourned by all those whom he had in the most manifold branches of industrial pursuits, assisted both by deed and counsel.

A DIAMOND TESTER.

A correspondent tells of an amusing incident that occurred on a train that was crossing the Rocky Mountains: A traveling peddler undertook in the cars to sell a large "diamond" ring to a miner, who had his pile.

"Hump," said the miner, after critically examining the ring, "they've got common stone up in the diggins where I've been that'll cut that diamond all to pieces!"

"If you'll find a piece of stone that will cut diamond I'll give it to you," replied the peddler.

All right," said the miner, "if I can't cut that diamond with a stone I'll buy it of you."

Thereupon the miner took the ring in his hand and pulled from his vest pocket a small piece of brown-looking stone, similar to a bit of dark free stone, except the grain was very fine, and with this he proceeded coolly to cut and scratch the "diamond" with several ugly-looking gashes. A group of passengers that had gathered about the miner was amazed, but, while they smiled the peddler with his "diamond" withdrew discomfited.

"That little piece of brown stone," explained the miner, "is a piece of corundum that I got in the Rocky Mountains, and its the best diamond tester in the world. It won't scar a genuine diamond but it will everlastingly cut up pieces of glass or quartz."—*Exchange.*

THE SANCY DIAMOND.

The art of diamond-cutting is usually supposed to have been invented by Louis van Berquem, of Bruges, in 1456; but closer enquiry shows that he only introduced important improvements into a method already in use. It is said that there were diamond-polishers at Nuremberg in 1378 ,and the same trade was exercised early in the following century in Paris, where a cross-way called "La Courarie," once inhabited by the work-

men, still exists among the diminishing relics of the past. Nor is it to be supposed that this art was entirely unknown to more ancient nations. In India, from the earliest times, a mode of releasing the crystal from its native husk was employed, which probably differed less in principle than in application from that now used in London and Amsterdam. The gem-engravers of antiquity not only worked extensively with the diamond-point, but in some cases engraved the "indomitable" stone itself In the Duke of Bedford's collection, for instance, is a diamond engraved with the head of Posidonius, and one bearing a portrait of a Roman emperor was to be seen at the Paris Exhibition, 1878. It is questionable that Berquem first introduced the method of cutting diamonds into regular factes, and employed for the purpose the wheel, with the powder of the gem itself, precisely after the modern fashion. In 1475, he made his first experiment of the "perfect cut" on three rough stones sent him by Charles the Bold, who was famed for his magnifience in jewels. all three were worn by the unfortunate Duke of Burgundy, probably with some regard to safety as to splendor, in his disastrous battles with the Swiss, but the talismanic value had gone out of them, so they were lost with the fortune of their owner, and after many singular adventures, found their way each to the treasury of a separate foreign potentate. The most celebrated of these was the "Sancy" diamond, a fine stone of 53½ carats. It was picked up on the field of Nancy by a Swiss soldier, who sold it for a florin to a priest; unsuspiciously redisposed of by him for a scarcely larger sum, and transported by the currents of chance of trade to Portugal, where it figured in 1489, among the crown-jewels of the unlucky Don Antonio. This monarch in difficulties first pledged, and then sold it for 100,000 livres io Harlay de Sancy, a French nobleman, whose descendant, Nicolas de Sancy, was induced to place the gem in pawn for relief of a pressing exigency of the crown in the time of Henri III. For this purpose it was entrusted to a servant to be carried to a jeweler at Metz; but neither servant nor jewel reached their destination, and the conclusion seemed inevitable that the temptation had proved too strong for the man's fidelity. DeSancy alone never wavered in in his reliance on the devotion of his dependent, and maintained that only with his life would he have separated with the precious charge committed to him. And in fact, after some further search had been made, the murdered body of the messenger was found by the roadside. It was opened, and the diamond was discovered in the stomach! Thus, by a last and despairing expedient of fidelity, this nameless hero baffled his foes at the very instant of seccumbing to them, and left to posterity the memory of an action brighter than the gem whose safety it secured. Through some unknown channel the "Sancy" diamond came into the possession of James II. of England shared his exile, and was disposed of by him "for a consideration" to his royal host. The "well-beloved" Loui wore it in the *agrafe* of his hat at his cornation, and it rested qsietly in the treasury at the Tuileries until the troubles of of the Revolution once more set it in circulation it found its way to Spain, was sold by Godoy to Prince Demidoff, and purchased from him by Sir Jamsetjee Jejeebhoy for the sum of 200,000 florins. And here or the present its story ends —*Frasers' Magazine.*

THE LARGEST CLOCK IN THE WORLD

The great and largest clock in the world was contracted for in the year of our Lord 1847, and started running in 1859, and started striking in July of the same year, although the construction was nearly completed in 1854 by the first Mr. Dent, a big name among watch and clock makers at the present day. The architect was Sir Edmund Beckett Dennison, who as a designer in horology, has ably proved himself on the top perch.

The clock in its general design is of that kind known as the platform kind, and its plates measure 16 feet over all; the ends are built into the wall, while the bracing resembles the trussing of our bridges. There are three trains of wheels: the time train in centre; hour strike train on the left; quarter train on the right. The main wheels are 40 inches in diameter, while the cam lifters for hammer tails are 38 in diameter. There is only one cam lifter on main hour wheel, with 10 cams and 3½ inch faces of steel. In this connection the above strength is necessary on account of the weight of the hammer to be raised, (420 lbs.) to strike the great 15-ton bell. The quarter chime hammers are much lighter being in portion to the bells to be struck by them. There are four, and they weigh rom three tons 18 cwt, down to one ton and one cwt. The diameter of hoop wheel is 30 inches, and the flys are in the usual proportion, but as the flys are driven with one pair of wheels to throw them on end and reduce friction, the flys proper resemble a large sized barn door, and the way they make the wind blow is awful. I will now describe the time train. The main wheel is 28 inches diameter, while the barrel is 16 inches, with a capacity for two feet of line. Great wheel has 180 teeth; centre 120; third 120; with pinions of 12, 16 and 9. This brings me down to the escapement, which is the far-famed-one—the gravity. This one is called the three-legged, and is formed of two wheels with three teeth each on same arbor, with space between, and in this space comes the lifting pallets, which are driven by the weight, and as soon as the pendulum swings against the lifted pallet it is released, thus allowing the pallet or arm to propel the pendulum on its opposite passage, where the same action takes place and a corresponding impulse is given. This escapement takes away all imperfection of trains, as the weight of pallet arm alone gives impulse. This clock beats two seconds; length of pendulum 13 064·1000 feet from suspension to line; of oscillation; weight of ball 685 lbs.; length of suspension spring 5 inches, 3 inches wide and 1-60 of an inch thick; glass used in dials, 2¼ tons, and with iron cost £5,334. Going part takes 20 minutes to wind; depth of well for weights 174 feet; clock frame 4 feet seven inches wide; dials 22½ feet diameter; weight of minute hand 2 cwt.; length 14 feet; the pendulum rod is compensating, with an appliance for regulating. The cost of this clock, in addition to dials and hands as above noted, was a little under £3,400, making the clock when finished cost the sum of £8,734. The writer of this will never forget the beautiful sounds of the bells which the clock gives out when striking. The large bell is heard ten miles off, and the small ones four to five. This clock is reported giving an error of only 90 seconds per annum; but the appliance for regulating by making it faster or slower as our city observatory does, debars us from forming an idea what it might be if left alone for one year.— W. A. Hendrie, in the *Watchmaker and Metal-worker.*

BUSINESS CHANGES FOR FEBRUARY.

Daniel Kennedy, jeweler, Springfield, Ont., has sold out; Gordon & Scott, hardware, Wingham, Ont., advertising business for sale; Robert Mitchell, hardware and tins, Chatsworth, Ont., leaving for Manitoba; Robert Sewell, stoves, &c., Toronto, assigned in trust; W. E. Dawson & Co., hardware, Charlottetown, P.E.I., business in future to be carried on by W. E. Dawson under old style; Evans, & Co, hardware, Collingwood, Ont., about dissolving; W. Perret, jeweler, Orangeville, Ont., removed to Manitoba; Rourke & Son, hardware, Charlottetown, P.E.I., dissolved; Allen & Borrowman, hardware, Amherstburg, Ont., have dissolved, Allen continues; J. Johnston, jeweler, Kingston, dead; C. & J. Allen, jewelers, Toronto, opening branch at Winnipeg.

BUSINESS NOTES.

Mr. J. Johnson, the well known jeweler of Kingston, is dead. The business will be carried on by his son in future.

The government have decided to do away with bill stamps in future. A sensible move we think, so probably will most of our readers.

C. & J. Allen the well known jewelry firm of King St., Toronto, have established a branch of their business in Winnipeg, Mr. Joseph Allen being the manager.

The jewelry trade of Toronto will soon be well represented in Winnipeg if things go on at the present rate. Mr. Charles Robinson, of the Sheffield House and Mr. Roberts, of the Rossin House, having taken up stocks for the purpose of opening out business there.

Mr. E. Beeton, a young and energetic watch maker has bought out the trade watch repairing business of the late Mr. Blundell. Mr. Beeton is a thorough mechanic, and we have no hesitation in recommmending him to the trade as perfectly trustworthy in every way.

W. C. Middleton, stationer, etc., of Arnprior, has assigned in trust. Liabilities, $7,600; surplus, $1,600. The cause of his difficulties in having too many irons in the fire—four stores, of which he was the proprietor, more than he could manage with success.

We notice that Messrs. Zimmerman, McNaught & Co., are about in a few days to remove to their new premises, 16 & 18 Wellington Street East, north side. Their new warehouse when finished will be probably one the finest in the city, and the firm and their customers will no doubt profit by the exchange.

We have to acknowledge with thanks the receipt of the *American Artizan*, a paper published in Chicago George Daniels. It is elegantely printed on heavy toned paper, and its reading matter is at once interesting and instructive. It should be taken by every one in the house furnishing trade who wants to know what is going on ontside. We shall be glad to have the *Artizan* on our exchange list.

Robert Sewell, a Yonge Street stove dealer, in this city, has failed for the second time. His first failure was while a partner of Whitehead in 1875 Their liabilities which were compromised at 50 per cent. were then $39,000. After this the firm was dissolved and he continued with apparently poor success, although about a couple of years ago he claimed to have a surplus of $6,000. Now his liabilities are $6,000. Outside creditors need not expect a dividend.

There are so many suspicious reports being circulated at present about the late robbery of Messrs. Fox & Co. of this city, that we think it well that the gentlemen in question should clear them up. It is said that not only did the obbers take all their jewelry and customer's watches, but that they had sufficient knowledge of the trade and business to tear out and destroy the leaves of the watch repairing book kept by the firm. This is very unusual for ordinary burglars to do, for as a rule they are in too much of a hurry to get off to care about such trifles as watch repair records. We understand that the firm are also asking a compromise from their Creditors on account of the robbery. The affair looks suspicious to say the least, and the Creditors should demand and have a satisfactory explanation before they decide to grant this favor Although these suspicions circumstances are gravely talked about, we think that ordinary fair play should prevent any one making any charges out of them until they have something substantial to go upon. The gentlemen in question should have the benefit of the doubt and be held innocent until they are proven guilty.

One of the most extensive and at the same time mysterious robberies that has taken place in the city for years was prepetrated on Sunday night of last week at the store of Messrs. Fox & Co., 129 King St. East, the estimated loss to the proprietors of the store entered and their customers being over $3,000. The proprietors of the place, Mr. Fox and Mr. M. H. Saunders, have not very extensive premises, but had a fine stock. Their store is almost immediately opposite St. James' Cathedral, and over it a family reside. Every night the gas is left burning in the store, and in addition to this a policeman and a night watchman regularly pass the place. On Saturday night both partners left the store as usual. after seeing that the stock of jewelry had been placed in cases in the safe, both doors of which were carefully locked. On Sunday Mr. Fox called at the store and took out with him a dog which had been left on the premises. At half-past nine o'clock, Mr. Saunders visited the store and found everything right. About three o'clock the lady who lives over the store was startled by hearing a dull sound below and thinking there might be thieves about the premises got up and slammed the door to frighten them. She then listened and hearing no further noise fell asleep. In the morning about eight o'clock one of the clerks, James Murphy, arrived at the store and as soon as he had opened the door saw that a robbery had been committed, and a very extensive one too. Watch and jewelry cases were thrown about in the most reckless manner, cheap goods were carelessly scattered about the floor, and the walls were depleted of the stock. Shortly afterwards both members of the firm arrived, and at once engaged in making up an exact list of their losses which are estimated as follows :—

50 silver watches	$750
14 gold watches	560
14 jewelry sets	275
60 gold rings	180
40 gold lockets	200
6 Albert gold chains	40
Cash	300
Customers' watches, chains, rings, etc.,	1,000
Total	$3,305

As said before a paid private watchman and a policeman were continually passing and re-passing the store, the gas was always left lighted at night, a family lived on the flat over the store and the doors and safe were always kept locked. When the clerk arrived he found the front door locked, both doors of the safe ajar and a back door open. As another back door was locked and bolted it is evident the robbers got in from th front which is kept fastened by a slight spring catch. Each of the proprietors has keys for the safe, one to fit each lock, and these they say have never been out of their possession. The instrument they used to assist the keys, and without which the doors could not be opened, was found lying on the floor. The detectives can at present form no idea as to who the thieves are or how the robbery could possibly be accomplished without having keys, as the locks could not be picked and they were not injured in the slightest. Perhaps the robbers may have visited the residence of the firm, and securing their keys got wax impressions of them, after which keys could easily be made.

We received a few days ago from a jeweler out west a trade circular emiuating from the now celebrated (?) house of H. W. Patterson & Co. of Boston, U. S. A., better known to many of our readers as the hero of the late Custom's jewelry seizures in Montreal. In this circular Mr. Patterson characterizes his arrest and the seizure of his goods, as "*my late difficulty with the Custom's authorities*," a modest way to say the least of putting a crime punishable by imprisonment. He also says "that he has had his attention called to many exaggerated and untruthful statements which have been published regarding his late difficulty" and that "several of his competitors are making capital out of those erroneous statements by trying to convince his friends (?) and customers that he will not again appear in Canada for the purpose of selling goods.

Before going further, we would say that we very much doubt that any of Mr. Patterson's competitors ever took the trouble to make capital out of the reports in circulation about Mr. P's "late difficulty with the Custom's authorities," as most of them consider that Mr. Patterson has pretty well "cooked his own goose" without any outside interference.

Mr. Patterson further goes on to say "I feel confident that your own good judgment will show you the falsity of the former statements and the thinness of the latter;" quite a judicious mixture we must say of soft soap and Yankee cheek. This is altogether too thin Mr. Patterson, the idea of your posing before your friends and customers and the jewelry trade of Canada in general as the victim of jealous competitors is too, too thin altogether. No, no Mr. Patterson you are hardly the kind of material they make martyrs of, on the contrary the custom in Canada is to make quite a different kind of example of persons caught breaking the laws of the country.

What is the Purpose of a Watch Case.

Is it an Article of Ornament? Is it a piece of Jewelry? Or is it made to protect the Movement, the most delicate instrument of precision in daily and general use?

While we do not lose sight of the ornamental features the article should possess (to which the elegance of style and finish of our cases does attest), we maintain that it is of PRIME IMPORTANCE to so construct it that it shall absolutely exclude all dust and rust, which, as all Watchmakers well know, are the great enemies of fine timekeeping.

We beg to call attention to the following letter from a member of the profession in Georgia, which is only one of a great many from all parts of the country, highly appreciating the Patent Dust-Proof Cases of our manufacture.

Letter from B. W. BENTLEY Valdosta, Georgia.

"I can say that I sold one of your Patent Dust-Proof Cases about ten months ago, and the other day it came back to me with the request to make it wind easier. On examination I found that the Stem was rusty, and I enquired into the cause of it. The gentleman stated to me that he was starting off some saw logs that had lodged in the bend of the river, and his chain caught in a bush and threw his watch into about 12 feet of water, and he was about two hours finding it. When he got it out it was running, and he thought all right. In about three months he found that the Stem was hard to turn, and sent it to me.

"I can say that the Watch is all that the Company claims for it, and recommend it to all Railroad and Mill men."

Extract from a letter written by C. S. RAYMOND, Clinton, Iowa, April 29, 1881.

"I wish you would send me a spring for the Wm. Ellery Watch. * * * By the way, this Ellery is a watch I sold to a farmer, in your Screw Bezel Case, last Fall. The first of January he lost the watch in the woods, and found it in about one foot of water. It had lain three months and over in snow and water, with but a slight injury to the watch—only a hair spring."

The above, as will be seen, were very severe tests, and demonstrate that, for a reasonable length of time, during which a watch might be under water, it would receive no injury whatever.

We wish to call attention to the fact, that although we do **NOT** *guarantee such cases to be absolutely water tight, many of them are, and nearly all of them can be made so with a little care and attention to details, such as thoroughly cementing the glass, &c.*

As a Perfectly DUST-PROOF Stem-Winding Watch Case we challenge the World to Produce its Equal.

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ROBBINS & APPLETON, General Agents,

NEW YORK. BOSTON. CHICAGO.

We have already taken up more time and space than we had intended in touching upon such a subject, but we cannot conclude without saying that Mr. Patterson need be under no misapprehension that the the Wholesale Jewelers of Canada are in anyway afraid of his competition. If he pays his duties his rivalry is not to be feared, and if he smuggles in his goods as before he will soon find himself in the clutches of the law, so that in either case the trade need not take the shakes over the prospects before them. Mr. Patterson cannot buy his goods any better, if as well as regular Canadian Wholesale Merchants in good credit, and therefore he has no advantage over them in any way. It was only when his goods were brought in by the underground railway that he was able to offer any wonderful inducements. This being the case we would advise the trade to stick to their regular legitimate Canadian Houses who do business upon old fashioned but honest principles, for by so doing they will save themselves the annoyance of Custom House investigations and perhaps the seizure of their goods.

WORKSHOP NOTES.

To clean gilt metal surfaces, dissolve 30 grains borax in 1 kilog water, and gently rub the article witb it; rinse with clean water, and dry with a soft linen rag.

Larger springs, which are exposed to breaking, are best annealed by rubbing them with tallow and letting it burn off over a gentle fire. Springs thus exposed do not break so easily, and are very elastic.

Cold silver wash—The articles intended to be silvered, of brass, copper or iron, are well cleansed. Iron must be dipped for a moment in a very diluted solution of sulphate of copper, and then rinsed; whereby it receives a thin copper, coating to which the silvering adheres. Then prepare the following powder: 3 parts dry chloride of silver are pulverized together with 3 parts of cooking salt, 2 parts prepared chalk, and 6 parts potash, Take a small quantity of this powder, dampen it with a few drops of water, and take some of this paste on cork and rub the clean metallic surface with it, until silvered.

Burnishing a brass wheel.—When the wheel has been riveted upon the pinion, turn a groove around both, lay the wheel upon a flat cork and grind out the strokes and marks with a blue waterstone, take care not to touch either pinion or wheel. Finish by giving it a fine smoothing, again laying the wheel upon a cork, and grind with a three-cornered file and fine water stone and oil. Then clean it carefully with a soft brush and warm soap water, and polish with a well-cleaned burnisher. Before doing this, lay a few thicknesses of silk paper upon the cork and burnish it with short strokes and with easy pressure.

A mechanic who is always in a hurry is incapable of doing good, honest work. The excitable man, who is always "flying around," and whose tools are never at hand when wanted, does not amount to much; he may be busy all day, and apparently—in fact, does work hard, and seems to get over a great deal of ground, but what he does do is neither fine nor substantial. The cool, calm workman, who allows himself neither to be driven nor persuaded to do more than a solid day's work, is the man who leaves his impress on each piece of work he turns out, and years hence it may be found as good and as solid as the day he completed it; but where will be the work that was thrown together at the same date by the man who was always "flying around?" Don't hurry your work too much.

Says a writer in a German periodical for goldsmiths: The art of counterfeiting silver has at present arrived at such a state of perfection that the silversmith, when buying broken pieces, should take great pains to examine each carefully. Especially is this true with regard to the present German silver. The color of this is always somewhat yellowish grey, and never as clear and white as 13 part silver. Its appearance upon the touchstone is a little reddish, playing into a steel grey. The surest proof is the test upon the touchstone, with pure nitric acid. If of German silver, the stroke will evanesce within a few seconds, without leaving a trace, while silver appears like milk-white lime, pure acid must be used. One kind of this acid destroys the proof of the silver, and this might accidentally be deemed a counterfeit.

SCIENCE AND OTHER NOTES.

English steel castings are made by some firms from old files in connection with other material, and are said to be sound and and very strong. It is said that the excess of carbon in the stock is found no disadvantage.

The Life of A Sovereign.—The average life of an English gold sovereign is about 18 years, that is, the coin loses three-quarters of a grain in weight in about that length of time. It then ceases to be legal tender. It is said that of the $100,000,000 of British gold coinage, 40 per cent is worn down below the legal weight.

New inventions in Watchmaking.—A veteran watchmaker at Vouvry, Switzerland, claims to have invented a process by which watches will run for years without winding up. A sealed box containing two watches intrusted to the municipal authorities on the 19th of January, 1879, has just been opened and the watches found going.

The Number of the metals.—According to Professor Ordway, the number of metals now known is seventy-seven. Within five years fourteen new ones were recognized: but none of them "have such novelty of character as to require the remoulding of chemical hand books." The names of many of them simply serve "to burden our memories with symbols of things remote from daily life."

An Irishman once saw a clock which showed the Greenwich and Dublin time, and he saw that the Dublin time was twenty minutes behind that of Greenwich. He asked how that was, and it was explained to him that Dublin being to the west of the first meridian, must have its time later than that of Greenwich. "Then be the powers!" says Pat, "there is another injustice to ould Ireland."

The New York Court of Appeals has decided that a watch is not jewelry. It is not carried or used as a jewel or ornament, but as a timepiece or chronometer, an article of ordinary wear by most travelers of every class, and of daily and hourly use by all. It is useful and neccessary to the guest in his room as out of it, in the night as the day-time. It is carried for use and convenience, and not for ornament.

The difference in time between New York and London is a curious feature in ocean telegraphy. The London banker is in the full swell of traffic when the New York agent is first thinking of "getting up." At noon the London markets are cabled to this city, where they arrive at seven o'clock in the morning of the same day. The London agent of the New York press telegraphs the most important news issued in the London *Times* at six o' clock in the morning. It is received at one o'clock in the morning, just in time to be inserted in the New York journals, whose readers have the same matter that the Londoner digests with his breakfast.

A reporter of the Fort Wayne (Ind.) *Gazette* who is an amateur electrician, tried an experiment the other day in telephoning which was of a novel character. Proceeding to the top of the building, he disconnected a wire, and holding the severed ends one in each hand, allowed the current to pass directly through him, he completing the circuit. The parties at the telephones talked through him without the slightest difficulty, and the reporter experienced no inconvenience from the current. Conceding the success of the experiment, it is not easy to see what practical use can be made of it, as there are very few reporters who would be pleased with an assignment to the tops of buildings as telephone conductors, at least until the *Gazette* man has so far perfected his discovery that the reporter can understand what is going through him. Such a man would be invaluable for any newspaper, and might pick up a good deal of intresting news, not attainable in any other way.

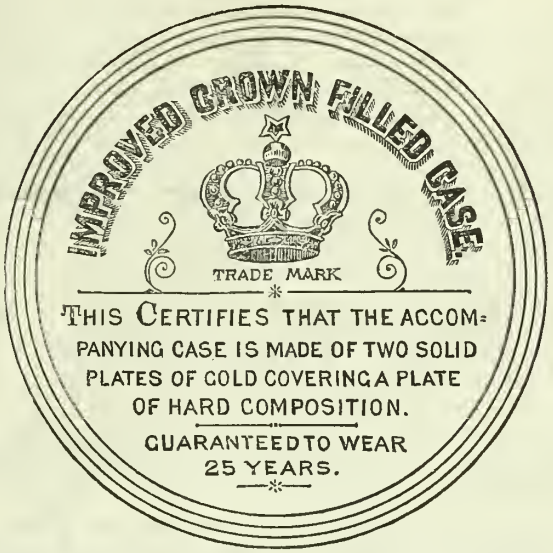
In no trade has machinery more thoroughly displaced hand-labour than furniture-making. One would think that the limit of human ingenuity in this direction has been reached. But an English inventor has made another step possible by contriving a process for inlaying by machinery. A veneer of light-coloured wood is glued over dark, or *vice versa*. On top of this is placed a thin zinc plate, in which is perforated the design to be inlaid. The whole is now steamed and made to pass between two powerful cast-iron rollers. The zinc is by this means crushed into the veneer and the latter into the solid wood beneath. The zinc sheet peels away ready, and all that has to be done is to plane the surface and polish. The work done by this process is singularly perfect, the joints being finer than any that could possibly be made by hand. Henceforth inlaid work in whatever design will be within the reach of short purses.

From data received at the Mint Bureau, the director, in his annual report just issued, estimated the production of the United States during the last fiscal year to have been, of gold, $36,500,000 and of silver, at its coining value, $42,100,000,—total of $78,600,000, The inquiries heretofore in regard to the annual consumption of gold and silver in the arts and manufactures have been continued, and with gratfying results. Manufactures of jewelry and other articles and materials of gold and silver reported a consumption of over $10,000,000 in gold and nearly $3,500,000

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The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

This important Trade Organ, now in its seventh year of publication is in the hands of every British Watchmaker, Jeweller and Silversmith, and is therefore a most valuable medium for manufacturers requiring publicity in Great Britain.

Our list of permanent contributors includes such names as: J. U. Poole, Richard Whittaker, Henry Ganney, Moritz Grassmann, J. Herrmann, E. J. Watherston, W. H. Singer, an ample guarantee for the sterling value of the journal. Subscription 5s. per annum.

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in silver. Of the gold used, $2,300,000 was reported as United States coin melted. The Assay Office at New York delivered to the manufacturers during the year $5,700,000 of gold in bars, and $5,100,000 in silver. Taken together they appear to indicate a consumption of at least $11,000,000 in gold and $6,000,000 in silver, which would probably have been confirmed had all manufactures that were addressed promptly responded.

Said to be Three Centuries Old.—Mr. G. W. Stimpson, of Old Mackinac, brought into our office, recently, a relic that is a curious combination of wrought silver consisting of five pieces—two seals lone watch key, one ring, and a clasp that at one time must have enclosed a watch-guard. One of the seals was in comparatively good shape, and showed the original design very plainly, and in quite plain figures the date 1563 appeared to the naked eye, or 318 years ago. On the ring which connects the different pieces together, is the device of a dagger and the letter "M," thus indicating that it might at one time possibly have been possessed by Father Marquette who founded the first mission at Old Mackinac, over two hundred years ago. It was found by a gentleman looking for relics inside the old fort grounds there, and from him it was purchased by F. J. Stimpson. Our jewelers think that it is of French make. If it was not once owned by Father Marquette, doubtless it must have belonged to some of the early French settlers. Still, it might have been buried by some of the inhabitants of the fort before the massacre of 1763. Quite a number of intresting relics of bygone ages have been found there recently, including a silver bracelet, now in possession of J. D. McDonald, a large silver cross by Mrs. G. W. Stimpson, and about nine yards of beads by one of Mr. Stimpson's younger sons, and several finger-rings and other curious trinkets.—*Cheboygan (Mich.) Tribune.*

A valuable plastic material has been introduced in Germany for ornamental and other purposes. Five parts of sifted whiting are mixed with a solution of one part of glue, and, on these two being well worked up into a paste, a proportionate quanity of Venetian turpentine is added, in order to prevent brittleness; a small amount of linseed oil is also put with the mixture to obviate its clinging to the hands, and the mass may be colored by kneading in any color that may be desired. The substance thus formed may be pressed into shapes and used for the production of bas-reliefs and other figures, and may be likewise worked by hand into models—the hands to be rubbed with linseed oil, and the mass to be kept warm during the process. On becoming cool and dry, which takes place in a few hours, it is as hard as stone.

The coral fishing industry is one of the points at issue between France and Italy with regard to the ownership of Tunis. The Italians have monopolized this branch of commerce owing to the Imperial Convention of 1862, which reduced the tax (annual) for Italian coral fishers from 800 to 400 francs. The larger sum is, however, exacted from French fishers, who obtained the right by treaty of the same date. The first Tunisian coral fishers were, we are told, natives of Marsailles, who, as early as 1604, formed a company to work coral. Cutting and polishing manufactories have existed in Marsailles before 1807, for at that date as many as seventeen were found, and many hundred hands were employed in them. Coral has, however, of late years, lost favor in France. In Russia the fashion, however, of wearing it has increased, also in the Levant and elsewhere, the Italians supplying these markets, and it is this monopoly that the Algerians and Marseillais wish to break up.

In China an artistic painter gets little more wages than a carpenter, and the best of the fine decorators of porcelain, China, etc., are satisfied if they lay by enough during their lives to buy a coffin. Gold and silversmiths do a little better. The average pay of the skilled laborer is probably $3 a week for a master, $1.50 for a workman, and 50 cents for young people and females. The master lives generally at his workshop, having $20 to $30 worth of household goods. He pays $72 a year for food, $36 for rent and sundries, $12 for clothing, and is rich with $36 left. On the farm everybody must work, the children beginning at six years. From two and a half acres of and a well-to-do farmer will make $500 a year clear. The farm laborer gets 10 to 15 cents a day besides his food, estimated at 10 cents a day about $2 a year will clothe him, and he does well if he saves $4 a year.

On the 3rd of October, at the Paris Electrical Exhibition, a gentleman was leaning over a balustrade to examine an extremely interesting machine of M. Christofle, when his gold chain made a connection between two conducting wires which happened to be exposed. His chain became red hot and set fire to his waistcoat. To-day I had some conversation with a gentleman who was nearly killed the other day by a Brush dynamo-electric machine. Part of the conducting wire was not insulated, and was lying on the floor; he touched the stand of a lamp which formed part of the conducting system; his body then formed a connection through the ground to the naked wire, and contracted his muscles so as to cause his hand to clinch the lamp. Ten lamps were in circuit at the time, and so much current was passed through him that eight of them were extinguished. He was powerless to unclasp his hand. Every muscle in his body was paralyzed. His face was distorted; his lungs were so acted upon that he could scarcely breathe. He could only utter a faint unnatural cry. The workman in the place fled from the workshop, believing that some explosion was about to happen. A friend came up and tried to unlock his hand. This broke the circuit and his hands were released, while burning sparks flew to his hands in the action of breaking of the circuit. He was insensible, but has since then greatly recovered, and has devised an improvement to the lamp that will prevent a recurrence of such an accident.

In Sheffield, England, on the 3d inst., the spectacle was shown to visitors, of rolling a huge steel-faced plate for a government war steamer now building. The process, known as the Ellias patent, was satisfactorily completed in a quarter of an hour. The weight of the plate was 30 tons 16 cwt., and the length 10 feet 4¼ inches; breadth, 8 feet 9 inches; and thickness, 19 inches. Afterwards the visitors witnessed the flanging of marine boiler ends by hydraulic pressure in one operation A patent recently granted in Vienna and Berlin uses bands of steel, which is tempered and hardened, to transmit motion from one pulley to the other, the faces of the pulleys being turned perfectly flat and then faced with a varnish of rosin, shellac and asphalt.

THE WATCHMAKER
And Metal Worker

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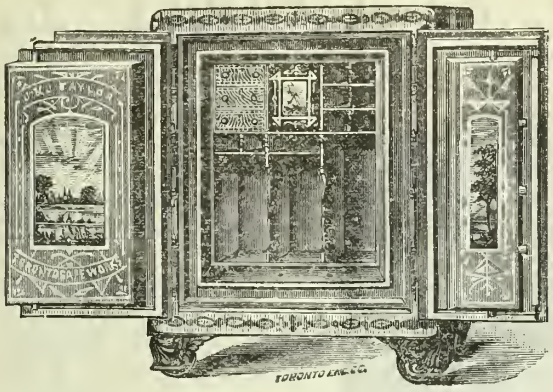
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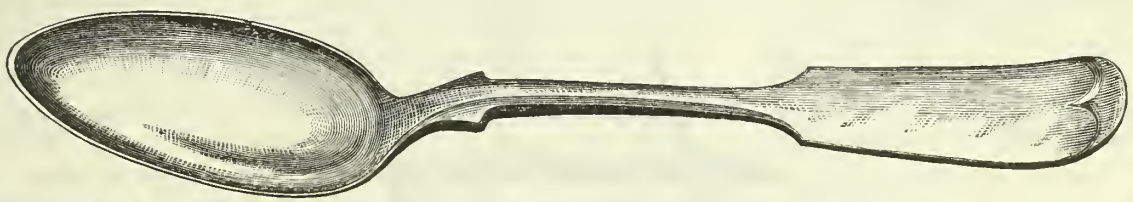
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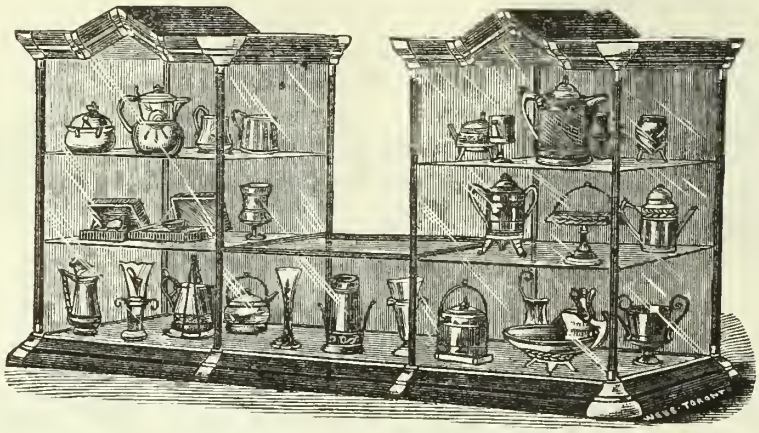
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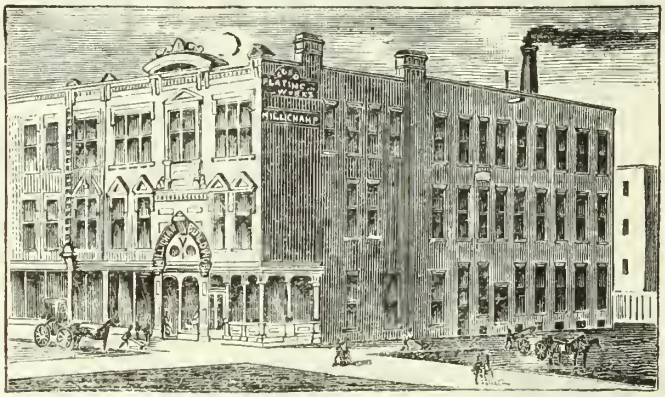
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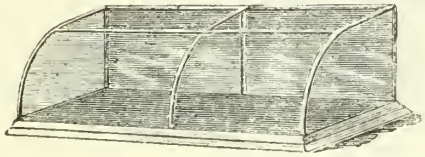
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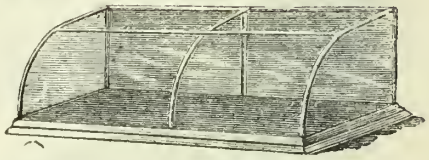
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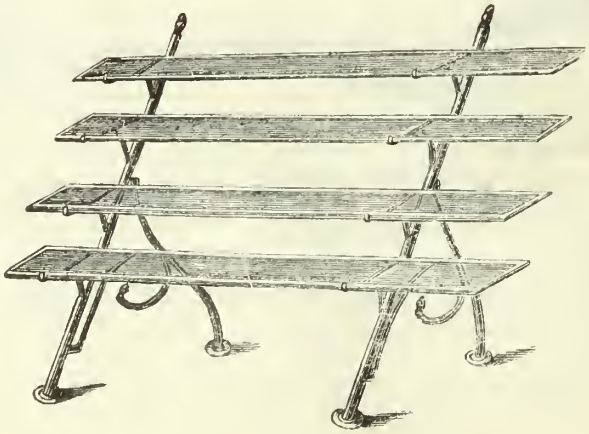
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Editorial.

EXTRADITION.

We have several times pointed out the great advantage it would be for Canada to have an extradition treaty with the United States, comprehensive enough to embrace every offence punishable by imprisonment, excepting of course political offences. It seems however that Canada being only a Colony cannot of her own will, make such a treaty, and that it is problematical whether such an arrangement would be ratified by the home Government. We think most of our readers will agree with us in saying that the sooner we give the British Government a chance to confirm or disannul such a treaty the better for us. Situated as Canada and the United States are, with nearly three thousand miles of an imaginary division only between them, it is the easiest thing in the world for a criminal in our country to skip out into the other and thus evade the just punishment of the laws of his own country. As the very case with which they can thus evade arrest, in many cases forms an incentive of the strongest kind to persons whose moral nature is not sufficiently strong to keep them from breaking the law, it follows as a matter of course that if this legal "country of refuge" were to refuse to harbor them they would think twice before committing themselves.

In the present state of affairs Canada has very much the worst of the bargain, we give the United States the criminal offscourings of four millions of people, while we receive in return the criminal refuges of forty millions. In other words, if the proportion of crime keeps pace with the population, we receive *ten* criminals from the United States for every *one* we send them.

Mr. Blake put the case in a nutshell when he said, in speaking of the extradition laws that exist between Canada and other countries, that if the proposals made by Canada to the mother country in regard to extradition were not to be agreed to, Parliament might proceed legislatively in order that if we are unable to obtain from other countries the rascals that fly from us to them, we may at least return to other countries the rascals that fly from them to us. There is no reason in the world why Canada should harbour fugitives from justice other than political offenders. If the Act passed by the Canadian Parliament in regard to the extradition of criminals be prevented from going into force by the Imperial authorities it will be quite in order for the Canadian Parliament to enact that every fugitive offender shall be delivered up when a warrant is presented for his arrest, under the seal of the governor of the State from which he fled. In local matters of this kind there can be no good ground for England refusing to allow Acts of the Canadian Parliament to go into effect. The list of offences for which persons may be extradited should be made as large as possible. It might well embrace all offences for which the law provides penalties by imprisonment, and offenders should be just as liable to arrest on one side of the imaginary boundary line as on the other. If the extradition treaty between Canada and the United States is not to be allowed to go into force by the Imperial authorities, we can at least get rid of half the evil by delivering up fugitive offenders who take refuge within our borders, whether we get our own criminals back or not.

JEWELRY TARIFF CHANGES.

We have had occasion several times of late to express our views upon the absurdity of the high rate of duty at present levied upon the fine gold jewelry imported into this country, and we only recur to the subject again in order to show the absurdity of the late changes in the tariff made by the Finance Minister, and the undoubted necessity for a genuine reform in the way of collecting duties from this branch of our imports.

To anyone at all conversant with the jewelry trade it is apparent that the practice of smuggling is very materially increased since a higher rate of duty has been levied, for the simple reason that smuggling pays better than it formerly did. We believe we are safe in saying that more than twice as many goods are smuggled into Canada to-day as was smuggled a few years ago when the duty was only fifteen per cent. This fact is well known by every manufacturer and wholesale dealer in the country, from the simple reason that they meet the competition of these contraband goods at every turn, and this competition is the most formidable one they have to encounter. If this duty could be collected we would be the last to cry out against it, for we are quite willing to see our manufacturers get the full benefit of this protection to its utmost extent, being fully convinced from experience that internal competition will keep the prices down to a proper figure. But this duty, as everybody knows, is not always collected, and thus while its abnormally high rate is a direct incentive to the smuggler, it acts as a clog to the honest wholesale importer, without materially benefitting the manufacturer.

We have before enunciated the principle that goods such as jewelry and watches, which are valuable and small of bulk, should be taxed as lightly as possible, and that any loss of revenue from this source should be made up by an increased rate upon the more bulky and less valuable goods, which are so difficult to smuggle, as to put all importers on an equality as regards their lay down cost. We have all along contended that if this principle were put into practice by the Government, the revenue would suffer but little, if any depletion, while the manufacturer and honest importer would be very much benefitted, the former by having a certain though small amount of protection; the latter by being placed on an equality with the smugglers who seem for the past few years to have been the especial pets of our Government, so tenderly have their interests been catered for.

The present Government cannot plead ignorance of the wishes of the bulk of the Canadian trade as regards this matter of a reduced rate on jewelry. They have had the matter brought to their attention in almost every conceivable shape during the past two years, and for that length of time they have been giving it their usual "serious consideration."

No doubt the matter has weighed

seriously on the Finance Minister's heart, and has more than once engaged the attention of the Cabinet, and had the benefit of its united wisdom. The result of all this thought, inquiry and deliberation has at length been given to the world, and the mountain, after a protracted and painful labour, has at length brought forth its mouse. In other words, the Minister of Finance has, in his recent masterly and convincing speech, made public the decision of the Government upon the desirability of a change of tariff upon articles of jewelry imported into this country. The changes are neither so radical nor sweeping as to occupy much space, and may be briefly summarized as follows: "Duty on clock springs reduced from 35 to ten per cent.," only this, and nothing more. Well, absurd as it is, we, like dutiful children, must accept it with a thankful spirit; it is at least the thin end of the "reduction policy" wedge, and we do not for a moment suppose that it will rest there. But, thankful as we are for small mercies, we cannot help inquiring, how on earth the Government came to the conclusion that the panacea for all the present ills of the jewelry trade lay in the reduction of the duty on clock springs. We are aware that the duty on clock springs is perhaps a very important consideration to the only clock factory we can boast of, but we cannot for the life of us see why the Government in their wisdom should have stopped at clock springs. Why did they not include watch springs, which are as much raw material to every watchmaker in the country as the clock springs are to the factory above mentioned. Clock springs are never smuggled that we know of, whether they come in as part of a finished clock, or separately as material they paid the same duty of thirty-five per cent., and this being the case, we cannot see how the clock factory was at any disadvantage regarding this part of their imports. A more absurd bungle in the way of tariff reform we never heard of, and the only wonder is that the Minister of Finance had the courage to present this orphaned bantling to the trade without some suitable companion to bear it company. Perhaps the powers that be thought that if they reduced the duty on watch and clock springs at the same time, the shock might prove fatal to the trade, therefore it was deemed wise to give them tariff reform in homeopathic doses.

But joking aside, we think we can safely say that while none of the trade will quarrel with the reduction of duty on this single article, it will not satisfy their just demands for *real reduction*, and, as we have before pointed out, the present duty is not only no protection, but a positive detriment to honest trade by placing a premium upon dishonesty in the shape of smuggling. Houses which are loyal enough to their consciences and the Government of the country, to pay the duty demanded by law, are placed at a serious disadvantage when forced to compete against unscrupulous dealers who, having no fear of the consequences, refuse to "render unto Cæsar the things which are Cæsar's," and import their goods by way of the "underground railroad." The Government cannot plead ignorance of this competition, damaging alike to morality and trade, for the recent developments—such as the Patterson and other seizures—must have convinced them that this dishonest practice was no myth but a stern reality. We have all along stated that while we believe in protection, if it can be carried out, we are opposed to so called protection where it not only cannot be enforced but becomes from its very nature an incentive for the perpetration of the crime it was intended to prevent. The present Government and all former Governments, have recognized the principle we are contending for in the case of diamonds and other precious stones unset. These are admitted free of duty for the simple reason that they are so valuable and they are so small in bulk that it would be impossible to collect the duty were it to be levied. This being recognized in the case of the unset gem, why cannot the Government see that the same principle should govern the importation of the same gem if set with a solid gold mounting. True its value and bulk are slightly increased, but not so much so as to make it materially harder to smuggle, and thus give one kind of importer an undue and decided advantage over another in the struggle for trade.

We have not the slightest doubt but that time will show that this proposed change of tariff is an absolute necessity, and we very much mistake the temper of the trade if they are not found helping to put in men who will give them justice in this respect, if the present incumbents of office do not. As far as the encouragement of trade is concerned, the policy of the present Government has worked favorably, and they deserve well of their country for it, but it is far from being perfect, and they, themselves, will probably 'ere long not only acknowledge but remedy the defect we have endeavored to point out.

RAILWAY MONOPOLY.

With the exception of the boom in Manitoba, perhaps nothing is attracting more attention at present than the question of Railway monopoly. Hitherto Canadians have known about railway monopoly only as an historical fact, but of its selfish, grasping tendencies they have had no personal experience. This state of Acadian simplicity, however, seems destined to have a sudden termination, and if we can read the signs of the times correctly, our people will, unless they offer a very determined resistance, be subjected to a railway monopoly more grinding than has ever preyed upon the commerce of the country to the south of us. It is not very comforting to the people of Canada to know that after having spent millions of dollars in subsidizing independent railways for the purpose of creating competition, they should find their money worse than squandered because the rival routes were being acquired or controlled by some gigantic monopoly. But such seems to be the case, and almost every week brings news of some new development in this scheme of commercial piracy. The Bill now before Parliament to create a Railway Commission which shall have power to regulate freight rates and do such other things as may be necessary to protect the public against the insatiable greed of these corporations is a good one, and no time should be lost in giving it effect. Such a body, if properly selected and organized, could do the country infinite service, and aid very materially in developing its commercial capabilities. The first duty of such a Commission should be to do away with the unjust discriminating freight rates that have so long disgraced the management of such lines as our "Grand Trunk," and substituting therefor a regular equalized rate, based upon the cost per mile for carrying such freight. Thus every town would enjoy the advantage of its geographical position, and would not, as in some cases they are now compelled to do, pay a double rate in order that other places less favorably situated may reap the ad-

vantage. The Commission should not only put a stop to this unjust practice of discrimination, but should compel railroads to base the freight rates upon the cost of transportation, and not as at present upon what it will bear.

The present rate charged for passenger traffic should also be reorganized and a maximum rate of two cents per mile for first-class passengers substituted for the present three cent arrangement. As we have several times before pointed out, the present passenger rate is a most exorbitant one, and its reduction is a necessity of the near future, and we are strongly of the opinion that not only the public but the railways themselves will be benefitted by the change.

Public opinion is now beginning to be aroused upon this subject, and it is only a question of time when the principles underlying the creation of a Railway Commission will be carried into effect.

In England where such a body has been practically tried, it has been found to work so satisfactorily that the people seem to favor larger powers being granted the Commission than they formerly possessed. The abuses they were called on to reform (so like what we are at present laboring under) were so great that last year a Parliamentary Commission was appointed to investigate the complaints against the Railway Companies.

From the report of the committee, summarized by the London *Times*, which we give below, it will be readily seen that railway monopolists are the same all the world over, and that it is only by a determined effort on the part of the public that their rights will be respected by these powerful corporations. The summary of the report is as follows:—

1. That railway companies charge the public higher rates for the carriage of goods upon their railways than they are authorized to charge.

2. That the classification of goods in railway Acts is misleading and ridiculous, and that as a consequence traders are, as a fact, improperly charged when you compare one trade with another; and that they have the greatest difficulty in discovering in any case whether they are properly charged or not.

3. That certain places and districts are preferred in the matter of rates, or "nursed" by railway companies to the prejudice of other places or districts not so favored.

4. That the rates charged by railway companies for goods to be exported from, or which have been imported into this country are lower than the rates for similar goods passing over the same railways from and to home markets, and that the home producer is seriously prejudiced by this action on the part of railway companies.

5. That railway companies do not give traders and towns the advantage of their geographical position, but by lowering the rates for persons and places less favorably situated relatively to the market they introduce a competition which, but for such low rates, would not exist.

6. That railway companies do not regulate their charges by a consideration of the cost of carriage of the goods, but by considerations of what the traffic "will bear," and that, consequently, they charge one trader high rates, that they may charge another low, and so carry the trade of the latter at the expense of the former.

7. That the means of remedying these and other grievances is not efficient. The traders dare not seek legal remedies against railway companies, and that, consequently it would be expedient to give Associations of Traders and Chambers of Commerce a *locus standi* before the Railway Commissioners.

THE REMEDIES

for these grievances the Commissioners cannot settle upon without further consideration and further testimony. But they have arrived at the following definite conclusion in their report:— They consider it necessary permanently to maintain some special tribunal to which shall be referred questions arising as to the rights and duties of railway companies in their relations to trade and traffic; and security shall be taken that the proceedure of such tribunal shall be simple, cheap and expeditious. This tribunal shall have jurisdiction to enforce the provision of the special Acts of the several railway companies, and should be empowered to give redress in anycase of alleged illegal charges. A *locus standi* before it should be given to Chambers of Commerce and Agriculture, and similar associations of traders and agriculturists. A revised classification of goods and merchandise ought to be adopted by the railway companies as between themselves and the public, such as under the name of the Clearing House Classification, is already in use as between themselves. Railway companies should be bound to make no increase in any rate or rates without giving at least one month's public notice in the locality. This is about all. The permanent special tribunal seems to incorporate the American idea of State Boards, though much larger powers are conferred upon them. It is needless to dwell upon the probable working of such a measure, however, seeing that as yet it is a simple recommendation from a parliamentary body which seems to be, if not helplessly floundering in deep water, at least sorely puzzled to know just how to find its way out.

Selected Matter.

THE COMPENSATION PENDULUM.

The compensation pendulum is to the astronomical clock exactly what the compensation balance is to the chronometer, and whatever facilitates the narrowing of the margin borders the central line of absolute accuracy, reduces the space demanded by final adjustment. It may never become possible to produce, by mechanical means, either a balance or a pendulum absolutely correct, and requiring no further adjustment. There are means of closely approximating to that condition, and these I propose to impart.

In the first place, the conditions of the manufacture of Graham's mercurial pendulum, the adopted both of the art and of the astronomer, require careful consideration. The rod and the stirrup should, after all mechanical work is completed, be annealed down to the simplest softness, and all subsequent bending avoided, as well as any large amount of friction for the sake of polish; and no part of the stirrup should be left on a train, but should fit without shake, but still without bind. Here we arrive at the point where the closest approximation to the proportion nearest mechanically achievable—perfect compensation for temperature. The ordinary glass jar and mercury, being the simplest, is amongst, if not absolutely, the best; and the result of a great number of experiments has proved that a glass jar of exactly two inches internal diameter, containing eleven pounds eight ounces (avoirdupois) of mercury, will be so near to absolute compensation as seldom to require any correction when tested in heat and cold. The mercury should be carefully relieved from all admixture of atmospheric air, and this is by no means an easy task. In addition to the careful removing of any visible air-bubbles, time and the application of heat should be given, in order to facilitate the decomposition of such remaining portions of air as cling with great tenacity to mercury that has been recently shaken. For this purpose a piece of bladder neatly tied over the top of the jar will enable the maker to aid this decomposition by keeping the jar for a week or so in a temperature of (say) from a hundred to a hundred and five, and the jar should not be put into the stirrup until the manipu-

lations of the clock and its pendulum suspension are completed.

During the evening of the pendulum the addition or subtraction of mercury from the jar should be effected by a dipping tube. The most convenient form of this latter tool is a piece of glass tube, half an inch in diameter, drawn out at one end for a couple of inches to a nose about two inches long, and about a quarter of an inch in diameter. The top end of the dipper should also be drawn out a little, and the end of the drawn out part rounded where the orifice is about one-tenth of an inch in diameter. The plane in which the pendulum swings should be east and west, and the suspension should always be of such a form as will enable the pendulum by its own weight bringing the suspension of itself from all restraint of friction.

The fulfilment of the foregoing conditions will give in all cases good practi cal results.—*English Horological Journal.*

AMBIGUOUS ORDERS.

You can do a great service to your subscribers by occasionally calling attention to the subject of this communication. One of the vexatious things connected with our business is the annoyance caused by want of definiteness in giving orders for goods and materials, occasioned in part by deficiency of standard guages, and by not giving measurements by such guages as are in use, and often for lack of consideration. Particularly does this happen when the persons ordering are not familiar with the technic of the business. Many have taken up the occupation of watchmaker and jeweler without having been "brought up to it," consequently they have only a general knowledge of it and cannot know the technical name for everything pertaining to it. Such persons are liable to order from a material dealer "a little spindle that the tick wheel plays onto," and he might receive in answer to such an order either a cylinder, verge, or duplex balance staff. An order for "two dozen mainsprings, assorted," is definite enough, but yet has a vagueness that is puzzling to the dealer; for two dozen would only contain about one of each width, with no assortment for strength. How, then, can we fill such an uncertain order? Only by guessing at the wishes of the customer by what is known of him and his business.

Orders ambiguous and absurd are of daily occurrence, such as "a few glass to fit open-faced nickel watches," "hands for an American stem-winder," "a dozen hole jewels, assorted;" "send a hair-spring for a very small cylinder watch," "a mainspring for an old-fashioned verge watch," "a dozen glass to fit a five-ounce case," "a winding wheel for an Elgin watch." These and kindred absurd orders are made doubly annoying by the fact that the jobber is expected to know exactly what the customer wishes, and if the order is filled by an article he does not wish, the blame is attributed, not to ambiguity in the order, but to the stupidity of the seller, and an angry answer is often returned with the undesired article, and possibly a transfer of patronage to a rival establishment.

The thoroughly educated mechanic will probably ask why such ignorant pretenders are permitted to call themselves watchmakers, and why they are allowed in the ranks of legitimate tradesmen who have spent years in learning their art. We don't know; we only know there are thousands of naturally good, honest, ingenious men who are groping about in the dark, trying to follow a path in life that would have been all sunshine and success if they could have been started on it properly in the beginning—who, even in the dim light in which they labor, do more honest, honorable work than some others who, with the advantages of tools and competent instruction, make their trade and its mysteries a cloak to cover all sorts of petty cheats and swindles. How to give encouragement and instruction to the former class, and to suppress and eliminate the latter, are as yet two unsolved problems. That both are felt to be important questions for solution is obvious from the fact that so many are suggesting remedies, getting up organizations, societies and unions for protection of the good and suppression of the bad craftsmen. The outcome of these endeavors is veiled in the hereafter. Possibly the earnest search for the right path out of this labyrynth may ultimately succeed.

Ignorance is not the cause of all ambiguous orders. One of our best workmen lately sent in for a ten-leaf pinion of a particular size by the wire guage. It was sent, and returned with the message that he wanted a cannon pinion; that came back with an order for a ten-leaf hollow centre pinion, which was really the one required. This was simply carelessness. Another sent a written order for a P. S. B. hole jewel for balance wheel. The workman himself returned the jewel, and petulantly asked why we did not send what he ordered. We said the order had been filled as well as its obscurity would allow. He replied there was no obscurity about the order. The explanation that there was an *upper* and *lower* hole silenced him but did nor please him; he selected a cock hole, but how were we to know *which* he wished.—*R. C. in the Jewelers' Journal.*

JOHN HARRISON.

THE FATHER OF ALL CHRONOMETER MAKERS.

The following account of John Harrison and his works was recently published in an English paper:

John Harrison was born at Foulby, near Pontefract, Yorkshire, in the year 1693, his father, Henry Harrison, being a carpenter at that place, who was married in the month of July, 1692, at the parish church of Wragby, to Elizabeth Barber, of the same parish, where their eldest son John was baptized, it is said, on March 31st, in the following year. The father was in the habit of repairing clocks, and as much of the mechanism of the larger clocks was, in those days, frequently made of wood, the carpenter was very often called upon to repair them. It is said that during an attack of small-pox, from which young Harrison suffered at the age of six years, a clock on his pillow was the only thing that would keep him quiet. In the year 1700 his parents removed to Barrow, in Lincolnshire. Here he attracted the attention of a clergyman, who lent him a MS. copy of the lectures of Nicholas Saunderson, the blind Lucasian professor of mathematics at Cambridge, which he copied with all its diagrams. His early devotion to mechanical pursuits led him to give his attention to the improvement of clocks, and in 1726 he had constructed two, chiefly of wood, in which he applied the escapement and compound, or, as it is called, gridiron pendulum, of his own invention. In 1713 an Act of Parliament, 12 Anne, cap. 15, was passed, the preamble of which recites as follows: "Whereas, it is well known by all that are acquainted with the art of navigation, that nothing is so much wanted and desired at sea as the discovery of the longitude for the safety and quickness of voyage, the preservation of ships, and the lives of men; and where.

as, in the judgment of able mathematicians and navigators, several methods have already been discovered, true in theory, though very difficult in practice, some of which, there is reason to expect, may be capable of improvement, some already discovered may be proposed to the public, and others may be invented hereafter; and whereas, such a discovery would be of particular advantage to the trade of Great Britain, and very much to the honor of this kingdom." A commission was appointed under the Act, upon which a large number of officers of state and men distinguished as mathematicians, mechanics and navigators were appointed, and a reward of £20,000 was offered to any one who could discover a method whereby the longitude at sea could, within certain stated limits of exactness, be ascertained. He came to London in 1728 with drawings of an instrument for the purpose, hoping to get assistance from the commission for its construction, but the Astronomer Royal referred him to the then great watchmaker, George Graham, a member of the company, who advised him to make his machine first and then apply to the commission. He returned home to do so, and in 1735 again came to London with his first timepiece, which was examined by several members of the Royal Society (Halley, Graham, and others) who certified its excellence to the Board of Longitude; and in 1736 Harrison was sent with it on a voyage to Lisbon and back to test its performance. In this voyage he is said to have corrected the reckoning nearly a degree and a half. In 1737 the commissioners presented him £500, and encouraged him to proceed in his improvements.

In 1739 he produced a second instrument, and in 1749 a third, which erred only three or four seconds in a week. For this he obtained the annual gold medal of the Royal Society. Some time afterwards practising improvements upon watches, he was induced to make a fourth machine in the form of a pocket watch, about six inches in diameter, which he finished in 1759. Trial of its accuracy was made during two voyages, when his son William went in charge of it, one to Jamaica and the other to Barbadoes, in 1764, in H. M. S. Tartar, Captain Sir James Lindsay. In both voyages it corrected the longitude within the nearest limits required by the Act of Queen Anne, and entitled him to the reward of £20,000, one moiety of which he received in 1765, and the remainder, not without some official delays, at a subsequent period. In later years he made a fifth instrument, which, on a ten weeks' trial at the King's private observatory at Richmond, was found, it is said, to have erred only four and a half seconds. As will be seen by his works in the company's library mentioned below, he had a musical ear, and made experiments on sound with a curious monochord of his own invention, from which he constructed a new musical scale or mechanical division of the octave, according to the proportion which the radius and diameter of a circle have respectively to the circumference. He died at his house in Red Lion square, in his 84th year.

TRICKS OF JEWELRY THIEVES.

SOME CUNNING DEVICES — LOSS AND RECOVERY OF DIAMONDS—WORKINGS OF THE PROTECTIVE UNION — A GALVANIC THIEF CATCHER.

(*From the N. Y. Evening Post, Dec. 29.*)

Dealers in jewelry are particularly exposed to losses through thieves and swindlers, as their goods, more than those of any other tradesmen or manufacturers, contain great marketable value in a small compass, and therefore afford especial temptations to the dishonest. This season of the year is the jewelry-thieves harvest-time, as the shops which they visit are largely stocked with goods, which are frequently on the counters, and the number of customers in search of holiday goods distract the attention of the proprietors and salesmen. Even the wholesale dealers, who hang out placards marked "No goods sold at retail," do a quiet little retail business during the holiday period, when their acquaintances come around under the impression that they can get goods cheaper from them than from the retailers—which, by the way, is usually a mistaken impression, except in the case of persons who are thoroughly on the "inside" of the trade. The wholesaler is bound to protect the retailer, and wishes to make a good profit himself. Besides, this practice gives the wholesale dealers a good opportunity to dispose of old stock which has gone the rounds of the trade "on memorandum" (that is, sent out on approval), and which would otherwise go into the melting pot.

The thieves, both male and female, who are frequently of very good appearance, hang about the jewelers' stores until they see some respectable looking person enter, and then go in with them. They usually say that some friend advised them to come to that store to look at a particular line of goods, and they commonly ask for some standard article. Then, if they can get some young and inexperienced clerk to wait upon them — and they always try to get served by a salesman of that kind—the chances are that they will carry away with them a great deal more in value than they buy. Sometimes they buy nothing, but usually they make some small purchase, so as to cover their game more effectually.

The "umbrella trick" was a very successful device of the thieves a few years ago, but it is now pretty well known to the trade, and is therefore but little practiced at present. Before its secret was detected, a well-dressed thief would enter a store with an umbrella in his hand, closed, but not rolled up. He was usually accompanied by one or two confederates. Seating themselves by the counter, they would ask to be shown a variety of certain goods, and in passing the articles from one to another, the principal would deterously drop one now and then within the loose folds of the umbrella. When a number of chains, rings, or bracelets had thus been stowed away, the man with the now valuable umbrella would suddenly remember an engagement, and bid goodbye to his companions, who would cover his retreat by buying some trifling ornament.

Some time ago a clever rogue was successful in robbing several diamond merchants, in this city, of costly gems, having equipped himself by smearing a little wax on the end of his nose and providing a number of handkerchiefs in his pockets. He was further prepared by wearing spectacles and appeared to be very nearsighted. When a package of small unset diamonds was shown to him, at his request, he would take it to the window, and hold it very close to his face. Simultaneously he would bring the end of his nose against a diamond, and make use of a handkerchief to conceal and remove the stone which had adhered to the wax. By affecting to have a bad cold, and always using a different handkerchief, he was able to abstract a number of stones from the same package. His last operation of this sort had an unsuccessful ending through his mistake in taking out a handkerchief which he had used already. A

diamond fell from it and rolled upon the floor. Hoping that this was unnoticed, but not daring to remain, he hastily excused himself and went to the door, but found it securely fastened. One of the firm of diamond dealers, by pressing an electric button under his table, had shot a bolt at the entrance, and when the thief turned round a revolver was pointed at his head. He was obliged to submit to a search, and a number of diamonds were found in the handkerchiefs distributed through his clothing. His arrest followed, and he was sent to state prison.

After this a man with a cane executed a theft very neatly in a New York diamond house. Pointing over the counter with his cane at an open package of unmounted stones, and asking to be shown a certain one, he lightly touched a gem with the end of a stick, which had been dipped in a glutinous cement. A diamond worth $600 adhered to the tip, and the thief got away undetected. Some time afterward he was caught while attempting the same trick in Philadelphia, and was identified by his New York victim.

Recently one of the "box-men," or drummers, who travel for small jewelry factories in Providence or Attleboro, called at a well-known jobbing house here, and was so gratified at his warm reception by one of the firm, who happened to be in a particularly good humor, that he set his box down on the floor and entered into conversation without immediately proceeding to business. When he turned to take up his box it was missing, and he has never seen it since. Undoubtedly a thief had walked into the place "on speculation," and seeing the unguarded box had quietly walked out with it. Its contents were worth several hundred dollars, although most of the articles were of only six to ten karat gold.

Sometimes the thieves adopt still bolder methods. Within the past fortnight a man entered a jewelry store in Maiden Lane, and after looking at a number of gold watch-chains, suddenly snatched three of them and dashed out of the door. A hue-and-cry was instantly raised, and and a number of persons began running. The thief ran into a "pal" on the sidewalk, and knocked him down, transferring the chains in the scuffle. When seized and accused of the robbery he indignantly denied the charge and demanded to be searched. He said that he had merely run in pursuit of the real offender. As he had got rid of the stolen articles, and as no one could positively identify him, he was released. His confederate, of course, had lost no time in disappearing.

Fastening the door of a jewlry store on the outside by means of a cord, and then smashing the show window, forms a method of robbery so extremely bold and dangerous that it is rarely attempted at present, although some years ago it was not very uncommon. Some of our readers may remember the ingenious effort once made to rob a Broadway jeweler's window which projected over the sidewalk. At night a thief cut a hole in the bottom of the window, and neatly plugged it up again. The next day he had a well trained boy crawl under the window, and, by means of a long wire with a hook on the end, pull down through the hole a number of gold chains, etc. The trick was defeated by the investigations of a salesman, after he had been astonished to see chains and bracelets creeping about in the window as if endowed with life.

A few seasons ago a certain down-town jeweler determined to turn the tables and cheat the thieves. He got together a lot of old rubbish which had been designed to look like gold, and had the chains, etc, newly dipped and polished. The articles were such goods as the alleged rolled plate Roman gold bracelet which are not rolled at all, but simply German silver dipped in plating solution. When visited at that holiday time by customers whom his experienced eye recognized as probable thieves, he would lay before them a quantity of this special stock, tell them to make their selection, and carelessly turn his back. The trap was successful, and quantities of the trash carried away before the end of the holidays. One thief was so disgusted that he wrote a letter to the jeweler, telling him that if his goods were a fair sample of those in the neighborhood, the shopkeepers were worse thieves than any in the "profession."

The practice already mentioned of letting jobbers have goods from manufacturers "on memorandum" is one that gives excellent facilities to swindlers at this time of year, when all the firms are too busy to make careful investigations, if things appear right on the surface. Very recently, it will be remembered, an innocent-looking, rosy-cheeked young man obtained considerable quantities of valuable goods from several prominent houses in this city by presenting memorandums with the letter-heads of well known jobbers. His operations were finally checked simply by the fact that in one case the goods were not ready for delivery when he called, and were afterwards sent to the firm believed to have ordered them. The suprise of the latter led to an explation, and this to a revelation in the newspapers which stopped the swindler's career. The rogue was not caught, however, and it is believed before his methods were exposed he had obtained jewelry to the amount of several thousand dollars. On this last point his victims have been very reticent

Sometimes the thieves who visit jewelry stores rob a customer instead of the proprietor. About two years ago a banker in Wall street gave to his wife a large sum of money, some $4,000 or $5.000, for the purchase of a set of diamonds. He took her to a jeweler's, introduced her, and then hurried away to attend to some business. The lady placed her pocketbook containing the money inside her muff, and laid the latter on the counter while she examined an assortment of gems. Meanwhile a very well dressed young man took a seat by the counter near her, and looked at some rings, finally purchasing one for about thirty dollars, and leaving the place. When the lady looked for her pocketbook she was overwhelmed by the discovery that her muff was empty. The young man was doubtless a professional thief, who had entered the store to "take chances," and was probably as much suprised as gratified when he ascertained the amount of his "haul."

Persons who are in the habit of handling valuable goods are apt, in time to grow careless in regard to them, and therefore diamonds are often lost through gross negligence, as well as by thieves. A few years ago a broker in gems lost a fine pair of diamonds, valued at $3,000, while on his way to a customer in Wall street. They were advertised, a few days afterward a lawyer reported that he had found the jewels in the possession of his office boy, who had picked them up in the street, and, ignorant of their value, had been using them as jack-stones. The recent case in John street will be generally remembered, where a little Italian bootblack picked up a package of twenty-one small diamonds, valued at $2,000, and sold them to a jeweler for a dollar. The purchaser immediately advertised them, and for days was visited by all sorts of "frauds," who pretended that they had lost diamonds, and made desperate guesses when asked to describe the stones and



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their wrappings. The diamonds were in fact folded up in a paper packet, such as is always used for the purpose by dealers, on the outside of which was a complete memorandum of its contents. This proved to the custodian of the gems that they had been lost by some one in the trade, and the owner finally appeared and identified them. The boot-black was then sought out and suitably rewarded.

Some years since, a diamond dealer here picked up an unset stone worth about $800, with a pair of steel nippers and as he turned it about to examine it closely. he happened to press the nippers in such a way that the gem flew out. And the search was made, but the diamond had vanished as completely as if it had changed into air. For weeks afterward the search was resumed at intervals : all the sweepings of the store were preserved and not even a scrap of paper was thrown away. Finally, the last hope of ever finding the stone was abandoned, and its value set down to "profit and loss." The next winter, when the diamond dealer was about to put on a heavy overcoat which he had worn the previous season, he noticed a little rip near the velvet collar. As he was about to hand it to his wife, and ask her to take a stitch in it, he chanced to feel a small, hard substance in the skirt of the coat, between the cloth and the lining. A little ripping was done and the long-lost diamond was revealed. At the time the stone flew into the defective seam the coat was hanging up on the wall of the store.

BUSINESS CHANGES FOR MARCH.

W. R. Roberts, fancy goods, Toronto, giving up business ; E. Burrell, axe mfr, Belleville, dead ; T. L. McNeece, hardware, Tottenham, selling out and going to Manitoba ; K. C. Marshall, jeweler, London, seized for rent ; J. D. Gunn, hardware, Springfield, business for sale; Chalmers & Carney, Emerson, Man., business for sale ; H. Hodges, crockery, Winnipeg, Man., sold out to J. A. Moore ; Jno. Dade hardware, Beeton, style now Dade & Kemp ; D. R. Dingwall, jewelry, Port Hope, business for sale.

BUSINESS NOTES.

Mr. Wm. Perret, jeweler, of Orangeville, has located himself in Winnipeg, and writes us to say that he expects to open his new store in a few days. Mr Perret is well known in Ontario as one of the most skilful workmen that ever came to this country, and we have no doubt that his skill will be fully appreciated and recompensed in his new field of labor. We wish him success in his new venture.

Mr. Chas. Robinson, of the "Sheffield House," of this city, has returned from Winnipeg, Man. He reports the jewelry business there as being overdone, and advises those who have a good paying business in any of the older provinces to stick to it in preference to going to the North-West.

The Unkindest Cut of All.—About a month ago we noticed the fact that Mr. S. P. Kleiser had a person arrested for an alleged attempt to steal some unset diamonds. The Police Magistrate dismissed the case for want of sufficient evidence, and now the alleged thief threatens to enter an action against Mr. Kleiser for false arrest. This is unkind to say the least.

Change of Firm Name.—Our readers will notice a change in the firm name of Messrs. Zimmerman, McNaught & Co., the name of Mr. Lowe being substituted instead of the "Co." as heretofore. As Mr. Lowe has been a member of the firm for the past five years, the change is merely in name, the partners being as before, John Zimmerman, William K. McNaught and W. G. H. Lowe.

We have just been handed one of Messrs. P. W. Ellis & Co.'s new catalogues of tools, materials, &c., and without any flattery, must pronounce it the best thing of its kind ever published in Canada. This catalogue embraces almost every article known to the watch repairing business, and may be safely taken by the retail trade as a reliable guide for the purchase of goods of this kind. Wherever possible the articles are illustrated by first-class wood cuts, a feature which not only improves the appearance of the book, but renders it much more valuable to the dealer. Taking it altogether, it is highly creditable alike to Canadian enterprise and workmanship, and we trust that the firm issuing it will by largely increased orders be amply repaid for the heavy outlay involved in its publication.

Very grave reports regarding the moral character of Mr. A. Brownley, jeweler, of Ailsa Craig, Ont., are being freely circulated by the papers. The charge is mainly that he attempted to seduce Miss Howie, a niece who resided with him. This charge Mr. Brownley emphatically denies, declaring it to be a case of blackmailing, while Miss Howie insists on sticking to the truth of her statements. So far, things wear a very ugly appearance for Brownley. and we only trust that he can satisfactorily controvert the charges brought against him, as we would be sorry to think that a person who for many years had borne such an honorable reputation as Mr. Brownley, should be guilty of an action so dastardly.

New Electro-Plated Ware Factory.—The first annual meeting of the Toronto Silver Plate Co., was held at the Rossin House on Saturday afternoon last, Mr. W. K. McNaught, of Toronto, in the chair. After the by-laws of the Company had been discussed and carried, the following officers were elected : President, J. A. Watts, Toronto ; Vice-President, J. Robertson, Hamilton ; Secretary, J. A. Lash, Toronto ; Directors, Messrs. Drake, Montreal ; Murray, Loudon, and Partridge, Hamilton. The Company's new brick factory, at the corner of King and Portland Streets, is fast reaching completion, and will be one of the most complete of its kind on this continent. It is built of red brick and has a frontage of 100 feet on King Street and a depth of about 200 feet. Mr. Watts, the Manager, expects to have it in full running order in about three months.

Enterprise.—We are glad to notice the removal of Messrs. Zimmerman, McNaught & Lowe to their new and enlarged warehouse, on Wellington Street East. These premises they have fitted up in the latest and most improved style, and now possess one of the finest wholesale jewelry establishments in Canada. The jewelry vault, which is lined with steel, and guarded by one of J. & J. Taylor's most approved steel burglar proof doors, is a curiosity in itself, and well worthy the inspection of jewelers who desire to put their stock in such a position that they can sleep soundly at nights. The accountant's and private offices are fitted up in first-class style, and the firm have ordered a telephone from the "Bell Telephone Co.," which will not only largely facilitate their own business, but prove a very great convenience to their customers. The heat is at present supplied by a hot air furnace, but arrangements have been completed whereby the premises will in future be heated by steam, it being considered much healthier and less injurious to the silverware and other stock. The firm are now fairly settled down, and will be pleased to have their friends and customers call and inspect their new premises. Such enterprise is highly commendable, and we wish this well-known firm a long and prosperous career in their present quarters.

WORKSHOP NOTES.

The silver, which is held in a dissolved state in the decanted liquid disselved by adding by degrees small quantities of muriatic acid, which will precipitate the silver as chloride; allow to settle after each adding, and continue to repeat until no more clouding be observed. Decant the fluid carefully from the precipitated chloride of silver, wash three or four times with warm water, dry and melt with carbonate of soda, which will realize chemically pure silver.

To strip the gold from old fire-gilt watch-plates. Remove all steel parts and cover the plates with paste of two parts of sulphur to one of salmmoniac in vinegar, anneal in charcoal-fire and plunge into water acidulated wfth sulphuric acid, and leave therein for several hours, and, before removing. brush with a fine and soft scratch-brush, when the gold will become lossened in the shape of fine scales, the water is then filtered, and the gold which will remain ou the filtre, washed dried, and melted with finely powdered borax and saltpetre.

To recover the gold from old silver-gilt lace. First of all, extract all silk or cotton not directly interwoven with the metallic threads, and burn the lace in order to destroy all remaining silk and organic matter, wash and clean well of all ashes, press the silver threads into as small a compass as possible, dry and dissofve in pure nitric acid (free from muriatic, which is tested by dropping a small piece of nitrate of silver into and no clouding will be produced), diluted again with an equal quantity of distelled or boiled rain-water, let stand undisturbed for several hours, in order to allow the gold, which will remain undissolved in minute particles, to settle, decant the liquid carefully from the sediment and wash the same for three or four times with warm distilled water,

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adding the washings to the decanted solution; dry and melt the sediment with a small addition of equal parts of finely powdered borax and saltpeter, which will produce a button of fine gold.

Advantageous method to strip the silver from old silver-plated articles. Take a cast iron vessel and pour into strong sulphuric acid, add about one-eighth part of powdered saltpeter and bring to a boiling heat, dip into this acid a bucket made of sheet iron perforated at the side and bottom, therein place the articles to be stripped and keep moving about up and down until the coating of the silver has dissolved, lift the bucket out and let drip into the acid and rinse in cold water, remove the stripped articles and treat another lot in the same way. The dissolving of the silver will take but a few minutes in the beginning, will work slower after the acid has taken up a quantity of silver, and will cease to act when saturated with it The solution has the property of dissolving silver only, and barely affecting the inferior metals of which the articles to be stripped are constructed. The silver is reduced by pouring the solution whilst hot into a leaden vessel and immersing therein clean copperplates, when the silver will flock in a metallic state on to the plates, which are removed and washed in clean water, and the immersion repeated until no more silver becomes deposited on the copperplates; the solution is finally tried for silver by dropping into it a small quantity of saturated saltwater, which will produce clouding or precipitation if silver be retained in the acid solution; or the whole of the silver may be reduced by precipitation of salt solution; which should be added by degrees until no more precipitate is formed. The acid is then carefully decanted, the precipitate washed with clean water to remove all the acid dried and melted with carbonate of soda.—H. Bush.

To effect the best possible results in timing an ordinary watch to various positions, it is absolutely neccessary to strictly observe the condition of the pivots of the cylinder or staff in lever, etc, escapements, and the jewel-holes in which the pivots run. The pivots ought in all cases not be unnecessary long, be made conical at the shoulder and elongating, perfectly cylindrical for about one and a half the length of the jewel-hole, in order to rest freely on the cap jewel. When the watch is in a horizontal position, the point of the pivot should be quite flat, with merely the sharp edge removed and well polished; a pivot so constructed will work easy in all positions, and be least exposed to bending or breaking. The hole in the jewel should always be of the same length as the width of it, which is the proper size to equalize the fraction of the pivot, whether the watch be in vertical, horizontal, or slanted position. If the hole is found to be larger than the diameter, the length can easily be reduced with the aid of a diamond drill, the end of which to be of a round instead of a sharp pointed shape, or too large a hole may be reduced in a few seconds, the bars of the polished steel effectes in the hollow of the jewel is quite immaterial to the action of the pivot, as long as it is kept clean. Last of all, the balance should be carefully poised, and the balance spring be kept quite flat and free.—*From Albdrt Johann's Lehrbuch der Uhrmaceerkunst.*

SCIENCE AND OTHER NOTES.

In France a pearl costing sixteen dollars is now imitated for fifty cents or a dollar, and so successfully as to be sold at the price of the genuine article to any one not a veritable expert, and even the latter class are often puzzled. The artificial pearl, however, is simply a glass bead or globe which is first coated on the inside with a glue made of parchment, then treated with a peculiar so-called "essence," after which it is filled with wax. The essence is the chief pearly ingredient, and is obtained by rubbing together white fish, so as to remove the scales; the whole is then strained through linen and left to deposit its sediment, which is the essence in question. It requires about 17,000 fish to produce a pound of the pearly essence.

Sheffield Exports to America.—The exports from Sheffield to the United States during November last show a great increase upon the value of the goods sent from that town to the United States in November, 1880, as may be ascertained from the appended figures:—

	Steel	Cutlery	Total Exports
November, 1880	£30,418	£23,068	£65,299
November, 1881	34,667	20,387	98,849.

The steel exports are more by 2,649*l.*; but the cutlery exports show a decrease of 2,680*l.* The total exports for the month, however, show the large increase of 33,550*l.*

In the time of Alfred the Great the Persians imported into Europe a machine which presented the first rudiments of a striking clock. It was brought as a present to Charlemagne from Abdallah King of Persia, by two monks of Jerusalem, in the year 800. Among other presents, says Eginhart, was a horloge of brass, wonderfully constructed by some mechanical artifice, in which the course of the twelve hours *ad clepsydram vertebatur*, with as many little brazen balls, which, at the close of each hour, dropped down on a sort of bells underneath, and sounded the end of the hour. There were also twelve figures of horsemen, who, when the twelve hours were completed issued out at twelve windows which till then stood open, and returning again, shut the windows after them. It is to be remembered that Eginhart was an eye-witness of what is here described, and that he was an abbot, a skillful architect, and very learned in the sciences.

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The undersigned, who has been in the Jewelry trade in Chatham for 29 years, is desirous of Selling out. Stock about eight thousand dollars. A good opening for a Watchmaker to succeed to an established and paying business.

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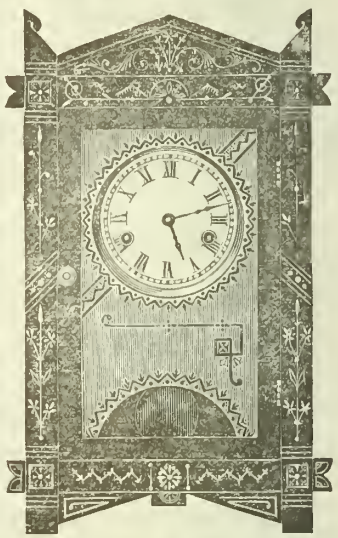
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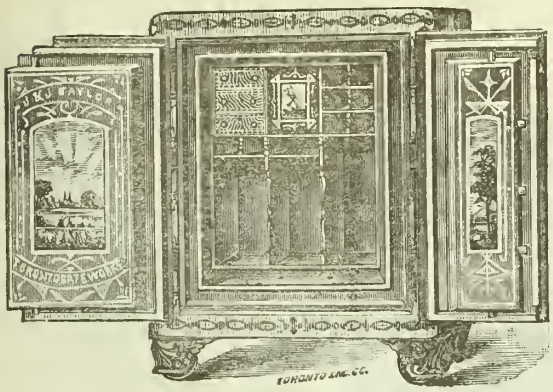
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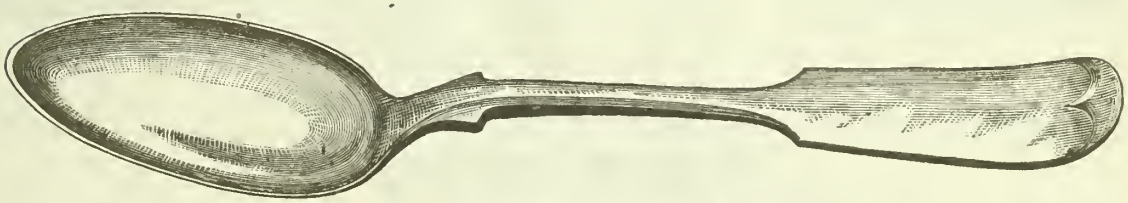
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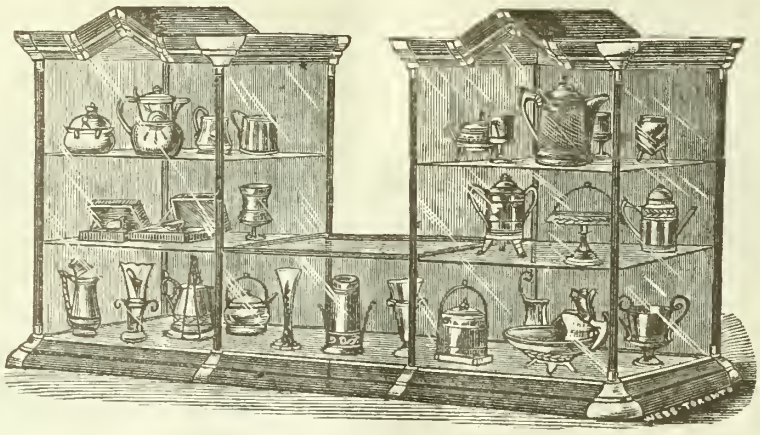
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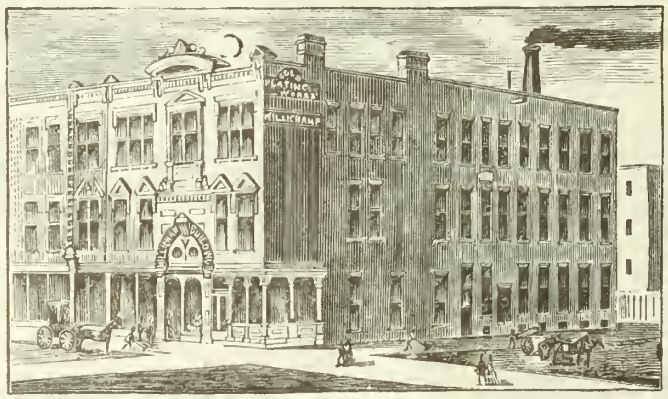
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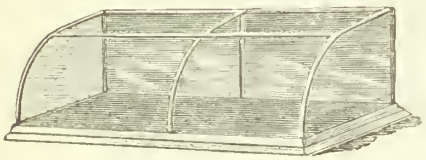
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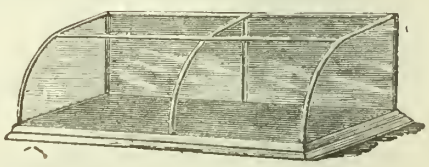
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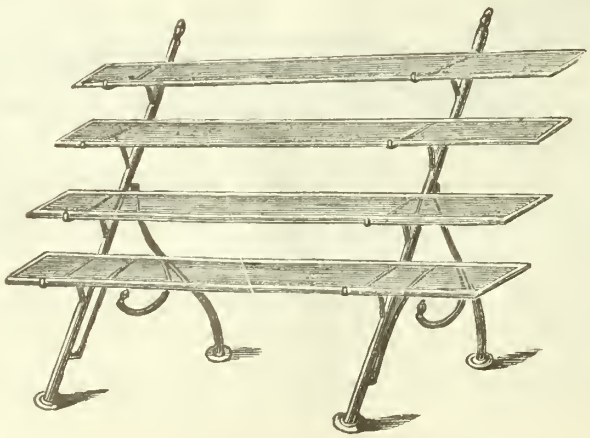
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TORONTO, ONTARIO, MAY, 1882.

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Editorial.

SHARE ALIKE.

In view of the want of an Insolvent Act, the bill introduced by Mr. Beaty, M.P. for West Toronto, providing for the ratable distribution of an insolvent's assets is both timely and well considered.

As things stand at present, an insolvent is practically able to elect which of his creditors he will indemnify against loss, by giving him preferential security and making the others "pay the piper." If he is honest enough to refuse to be a party to any such disreputable transactions, his estate is practically at the mercy of the first creditor who likes to sue him and get judgment. In any case it is the first come that is first served, and the creditors who have their accounts closed by note are in the delightful position of having to stand quietly by and see their more fortunate competitors walk off with their rightful share of the estate. This is not justice, and the sooner this condition of things is changed the better it will be for both debtor and creditor alike.

Every wholesale merchant will agree with the proposition that when a dealer fails, his estate should be divided *pro rata* amongst his creditors, but while conceding the truth of this principle, few if any of them are generous enough to carry it out practically, especially those who have the start of their competitors in any bankrupt estate.

The man however who will laugh at you when asked to give up his security and rank as an ordinary creditor in such a case, sees things in a very different light when some one else has the start of him and he is out in the cold. Then it is that he is prone to mourn man's inhumanity to man and to wish that the Insolvent Act, bad as it was, was in force again. Mr. Beaty's idea is to force merchants to do, what most of them admit they ought to do in all cases of insolvency, that is, to divide the assets of the insolvent in proportion to the amount of the claims. The bill does not provide for the discharge of Insolvents or anything of that kind, its object is simply as stated above, and for this reason it should receive the support and encouragement of every thinking merchant.

If we are not to have a practical Insolvent Act it is patent to everybody at all acquainted with the present state of trade that some such protective measure as this is a necessity. Every day instances of the most glaring description come to light in which insolvents legally ignore the rights of their creditors and place their assets where they will get the most benefit from them.

One of the most glaring instances of the injustice of the present system, or rather want of system, is that of G. Morrison, a well-known retail dry goods merchant of this city. Mr. Morrison appears lately to have discovered that he was in insolvent circumstances, his liabilities amounting to about $60,000, and his assets to less than $40,000. His principal creditor is the firm of Stewart & McDonald, of Glasgow. To this firm and their representative in Canada, Morrison is said to owe nearly $48,000. Outside of that he is indebted to Toronto and Montreal houses to the amount of some fourteen or fifteen thousand dollars. Before these other creditors were aware of anything out of the ordinary course of business having occurred, it turns out that the principal creditors, Messrs. Stewart & McDonald, have judgments and executions in the Sheriff's hands for the full amount of their claim. These executions will, of course, exhaust all Mr. Morrison's means, and the other creditors have no prospect of recovering one cent, unless they succeed in setting these executions aside, which in the present state of the law, it is very unlikely they will be able to do. All the other creditors profess a willingness to have Mr. Morrison's assets rateably distributed, but there is no means by which they can have this done.

This case of Mr. Morrison's is no exceptional one, but a fair sample of what is transpiring every day in our midst.

Fortunately the country is prosperous, and the number of failures is proportionately small to what it formerly was, but if the samples are any criterion, they indicate that a mercantile reign of terror would set in upon us should the next era of depression find us without a Bankrupt Act. On the principle that "half a loaf is better than no bread" our merchants should use their utmost endeavors to help Mr. Beaty's law through parliament and have it placed upon the statute book as speedily as possible. Its effect would at least be salutary, by putting all unsecured creditors on a level, and taking away from the insolvent the greatest incentive he has at present to commit a dishonest action.

CAPITAL V. LABOR.

The struggle between Capital and Labor at present going on in many parts of this country is but another example of how easily the unthinking masses can be led away by demagogues to their own detriment. This question between Capital and Labor is no new one; for hundreds of years it has periodically come to the surface, only to be settled as the exegencies of the period demanded. If the working men fully realized that in striving to carry out their designs they are combating one of the first principles of mercantile economy, we think that they would look more carefully before they leaped into all the losses and discomforts attendant upon a "strike."

Labor is the working man's capital or merchandise, and like any other merchant he has the unquestionable right of selling it to the best possible advantage, and to receive as much as he can therefor. But he must remember that like all other articles of merchandise the price depends almost entirely upon the demand and supply. If the demand is great and the supply small the price paid will be high, if the demand be small and the supply in excess of the requirement, then of necessity the wages will be lower. In other words when work is plentiful and laborers scarce the competition is between the employers or capitalist, and labor is enhanced, but when the contrary is the case, the competition is necessarily between the workman and as a natural consequence the value is depreciated.

This law of supply and demand is a natural law, and trades' unions might as

well ask the sun to consent to rise in the west and set in the east as to expect that they can by any combination effect any radical change in its workings.

It is true that in some cases such combinations temporarily effect their purpose, and for a time it seems as if they had triumphed, but with the pressure of hard times comes a scarcity of work and a consequent lowering of wages back to the former low water mark. This constant change of value in labor is as certain as the ebb and flow of the ocean sides, and as we have said before, any attempt to permanently change the effect of this natural law would be attended with failure in either case.

There is nothing antagonistic between capital and labor, if their duties and rights were properly understood. They are naturally dependent the one upon the other, and unless they walk hand in hand neither of them can expect to be properly remunerated.

The striking workmen declare that they are bound to refrain from work until they can get the price they ask for it; this is all right enough as long as they do not interfere with those who are willing to work and take the rate that is offering. The strikers, while desirous of getting the highest price for what they have to sell, very illogically refuse to allow the "Bosses" to purchase the labor they require in the lowest market they can find. Here is the weak point of these strikes, and here it is that they fail in effecting any permanent good.

We think that the employers of Toronto have done a wise thing in "taking the bull by the horns" and declaring that they will only treat with their employees individually and not as a body. The weakest point of these Unions is that they demand that their members shall all be paid the same wages, good, bad and indifferent, it makes no matter, the pay must be alike.

If the Unions would grade their members according to their ability as workmen, the evil would be more than half remedied, but this they refuse to do, and as a consequence the first-class workmen that can almost at any time and under any circumstances command the very highest rate of wages going, are compelled to drag their less skillful but more demonstrative companions up the steep incline of necessity.

There are many other points of this subject upon which we could touch did space permit, but we will only close with the hope that ere long the workmen of this country will see that capital is neither necessarily oppressive nor antagonistic to labor, but that the rights of each being properly understood and enforced, the result will be a more skillful and higher paid class of mechanics and a better feeling between the employer and employed.

THE JEWELRY TRADE AND THE N. P.

It is perfectly wonderful how differently trade questions appear when viewed through political spectacles. From a Conservative standpoint the fiscal policy of the present Government is all that could be desired to make the country prosperous and happy, while the Reform view of the same question seems to be that it is a most unjustifiable interference with the liberties of the people, and that on account of its oppressive tendencies the country is going headlong to the dogs.

Both of these views are no doubt highly colored, according to the sources from which they eminate, and every candid person must admit, that while both are correct in some particulars, both are also wrong in others, and that the correct estimate probably lies midway between the two extremes.

The extreme diversity of the views upon this subject reminds us very much of a landscape we once viewed in a Scottish museum, which by means of different colored panes of glass, set side by side, the observer was enabled to view in every transition of nature —spring, summer, autumn and winter. Although the illusion was perfect the scenery was always the same; it was only the difference in the color of the glass looked through which make it appear different. So it is with such subjects as this, the facts are always the same and it depends entirely through which party spectacles we view them, how they are going to appear to us.

In the few sentences we propose to write upon the present relation of the jewelry trade and the N. P. we shall, ignoring entirely the green and blue goggles of politics, try and view the question through the clear crystal of mercantile experience.

First, then, has the N. P. benefitted or injured the jewelry trade of Canada? To this question, we are sorry to say, we cannot give the unqualified assent that we should desire. We are, however, of the opinion that on the whole the present fiscal policy has been favorable rather than otherwise to it, but that its success would have been more real could the Government have been induced to reorganize it in accordance with the wishes of the great bulk of the trade. There is no doubt that to some extent the higher duty on jewelry has in some small degree added to our manufactures, but we do not think that to the additional 2½ per cent. duty imposed can be traced the whole of the large increase.

Upon the whole we rather incline to the opinion that the manufacturing jewelry trade has increased and prospered in spite of the tariff more than in consequence of it.

As we said before the addition of 2½ per cent. was not a very heavy protection to our manufacturing jewelers, and we do not think that any one who hesitated to embark in its manufacture under the old 17½ per cent. has been induced by this limited increase to change his mind regarding it. That this increase of duty has had an appreciable effect on the quantity of goods smuggled into this country there can be no doubt, for just in proportion as it increased the value of regularly imported goods, it made the incentive to smuggle all the greater by making the reward better worth while running the risk for. We have always said that if the Government can possibly collect this duty by all means let them levy it, because it will help the Canadian Manufacturer without in any way injuring the importer, but if they cannot possibly collect this duty (and there cannot now be any doubt upon this point) then they should protect the trade by the only method in their power, viz: by lowering the duty to a point where smuggling would cease to be profitable.

We said before we thought the jewelry trade had prospered, not because of the tariff but in spite of it; the real reasons for its growth and prosperity, we think, consist in the fact that the good harvests have largely increased the demand for certain classes of goods that can be profitably manufactured here, and equally important that the long period of depression in the English jewelry trade had rendered business so unprofitable that numbers of skilled workmen were forced to emigrate to this country in search of

the employment they were unable to obtain at home. The demand for their style of work being very small in the States they naturally came to Canada, and hence we find a class of goods made in Canada to-day, by skilled English workmen, which a few years ago we could not have produced at all, much less at a price which would have enabled them to compete on favorable terms against the imported article.

In proof of this we need only adduce the fact that with the exception of gold chains, and probably watch cases, the jewelry manufactured in Canada is mostly of English design and supplants goods of English and not of American manufacture.

For this state of affairs two things are responsible; first that English jewelry being much harder to smuggle than American, the duty levied on it is really more protection in effect, and second, that English jewelry employs comparatively little machinery in its manufacture as compared with the American, and its manufacture is therefore a very much less expensive undertaking.

With our present limited population, and a country divided from the United States for nearly two thousand miles by an imaginary line only, the facilities for smuggling are so great that any person who would undertake to erect and run an extensive jewelry factory upon the American system would need to have a good deal of both faith and capital to make the venture at all, and we doubt that even with plenty of each and experience thrown in, he could make his venture succeed.

The jewelry trade is a present at a critical period of its history; if properly fostered by efficient legislation, we think it will grow to large proportions, but if hampered, its growth will be slow if it grows at all. What is wanted is a wise and careful re-adjustment of the tariff, which while lowering the duty on certain lines will yet compensate for the reduction by giving a *bona fide* protection as far as it goes, and also by lowering the duty on the tools and raw material necessary to its successful carrying on. If this were properly carried out we think a great inpetus would be given to the trade. If anything were wanting to prove our point that the present high tariff on fine jewelry is not protection but the contary, the position of the silver trade would amply establish it. At the time the present tariff came in force, there was but one factory in Canada for the manufacture of Electro-plated ware, which enterprise has since through mismanagement passed out of existence. To-day two of the largest factories in the United States have important and well equipped establishments in this country, and a Canadian company is at present erecting a third factory which will be equal to either in every particular. By the end of the present year there will be probably two hundred hands employed in those three factories, with an aggregate output of half a million dollars worth of manufactured goods. That this is a direct outcome of the National Policy, no one can doubt, and we unhesitatingly assert that if it had not been for the protection afforded by the present tariff not one dollar's worth of these goods would have been manufactured in this country. Domestic manufactures we had none, and the American manufacturers held almost undisputed possession of this market, from which after a short struggle for supremacy they had completely driven their English competitors.

This being the case, it is easy to see that if they had all agreed to remain at home and supply our market with goods manufactured in the United States we would still have been compelled to buy from them because we could not better ourselves. The high duty however, made it a paying venture to start branch factories here, even though it required an immense expenditure of capital to do it properly, and the result has been what we have indicated above. But does any one for a moment suppose that these factories would have ever been started if Electro-plated goods could have been smuggled as easily as jewelry. We think not; it is because the bulk of such goods is large compared with their value, that the duty levied is a real protection to the manufacturer.

On the whole as we said at the outset we think the present tariff has favorably effected the aggregate manufacture of jewelry and silver goods in this country. Now as regards the selling price, has the tariff been of any benefit? We think not, but on the contrary, that the contrary has been the effect. In the matter of jewelry it is a fact, without doubt that nearly every line of imported goods is sold as cheap if not more cheaply than before the rise in duty, while in goods manufactured in Canada the competition has reduced the prices in many cases far below the old prices of ant N. P. days. Thus while the retail merchant and consumer has reaped a decided benefit by the tariff, it has effected the wholesale and manufacturer adversely in the matter of profits, although they have probably been fully recouped for this loss by the excess of business, caused by a better control of their home market. In the Electro-plated ware trade, although a duty of 37½ has really been collected, prices remain as low, if not lower than at any former period. This is to be accounted for by the competition amongst the Canadian manufacturers themselves, also by the fact that American houses that have not got branch factories here have been willing to pay the duty and compete with home manfactured goods in price, in order to keep their hold on this market and afford themselves an outlet for their surplus goods. In this line also, a judicious re-adjustment of the tariff would help our manufacturers largely, and it is to be hoped that the Government will see their way clear to offer all the encouragement they possibly can to these industries, which are not only new but well worthy of cultivation, inasmuch as they employ a large number of skilled workmen, who earn good wages and who are a scource of strength to any country in which they live. It is by building up such industries as these, that Canada is to be made a country worth living in, and if we do not want for ever to remain mere hewers of wood and drawers of water to other nations we should see to it, that our young factories get allthe real protection we can incidentally give them.

Selected Matter.

THE BRITTLENESS OF EMERALDS.

A case was decided in England a short time since which has considerable importance for those who are fortunate enough to possess valuable emeralds. Dr. Lynn, the well-known conjuror was summoned to make good the value of an emerald ring which had been entrusted to him at one of his entertainments by a visitor for the preformance of a certain trick. Somehow or other the stone became broken and the allegation of the plaintiff was that the damage had been done by Dr. Lynn himself, while smashing with a hammer the egg in which the ring was finally found. Now it says much for the cleverness with which the trick

was preformed that the plaintiff firmly believed his ring to have been somehow smuggled into the interior of an egg. Of course this was not really the case; the adroit prestidigitator had the trinket elsewhere all the time and only made it appear as if coming out of the broken egg. However there was no doubt about the stone being broken, and the sole thing, therefore, was to ascertain how it came by the injury. Only at one stage during the whole trick was the ring subject to the slightest violence, and this was when Dr. Lynn received it from its owner into a receptacle that already contained several coins. If the ring was either thrown in or let drop so that the face of the emerald struck against an edge of one of the coins the blow might have been sufficient to cause a fracture, especially if the stone had a flaw previously. Almost all emeralds are more or less flawed; indeed it is doubtful whether such a thing as a perfectly flawless emerald has ever been known. The chances are, therefore, that the gem in question was in this imperfect condition, and that the concussion consequent upon its fall on the coins completed the fracture. Such, at all events was the judicial decision in the matter, and Dr. Lynn carried the day. But warned by experience he now always makes an exception in the case of emeralds when he is asking the loan of a ring. Not all the magic of the conjuror's art can piece together a fractured precious stone; that feat beats Dr. Lynn himself, marvelous as are some of his manipulations, and it is just possible that some county court judge might hereafter believe, as did the plaintiff in question, that this Piccadilly Wizard has the power of wafting trinkets into the interior of unbroken eggs. Emeralds will probably play no further part in conjuring performances.—*London Globe.*

THE DEMAND FOR THE ANTIQUE.

"We do considerable trade in June and July," said a dealer. "People often come in from the watering places to get the first chance at any good things we may have discovered at the May auctions. It takes us some time to patch them up to suit the market. Yes, there is always a certain demand for these worm-eaten but pathetic relics of the infancy of the republic. We sell to many nice people, who have a taste for the ancient and honorable in furniture, and then we have another class who buy freely and pay high prices. I refer to the newly rich. During the past ten years many of them have taken a kind of dislike to the word shoddy;' they have found out what it means, you see. As a consequence there arises a regard for the 'old antique,' as they call it, which increases our sales and raises our profits on everything classical and rickety in the way of furniture and decoratives. Folks that cannot show a long line of ancestors make up for it by good collections of not strictly reliable tables and chairs." "Is it in men or women that this mania predominates?"

"Women. Men get the fever, second-handed like, from their wives. We have to be wide awake in selling, for we can't make sales without asking high prices Some months ago a hostler came in with an old rag of a rug to sell. It was large, but an ugly, queer, faded-looking thing, evidently a worn-out imitation of those Persian or Turkish mats which look as though they had been dragged through some retail shop. I gave the man a dollar for the article, and my porter gave it a half hour's experience with a club, then I cut a long breadth out of the threadbare centre, squared the ends, and put a carpet sewer to stitching the pieces together, adding of course a heavy black fringe. Within a week two ladies called, and being of the new artistic school, they, of course, picked out the mat—the ugliest thing in the shop. How tender in color, said one, and she about hit it. It was tender in other respects, too, if she had only known the fact, 'A precious relic indeed.' said the other; Is it Moslem, sir?' Pure Moslem, ma'am,' said I: 'all wool—comes from the Adams family.' 'What is the price?' she asked. Now I'm an old dealer, but I hesitated for fear I should'nt ask enough to impress her. She took my confusion for a reluctance to sell, and from that moment her mind was made up. She took a careless turn around the room, by that time my mind was made up, too. No, no; I would'nt be willing to state the figure we settled on. It was private rates."

"Do you sell many of these old things?"

"The sales are not very large, but the profits are quite fair, quite fair. Antique furniture is our main hold; it sells right along. It is hard to keep up a really good stock. Here is a fine old set—all mahogany. I had to pick that up piece by piece, and some of it was pretty well smashed up. You see, it is finished in a peculiar style; all the table and chair legs are mounted on a lion's claw holding a brass ball—handirons to match. It's very rare and valuable—worth $1,600, some call them Hancocks."

"After the General, of course—so solid and heavy?"

"Oh, bless you, no. After old John Hancock, Govenor of Massachusetts, and signer of the Declaration of Independence. There have been at least a thousand sets of that respecable old gentleman's furniture sold here and in Boston. Mine is the only original set, and this is why I have taken the liberty to carve a rudimentary H on the the back of the roomiest chair. Every perfect set contains the old patriot's favorite chair. We always put a handsome silk band across the arms because we wish to retain for the purchaser the sole right to sit in it. This fine old piece is the chair known to have been used by Gen. Howe during his somewhat precarious residence in Boston at the revolutioary period. I have two letters strictly authenticating it. I regret to say, however, that from the number of Howe chairs in the market, that officer must have spent most of his time in moving from one chair to another, and done considerable more sitting down than fighting. This one is genuine.

"Certain lines of revolutionary articles are always good; people are only too anxious to believe in them. Washingtons, however, are difficult to sell. The public must draw the line somewhere, and its generally at Washingtons and Jeffersons. A dealer spoiled the market for Washingtons. You see he sold a secretary with a contemporary certificate, and some fool held it up to the light and found the water mark to be 1850. Such manifest rascality injuries' business; it wound up the Washingtons, and I had to mark down a Martha Washington bedstead to an Aaron Burr. I did sell a Jefferson hat stand three years ago, but it stretches an honest dealer's reputation to make many ancient sales. Mayflowers I cannot conscientiously handle; no amount of swearing will make them go. De Witt Clinton and Hamiltons are all sent to Boston just now, and they sent us B. Franklins and Adamses, all having ancient certificates and Boston post-marks —in short, the most reliable evidence. Some of the letters, you will observe, are pasted under the seat. Here is something from Philadelphia—a chair which belonged to the honored Penn. See its strength and capacity—evidently made to order. Now here is the original which

Nathan Hale sat on before his ex—"

"I see. Have you any sale for foreign goods?"

"Yes, but it doesn't do to keep more than three or four distinguished foreign articles in sight at a time. There's some furniture our public cannot swallow easily. As a rule, though, it is safe for a dealer to act upon the principle that his goods are as likely to be as authentic as not. If he doesn't know to the contrary, it is fair to affirm that his articles are what they look to be. Very many buyers, though, don't care for relics; they want respectable old furniture that looks as if it belonged to a wealthy grandmother. Here and there you've got to remark that an article was found in—well, almost in Julius Cæsar's garret. I had to sell a Maria Stuart sofa the other day. I had it laid out for a Hannah More, but had to mark it out to suit.'

"The sources of supply—that is for genuine geods—is getting weaker and weaker. Grand-fathers' clocks, for instance, of good style and in fair order are scarce. I sold my last one for $235. The customer told us plain out that he wanted something that showed 'ancestry,' and we let him have it. The New England States have been travelled through and through for them. Once in a while one turns up. The old carved bookcases and chests of drawers, mounted in genuine old-time brass, can be had now and then. Carved oak mantel and chimney pieces, tiles, tapestries, etc., are good when you can get hold of them. One trouble is growing weaker every year. We cannot get anything like full sets. Sometimes we have to wait a year or more before we can decently complete a room. Such collections bring very high prices. I know of one that fetched $2,200. As for most of the ancient bric-a-brac, it should be regarded with suspicion. Revolutionary teapots were once a leading article on account of the firing of the tea overboard. But I regret to say that the demand was broken up by an unprincipled dealer whose fraudulent methods knocked the life out of what was once a very salable article.

"Yes, personal relics are to be had. Genuine ones are rare. There are dealers, though, who will sell you anything you want from a Gen. Putman sword to the bull's-eye repeater of a delegate to the first Congress. These last articles are known to the trade as 'orphans.'

"Oh, don't speak to me about manufactories of our goods. It is most awful to think of. Yes, sir, I know two factories where its done. It's an insult to liberty."—*Jewelers' Circular.*

THE BREAKING OF SPRINGS.

Much has been said about the breaking of springs and their causes, but the subject remains ever new. A correspondent in a German newspaper gives the following views:

Every watch spring will finally arrive at the period when it will break. Repeated concussions will burst a cannon, break an axle, and cause the breakage of a rail. Caused by the unceasing bending to and fro, of a piece of metal, its cohesion will be destroyed, and it bursts or breaks. Since from the preceding it cannot be expected that watch springs are an exception, we may only consider what means will hasten or retard the final breakage. We may specify the following points:

1. Hardness and quality of the steel; 2. dimensions (measure); 3. treatment; 4. change of temperature; 5. crystalization, decarbonization, and electrical influences.

1. Steel is composed of iron and carbon. If we heat it in the fire for the purpose of hardening, the carbon endeavors to disengage itself. In this condition we suddenly plunge it into some cold fluid; the carbon crystalizes, penetrates the iron with its diamond-like molecules, and the steel becomes so hard as to cut glass. This is a practical reasonable theory, and undoubtedly the true one, since the microscope can substantiate it, and we will accept it for want of a better.

If we temper the steel blue, a retrograde chemical action takes place. The circumference of the steel increases a trifle, and it is, as it were, enveloped in an impenetrable coating, within which the molecules or atoms arrange themselves. This imparts the elasticity. When this extremely thin colored envelope is removed, a part of the elasticity is lost. Hence, a blue spring has more power of tension than a white one.

In accordance with the unequal disposition of the carbon in steel imperfections can be inherent in the spring, and an undue hardness is produced in any one or more of its parts. Such imperfections may also be engendered by an unequal heating, so as to disturb the local porportions of the carbon. Defects of this nature cannot be detected by the eye, and the watchmaker can only obviate the breakage of springs, due to such bad treatment, by using those of a recogniz ed good standard.

2. One proportion of spring dimension is preferable to the other. The use of a broad and weak spring is preferable to that of a narrow and strong, and by right proportions, the like power may had.

A thin steel at bending does not suffer a displacement of its atoms as much as a thick one, because the rounded side of the first is nearer, to its fulcrum, or the point around which it bends or moves. A thin piece of glass may be bent, while a thick one shatters with the least attempt. A recommendable proportion of the spring would be a gradual decrease of di mension of its coils, as they would more concentrically accommodate themselves around the core; this only applies to movements with fuzee; the best form for movements with toothed barrel is an equal thickness throughout its entire length.

2. When we wind a spring close around the core, we obtain more coils than it has when at rest against the barrel wall. The difference in the number gives us the revolutions which the spring will make when being wound.

If the space between spring and core is large, and we made use of its entire power, or, in other words, we do not use a fuzee and stopwork, the elasticity of the spring would be increased, also the danger of breaking, than if less room were at disposal.

The use of the whole unconfined spring power produces friction of its coilings by the tightened elasticity, destroys the colored lamina of the spring blade, and thus lessens its elasticity, the surface becomes porous, and inclines the spring to breaking.

Also the same defect is often produced by too strong a winding of the spring, both in movements with fuzee and in those with toothed barrel and stopwork. This is often done for the purpose of overcoming a cramping or friction in the movement, or some other error, a correction of which is very difficult, and it is sought by this means to conquer it by an increased power of spring; sometimes it is intended to produce the greatest possible balance vibration. This doubtful remedy is oftener the cause of a spring breaking than all the others taken together

The following is a right proportion of the spring: 14 coils (never less than 12) must lie within the spring barrel: the empty space between the spring and the

core must amount to fully one-third of the barrel diameter, and the core must always measure one-third; it should be fuzee form, and with the beginning of the first inner spring coil, be a complete circle, in order to impart as concentric a motion as possible. A protruding core hook is to be avoided, and that of the barrel must be kept as low as consistent. If all these conditions are complied with, the spring will make about six revolutions, if wound up to within $\frac{1}{2}$ or $\frac{3}{4}$ turn, and there is obtained for a toothed barrel, making four turns, a spring power in its best attainable proportion.

The French pendulum clockmakers have the senseless habit of making the spring arbor hook as projecting as possible, as if experimenting to find out how much the spring would resist. I can explain the proportionately few breakings of such springs only from the reason of their great breadth and thinness, which also protects them against an undue expansion, conjointly with the lubricating, gum like oil, which protects them against any injurious effects of friction in its coils. Finally is the careless treatment and the putting in of the spring with too small a core often the reason for a subsequent breaking.

4. If a spring in a barrel with stopwork, without making use of its duty, is wound to its utmost expansion, and the temperature would suddenly change from heat to cold, a sudden snapping, owing to the molecular change of the steel, would be inevitable; even if the spring were not wound to its utmost, a break may easily occur, because the condensation of the steel takes place suddenly, consequently a change in its outside molecular arrangement; it is well known that a hot lamp chimney will suddenly shatter when exposed to a cold air draught. A breaking of the spring consequently will occur most frequently in spring, fall and winter.

5. All metals subjected for any length of time to tension, crystalize, and exhibit an inclination to return to their previous crude condition. When this happens, they part with their cohesion by exhaustion, and a separation of the molecules takes place sooner or later, in due ratio with the sum of the tension to which they were subjected. Since steel, however, possesses greater cohesion than nearly any other metal, it would resist this natural law longer, if other powers did not combine to decarbonize and consequently to ruin it. The main factors producing this change are heat and electricity. One is permitted to say heat is electricity, and electricity is heat. Both expressions are synonymous. All metals contain latent heat and latent electricity, which may be excited by nature, by chemical influences, and by friction.

The main factor in an electric machine is a glass plate (isolator) on which by friction an electric current is generated. The same is produced by the friction of a hand on the watch crystal. If of steel, it will be partly destroyed at the point of contact, betrayed by the rust which is formed at this place. This rust is generated by electric heat. The friction of the coils of a watch spring against one another, also engenders electricity, especially in warm weather, when it is assisted by the peculiar condition of the air. The steel becomes decarbonized hereby, and thus is induced the unaccountable, mysterious breaking of the spring during hot weather. A balance spring hardened in fire suffers by its inelastic condition an inner friction of its molecules, hence the tardation of rate during very hot electric weather. Different individuals are better or worse conductors of electricity, hence the difference of the rate of one watch, when worn in succession by different persons. The more humidity a body absorbs, the better a conductor of electricity it is; whence a blue spring with closed parts is not as good a conductor as a white and porous one.

Galvanism, or Voltaic eletricity, is generated when two different metals touch each other, and one is influenced by an acid. A brass spring barrel with a steel spring and an oil containing acid together constitute a galvanic battery, set into action by heat. The less acid the oil contains, the less is the quantity generated, but sufficient to keep the spring slippery, and the less is the danger that free galvanism is developed; but the air often furnishes an acid (humidity) causing the battery to become active. Heat is produced by this, and the metal is ruined. If chronometers and watches did not contain so great an amount of brass, and consequently so active a conductor of eletricity, radiating it into space, it would perhaps be difficult, to even have a time measure with a balance spring. A marine chronometer is better protected than a watch, because surrounded by bad conductors, or good isolators; from the moment forward that a watch taken from a cold room comes in contact with the heat of the body, the electric current begins. Springs wrapped with brass wire and oiled with the common olive oil, become so vitreous in one or two years in the tropics that they break like g'ass. This is my own experience.

Those who wish to inform themselves farther on this point, I would recommend a study of generation of friction or galvanic electricity by steam engines.—*Jewelers' Circular.*

BUSINESS CHANGES FOR APRIL.

P. Taylor, jeweler, Oshawa, Ont., advertising his business for sale; Risden Bros., hardware, St. Thomas, Ont., have sold out; Johnston Bros., jewelers, Toronto, dissolved, Geo. T. Johnston continues; E. Rousseau, jeweler, London East, Ont., cleared out; Chas. McKenzie & Co., hardware, Sarnia, Ont., style now McKenzie, Milne & Co; Wiberg & Ashdown, hardware, Stonewall, Man., dissolved. Alf. Ashdow continues alone; M. R. Counter, jeweler, Seaforth, Ont., offers business for sale; Wm. Clegg, hardware, Blyth, Ont., sold out to Chas. Hamilton and removed to Brandon, Man.; E. Graver, hardware, Barrie, Ont., advertises business for sale; A. E. Kemp, hardware, Montreal, sold out to M. Philbin; L. Atkinson, jeweler, Newmarket, Ont., assigned in trust; J. F. Austin, fancy goods, Peterboro, Ont., sold out to C. B. Routley; John Egger, jeweler, Montreal, failed; D & L McIntyre, hardware, Lucknow, dissolved, David McIntyre continues; Jos. T. Cote, jeweler, Montreal, failed; R. J. Butler, jeweler, Ottawa, Ont., gone to Winnipeg.

BUSINESS NOTES.

Mr. Henry Smith, of the firm of Smith & Fudger, sailed for England on Tuesday last.

A Sorel jeweler, by name of J. B. A. Darche, has left without notifying his creditors or settling his liabilities, which amount to $800 or $1,000.

Mr. R. H. Smith, the well-known saw manufacturer of St. Catharines, on the occasion of his return from Mexico, was entertained at a banquet by his employees.

Mr. W. G. H. Lowe, of the firm of Zimmerman, McNaught & Lowe, leaves for England and the European markets in about two weeks. His many friends in Canada will wish him *bon voyage* and a safe return.

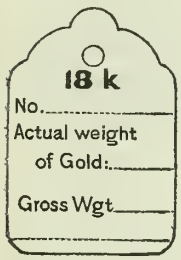
We are sorry to learn that Mr. Culp, wholesale dealer in watch material in Toronto, was suddenly taken ill last week and compelled to lay up for a few days. He is now fully recovered and able to attend to business.

Mr. Fred. Morse, the well-known employee of Messrs. L. & M. Samuel & Benjamin, was presented with a handsome gold-headed cane on the occasion of his leaving the firm for the purpose of starting business in Winnipeg, Man.

A company has been formed for the purpose of manufacturing locomotives, railway cars, etc., to be known as the "Canada Iron Works Co." with works at Hochelaga and a capital of $250,000. Some prominent names are attached to the application for charter, we note among others Messrs. Jacques Grenier, A. A. Trottier, H. A. Hogel, L. H. Senecal, A. Davis.



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ROBBINS & APPLETON,

New York, August 1st, 1881.

General Agents.

IN EXPLANATION OF THE ABOVE we desire to say that the old plan of charging for the gross weight of the case, as if it were all gold, worked well enough as long as the manufacturers were content with the amount of brass and steel actually required in its construction; but when the business was degraded into a contest as to who should get the most base metal into the least quantity of gold and call it a GOLD case, then the time came when, in the interest of dealers in American Watches, it became necessary to adopt a plan of selling, showing the buyer exactly how much GOLD each Case contained.

In adopting this method we act in conformity with the earnest wishes of the leading houses of the Trade, some of whom have already undertaken to carry out the same idea in their own business.

ROBBINS & APPLETON,

GENERAL AGENTS.

Mr. R. H. Moody, the well-known bankrupt stock dealer, has entered an action against one of the Winnipeg papers for alleged libel in reference to the Marcotte affair. The libel appears to consist in the fact that the paper in question published Marcotte's confession without comment.

The widow of the late Mr. Henry Mulholland, formerly a member of the insolvent hardware and iron firm of Mulholland & Baker, has presented a petition to the Insolvent Court claiming $95,000 out of the real estate of her husband under some old law, which it appears is still in force.

We had a call a few days ago from Mr. A. W. Thompson of Prince Arthur's Landing and Winnipeg. He reports prospects for business good in both places and thinks that when the C. P. R. is fairly running between Prince Arthur's Landing and Winnipeg it will make things hum in the former place. We think he is right.

We had the pleasure of a visit a few days ago from Mr. Daniel Stern, manager of the New York office of the Chicago *Watchmaker and Metalworker*. Mr. Stern's visit to Toronto was a mixture of business and pleasure, and he expressed himself as being highly pleased with the appearance of the "Queen City of the West."

Mr. M. R. Counter, jeweler, of Seaforth, Ont., is going to sell his business and purposes removing to Portage la Prairie, Manitoba. Mr. Counter has a fine trade and one of the handsomest and best fitted up jewelry stores in Canada, and any person with capital in want of a good opening in his line would do well to purchase his business. We wish him success in his new home.

John Egger, a small jeweler in Montreal, has failed owing to an accumulation of troubles. A partner he had who left him in January was a source of loss to him, since then he has been burnt out, and as he had only paid half his insurance premium the insurance company refuses to settle his claim. The landlord has seized the little balance of stock for rent, and he talks of calling his creditors together to see if some steps cannot be taken to recover his insurance.

Mr. James Robertson, of Montreal, is about to establish a branch of his lead and saw business at Winnipeg, where he has purchased a suitable lot and will proceed to build business premises. Mr. Robertson already has branches in Toronto and St. John, N. B., in Canada, as well as one in the United States at Baltimore. Mr. James Tees will have the management of the Winnipeg branch.

It is reported that the Minister of Customs is about to appoint a staff of special agents over the frontier and keep watch for smuggling operators who bring in contraband jewelry and other goods easily imported. These men will be much like the present American Customs agents, and are expected to be very efficient. It is not stated how they are to be paid, but they are expected to work on commission.

The Imperial Bank of Canada has opened branch offices at Winnipeg and Brandon. An agency has also been established at Portage la Prairie. It is also the intention of the Bank of Nova Scotia to share in the business of the North West. Mr. E. H. Taylor has secured offices in the Dundee block, Winnipeg, and will have charge of this bank there, we are told. The Merchants Bank of Canada opened an office in Brandon a short time ago. It had been previously represented in Winnipeg and Emerson.

The winding up of the insolvent estate of Della Torre & Co., carrying on business in this city and Montreal, furnishes another example of the way in which assets may be legally eaten up. The liabilities of this concern were $20,445, and the total proceeds realized from the sale of stock, etc., amounted to $3,218. Of this sum Lawyers' fees were $653, Assignee's and Inspector's claims reached the sum of $594, or together about forty per cent. of the total receipts. After all other expenses are paid the creditors will have the pleasure of receiving just *two* cents on every dollar of liabilities, or in all $408.

The failure of L. Atkinson, jeweler, of Newmarket, is another example of the reckless way in which credit is given in this country. Mr. Atkinson commenced business a few years ago without capital, and by hard work got a foot-hold and began to accumulate stock. With increased stock came increased credit, increased business and increased expenses, and, as if to crown the whole, he launched out into building a brick dwelling altogether too high-priced for his means. The result of this way of doing business could only have one termination, and that to call a meeting of his creditors and ask for their forbearance. This he did last Thursday.

Mr. Charles Ellis, representing the firm of P. W. Ellis & Co., met with what might have been a fatal accident about three weeks ago at London station by jumping from an express while going at full speed. Charley says he hardly knows how it happened, but he thinks that he turned at least fifty summersaults before he finally came to a full stop. He was stunned for a time but he soon pulled himself together and finished up the business which excited him to make his flying leap; he has, however, been confined to his house ever since on account of the bruises he then received. This practice of jumping off trains in motion is a most dangerous one, and if any person who wants to know all about it will apply to Charley they will get some good advice on the subject. He says he is done with that kind of performance for the future, and thinks he'll die soon enough without any effort at suicide in that direction.

The many friends of Mr J. W. Jackson, jeweler of St. Catharines, Ont., will be pleased to learn that the U. S. authorities have honorably acquitted him of the charge of bigamy preferred against him. No one who knew him would for a moment believe that there was any truth in the charge, still it is gratifying for Mr. Jackson to know that his honor has been so amply vindicated. The only pity is that he should have been compelled to lose time and money in refuting a charge evidently preferred for blackmailing purposes. The following is a copy of the official decision in the case:—

"State of New York, }
County of Lincoln }

The People *vs.* James W. Jackson—There being no sufficient cause to believe the within named James W. Jackson guilty of the offence within mentioned, I order him to be discharged. Signed

H. H. Sheldon,
Justice of the Peace."

We have received a long communication from Mr. A. Brownley of Ailsa Craig, in reference to a paragraph which appeared in our business notes of last issue, regarding a charge of seduction preferred against him by certain parties residing in his vicinity. Mr. Brownley's letter, while evidently not intended for publication, is an explicit denial of the charges preferred against him, and, as we said in our former note regarding this case we must decline to believe him guilty until he has been clearly proven to be so. Mr. Brownley says that the whole story has been trumped up with the desire to ruin his reputation and business, but that it has failed to effect its object. As we said before we can scarcely believe that a man, who for forty years has borne an unblemished reputation, should suddenly have become the unprincipled villain his traducers seek to make him out, and we think that the public will be justified in holding him entirely innocent of the foul charge until his accusers have established its truth beyond a peradventure.

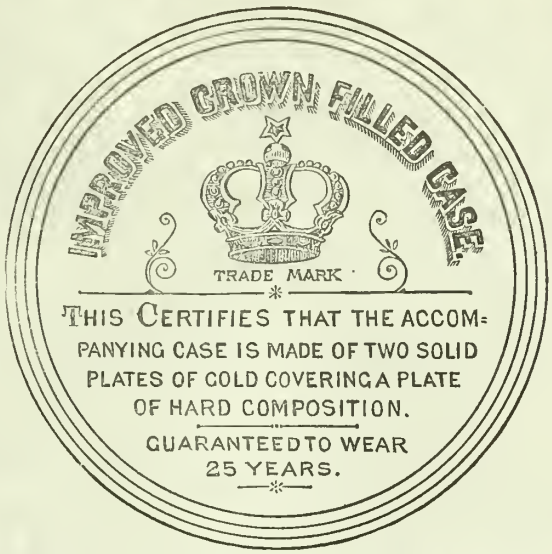
Death of Mr. Marcus Rossin.—Last mail brought intelligence of the death of Mr. Marcus Rossin, formerly a well-known and esteemed resident of this city, while on his way to Mayence to visit his daughter. Mr. Kleeman, on entering the train at Frankfort, found Mr. Rossin apparently asleep, with his book dropped on the floor. Mr. Rossin came to Canada in 1840, and after opening business in Kingston, removed with his two brothers to Toronto. Here under skillful and energetic management they built up a fine business, and ultimately opened a branch house in Montreal. In 1851 Mr. Rossin assisted in the organization of the Western Fire Insurance Company, and was one of the earliest directors. In 1854 he and his brother Samuel evidenced their public spirit by building what was then so greatly needed in this city, a really first-class hotel, which is known to this day by their name. After a while the Messrs. Rossin transferred their business to the late Mr. Robert Wilkes, who had learned his business in their warehouse. In 1865 Mr. Rossin decided to remove to Hamburg with his family, where he has since lived in retirement. He leaves a widow and two children, Canadians, both of whom have married and are well settled in Germany. The announcement of his death will be read with regret by his old friends in Toronto.

Our esteemed friend, Mr. Donald D. Manson, formerly of Toronto, but at present representing the Waltham Watch Co. in Australia and New Zealand, has lately been distinguishing himself by exploring *a la Stanley*, his feat consisting in making the ascent of the active volcano of Tongariro in New Zealand. This is the first instance in which the native Maoris have ever allowed any white man to ascend this mountain which they have hitherto regarded as sacred. On making the ascent, when at an altitude of 2,500 ft., it rained heavily, and was blowing a heavy gale from the south-west. On reaching a further altitude of 5,000 ft. a violent hail storm was experienced, and at 7,000 ft. it snowed heavily, and at the same time the wind was so violent that the party were compelled to throw themselves on the snow so as to prevent their being blown off their feet. Mr. Manson describes the crater as being about three-quarters of a mile in circumference, with a cave in the centre which was continually throwing boiling mud to the height of about 500

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A Monthly Illustrated Journal. Published in London.

The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

This important Trade Organ, now in its seventh year of publication is in the hands of every British Watchmaker, Jeweller and Silversmith, and is therefore a most valuable medium for manufacturers requiring publicity in Great Britain.

Our list of permanent contributors includes such names as: J. U. Poole, Richard Whittaker, Henry Ganney, Moritz Grassmann, J. Herrmann, E. J. Watherston, W. H. Singer, an ample guarantee for the sterling value of the journal. Subscription 5s. per annum.

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feet. The inside of the crater was studded with uumerous blow-holes, and a slight tremor of the grouud was occasionally felt. As it was too late to return Mr. Mansou was compelled to remain on the mountain all night without food or blankets and with very little clothing. The cold was intense, the thermometer registering several degrees below zero. About 2 a.m. the wiud abated and the moon rose, when a really magnificent sight was witnessed by Mr. Manson aud the guides. The upheaval of mud in the crater and the hissing noises all about are described by the party as being the most weird-like that could be imagiued. At daylight Mount Egmont could be plainly seen snow-capped. The ascent and decent, with the time Mr. Manson spent in the crater, occupied 21 hours. He has already made the ascent of the principle mountains in the world, includiug Kilawea, in the Sandwich Islands, and he says that Tangario far surpasses anything he has yet seen in its grandness and weird-like formation.

WORKSHOP NOTES.

Hold a cold chisel firmly to its cut without removing it at every blow. This will increase the effectiveness of the tool, and there will be less danger of breaking by a foul blow.

To fit a key: Smoke the blank over a candle, insert it in the keyhole and press it hard against the wards of the lock. The indentations in the smoked portions will show where to file.

A correspondent of the *Mechanical Engineer* says: "If any of your readers have occasion to weld cast steel let them try spent lime, air slacked and use it just the same as borax; they will find it will answer quite as well aud cost nothing.

Crucible steel is made by melting in a crucible either blister steel, or blister steel and wrought iron, or wrought iron and charcoal, or wrought iron and scrap steel, or, in short, a great variety of mixtures, which depend on the quality of steel to be produced.

Rust may often be removed from steel tools by immersing them in kerosene oil for a few days. This loosens the rust so that it may be rubbed off. Where the rust is not very deep seated emery paper will do, but if of long standing the tools must be refinished.

It has been proved by Mr. Waite's experiments that a highly polished bearing is more liable to friction than a surface finely lined by filing. The lines left by the file serve as reservoirs for the oil, while the high polish leaves no room for the particles between the metal surfaces.

The simplest and cleanest substance for cleaning silver articles is, according to Professor Davenport, hyposulphite of soda. It acts quickly, and is inexpensive. A rag or brush, moistened with a saturated solution of the salt will cleanse even strongly oxodized silver surfaces in a few seconds, without the application of any polishing powder.

To keep machinery from rusting, take one-half ounce of camphor, dissolve in one pound of melted lard, take off the scum and mix in as much fine black lead as will give it an iron color. Clean the machinery and smear with this mixture. After twenty-four hours rub clean with a soft linen cloth. It will keep clean for months under ordinary circumstances.

To harden steel take two teaspoonfuls of water, one-half teaspoonful of flour and one of salt. Heat the steel enough to coat it with the paste by immersing it iu the composition, after which heat it to a cherry red and plunge it into soft water. If properly done, the steel will come out with a beautiful white surface. Stub's files are said to be hardened in this manner.

A Brilliant black is produced on iron and steel by applyiug, with a fine hair brush, a mixture of turpentine and sulphur boiled together. When the turpentiue evaporates, there remains on the metal a thin lair of sulphur, which unites closely with the iron when heated for a time over a spirit or gas flame. This varnish protects the metal perfectly, and is quite durable.

The mode employed in blueiug steel is merely to subject it to heat. The dark blue is produced at a temperature of 600°. The steel must be finely polished on its surface, and then exposed to a uniform degree of heat. There are various ways of heating the article, e. g., over a flame producing no soot, by a hot irou or other heated metal, and by means of wood ashes. A very regular degree of heat is necessary, and wood ashes are often used for fiue work.

SCIENCE NOTES.

Shear steel is made by takiug a high heat on blister steel and hammering it thoroughly. Double shear steel is made by cutting up shear steel, piling it, heating it, then hammering again. The best shear steel is made from the best wrought iron. The shear steels are very useful on accouut of their toughness and the ease with which they can be wielded to iron, a d, when of good quality and well worked, they will hold a very fine edge.

A novel pair of scissors has been devised by Herr Sievert of Dresden. The blades are represented by two circular steel knives, which slightly overlap at the edges, and are pressed together by two spiral springs. The knives are fastened to a pair of woodeu rollers with India rubber rims, which grip and guide the cloth or paper as it passes between the knives, so that the latter may cut straight. These cutters are carried by two haudles or levers which are held in hand, aud the cutting is effected by pushing the scissors forward, so as to cause the rollers to revolve.

NICKEL
SHOW CASES FOR SALE.

In consequence of their Removal the undersigned have For Sale Very Cheap, Five First Class Nickel Show Cases, made by Millichamp, of Toronto. These Cases are square shaped, 12 feet long, 30 inches wide, and 20 inches deep, with Handsome Stained Stands. Are suitable for Fancy Goods or Silver Ware. Cases and Stands cost $116. Will be sold for $80 cash.

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of the North west,
CONTAINING 56 PAGES OF
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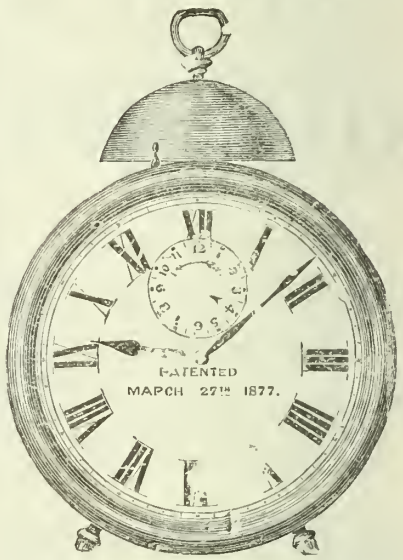
Whose columns are replete with choice articles upon Horology, Watch-making, and repairing, written for this Journal by practical and scientific men; also a large amount of general information of vital importance to the trade; also continued articles, or lessons in letter engraving, written by a celebrated engraver of this city. Subscription price, $2.00 per year. Single copy, 20 cents.

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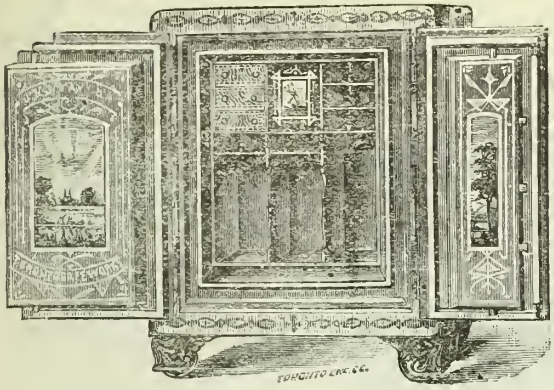
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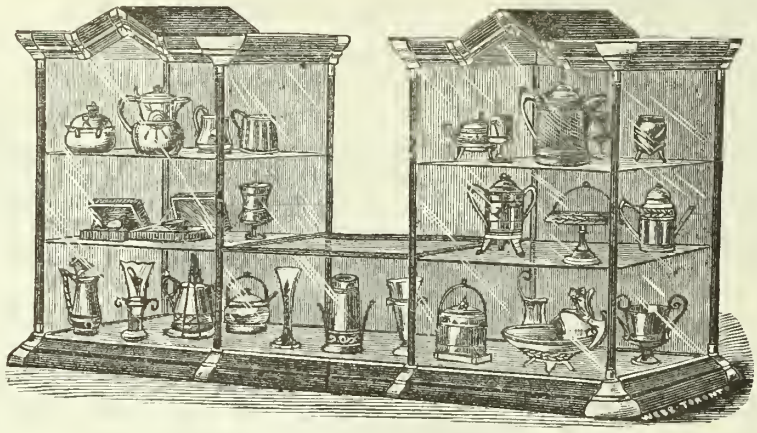
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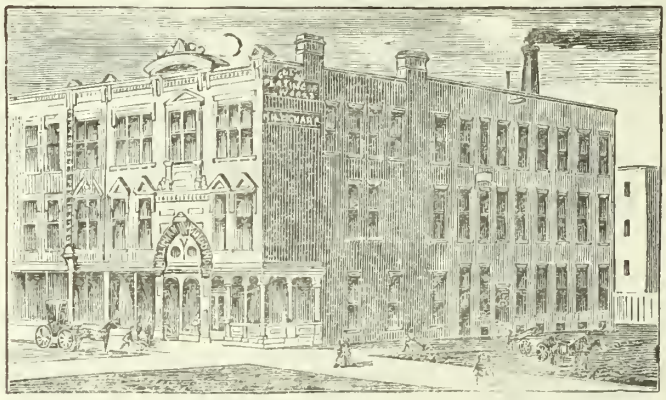
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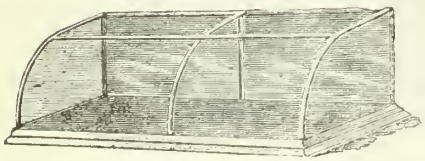
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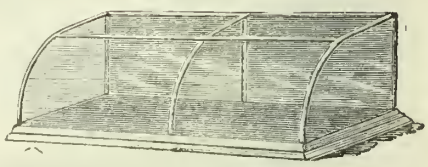
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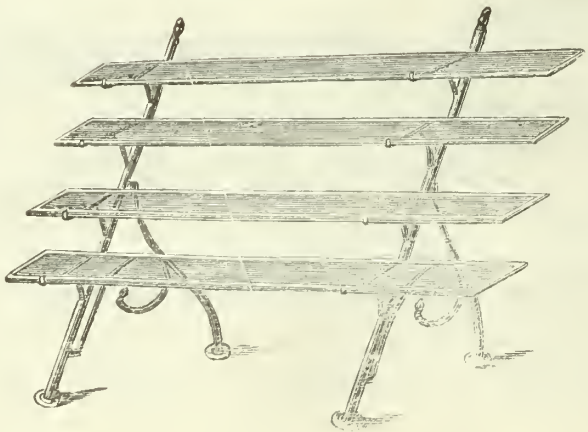
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TORONTO, ONTARIO, JUNE, 1882.

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Editorial.

THE OUTLOOK.

The Ontario Bureau of Agricultural Statistics has just issued its first report, which, on the whole, is highly satisfactory. It shows that, although we cannot look forward to the wonderful harvest of last year, a good average crop will reward the labors of our farmers. To a country like Canada, that depends for its prosperity mainly upon its agricultural resources, this is cheering news, for it indicates a prolongation of the good times that we have lately experienced. When crops are good the country is prosperous because the farmers are enabled to pay their debts and launch out into small extravagances that in hard times they would never dream of. This enables the merchants throughout the country to meet their bills with promptitude and gives an increased impetus to a thousand industries which would be otherwise depressed. The fact is that in a country like Canada the difference betweed good and bad times is simply the difference between a good and bad harvest. The outlook is promising, and it may be confidently predicted that the country is safe for another year.

AS USUAL.

As usual, party politics have proved stronger than national necessities, and consequently the bill for the rateable distribution of an insolvent's assets and many other equally good legislative measures have been consigned to the political limbo, or, in parliamentary language, "have received the six months' hoist." This is much to be regretted, not only because it argues ill for the country when necessary mercantile legislation is thrust aside to make way for such uncalled for legal monstrosities as the Re-distribution Bill, but because the non-passage of an insolvent act at the present juncture may very seriously cripple our mercantile interests.

It is now too late in the day for any one to attempt to controvert the broad principle which underlies all Insolvent Acts, viz.: that an insolvent's estate should be divided *pro rata* amongst all his creditors, and the truth of this being admitted, it follows as a matter of course that any law, or want of law, which will allow one creditor to take everything and allow the rest nothing, must be essentially unjust both in principle and practice. This injustice is freely admitted by politicians as well as mercantile men, and but for the exegencies of party politics, would have been legislated upon ere this. Party politics, however, have as usual overtopped every other consideration, and as a result, the country will for another year have to struggle against a condition of things highly prejudical to honest dealing. We have before had occasion to point out some of the evils connected with the want of a good insolvent act, and it would be superfluous to again go over the same ground. We may however in passing, say that every day brings to light new specimens of how easily a debtor can legally enrich himself at the expense of his creditors.

Shall this state of affairs continue? We hope not, for it is certainly for the best interests of both debtor and creditor to have some law by which an equitable division of an insolvent's estate could be made. Such a law would not only protect each class more fully in case of failure, but would help to strengthen the credit and standing of debtors, who would then be beyond the reach of personal malice and sudden panic.

The importance of this subject is becoming more apparent every day, and we trust that another year will not be allowed to pass over without some fair and comprehensive law being placed upon the statute book to meet the necessity.

THE ELECTIONS.

In spite of the many attempts to hoodwink the people, it has been for a long time apparent that the session just ended was to be the closing one of the present parliament of Canada. Even a blind man might have seen that the Re-distribution Bill meant nothing more nor less than the strongest party were getting themselves ready for the fray.

Now that parliament has been prorogued and further concealment is useless, the cat is finally allowed to come out of the bag, and the official announcement is made that the writs are to be issued on the 13th and the elections to take place on the 20th of the present month.

Now that the elections have been decided upon, it is just as well that they should be decided at once. Business will be sure to be at a standstill until they are settled, and the shorter the time for preparation the better for the country at large.

With the exception of a few pot-hunting politicians, people do not make any money out of politics, therefore the less time wasted upon it the better. As a rule, most people have already made up their minds how they will vote, and six months haranguing and canvassing would fail to make any decided change in them. This being the case, we think the sooner they are decided the better both for the country and for the candidates themselves.

The duty of every elector is now apparent, each one should weigh carefully the merits or demerits of both parties and cast their ballot according to their honest convictions. If they are satisfied with the general policy of the government then vote to sustain them in power; if on the contrary, they think that the government have abused the trust confided to them by the people, then they should vote to replace them by what they consider better men. In any case however, they should vote intelligently and as the result of their honest convictions and refuse to be led by the nose by political demagogues to whom these elections are simply a question of outs and ins.

No elector should shirk the vote; the franchise is the freeman's heritage, and a privilege not only to be proud of but one that should be exercised as a duty that each one owes to their country.

DO WE NEED A CANADIAN HOROLOGICAL SCHOOL?

Although Canada possesses a large number of good practical watchmakers, it also has a great number of very poor ones who are anything but a credit to their calling. We do not know of anything

that is more calculated to bring the craft into ill-repute than bad workmanship, and we think most of our readers will agree with us that anything that can be done to remedy this defect would be a very great benefit to the trade. We think it will be conceded that but little or nothing can be effected in the way of improvement among those bunglers who are at present living upon the gullability of the public, advertising themselves as "practical watchmakers." The reform, if we are to have any, will have to begin with the apprentices, and if the standard of workmanship and technical knowledge can be roused amongst them, we may hope in the near future to have more intelligent workmen and a better class of work. The cause for so many inferior workmen as we have at present is not far to seek; some are poor because, having picked up the trade without any assistance, they are almost ignorant of the first principles of horological science. They began, perhaps, by cleaning their father's clock or some antiquated watch, and having some aptitude for the work, finally developed into the full-fledged watchmaker that they now claim to be. This class, however, are not by any means the worst offenders, because as a rule they have aptitude and a love of the trade and only require competent instruction and supervision to make them first-class mechanics. The fact that some of our best practical workmen are self-taught is held by some to prove that the self-taught mechanics are by far the better craftsmen, but we think that these exceptions only serve to prove the rule, as they become good workmen not because of their disadvantages, but in spite of them. If these same workmen had possessed the advantage of competent instructors they would either have attained a greater excellence in their profession, or acquired their knowledge in a much shorter time than it cost them to master it.

But probably the larger number of these inferior workmen spring from the class that was regularly apprenticed to good masters. Sometimes the fault is that the apprentice has no aptitude for the business and it is only a waste of time for any boss to attempt to make a good watchmaker out of him.

When a boss finds that a boy has no genius for the trade he should try and induce him to give it up and get into something more congenial to his inclinations. There can be no greater mistake than the supposition that anyone has brains enough to become a watchmaker; the fact is that watchmaking is one of the most exact of sciences, and it requires a mechanic of more than ordinary ability to insure success in this line. This fact is often lost sight of by parents who resolve to make one of their children a watchmaker because it is an easy and genteel business, and taking no account whatever of the boy's natural inclinations and capabilities.

A larger class than this, however, consists of those over-smart boys who have such large mechanical capabilities that they can learn any trade so simple as watchmaking in a few months. By the time they are able to clean a clock properly and have tried their hands with some tolerable degree of success upon some half score of cheap watches they know as much as their boss and don't see why they should continue any longer as apprentices when they are really first-class workmen, capable of earning the highest rate of wages by doing any kind of work from the repairing of a repeater watch to the manufacture of a chronometer. The result is that they launch out for themselves just about the time they should begin to be useful apprentices, and the amount of botch work they succeed in turning out is ample proof that their genius is of too elevated a character for such an ordinary occupation as watchmaking.

We said at the commencement that it would be hardly possible to effect any improvement in this class. Although probably not too old to learn, they know too much, and instruction of any kind would be thrown away upon them. This being the case, we think the only way to effect any improvement is to commence work upon the new material that is coming forward, and by means of highly trained and skillful workmen, force the incompetent out of the business. The only practical way in which we think this could be effected would be by the establishment of a horological school for this country. As the discussion of this would take a lengthy article in itself, we will reserve it until another issue, and conclude by merely saying that, in our opinion, the scheme is practical and well worthy of the consideration of the trade.

Selected Matter.

A NEW PROPOSAL FOR A HOROLOGICAL SCHOOL.

Our old friend, Mr. Aristarchius Plumbago, whose scheme for organizing a new watch company for the manufacture of "the Great American Demagnetized Hydrostatic Time Annihilator," was published in these columns some months ago, and which, for magnitude of scope and benevolent intention, stood without a rival among the beneficent propositions of the day. His time Annihilators were to be made for less than cost, and were to clothe the naked, christianize the heathen, father the fatherless, husband the widow, and in every conceivable manner confer blessings upon the human race. Plumbago, although in a chronic state of impecuniousness, is the champion philanthropist of the age; he is a whole missionary society in himself, with an orphan asylum and a charity hospital thrown in. In his own estimation, Peter Cooper's philanthropic enterprises are but side-shows to his, while these benevolent persons who have endowed colleges and built churches have done little to earn the praises of the public compared to what he proposes. Measured by his estimation of himself, he is the great humanitarian of the times, but not being fully appreciated in this degenerate age, he is usually regarded as the veriest Pecksniff among Pecksniffs.

But, as we remarked, Plumbago is in town; being in town, he naturally called to see us. After he had showered greetings and blessings upon us, we asked how he was progressing with the manufacture of the Great American Demagnetized Hydrostatic Time Annihilator.

"Ah! my friend," said Plumbago, while oleaginous tears trickled down his venerable nose, "this is a world of disappointments. Vexation of Spirit and petty persecution are the lot of the pure philanthropist and the unselfishly benevolent. It is a singular and remarkable fact that the American public did not respond to my appeal for funds with which to establish that enterprise in that spirit of liberality in which it was entitled to be received. You will remember I showed you a list of subscriptions amounting to $100,000 or more, and stated that I had as much more promised. Alas! the result proved that the men who made those subscriptions were penniless adventurers, who gave their fictitious sub-

scriptions for the sole purpose of controlling the organization of the company, and electing themselves to the best offices. They had no money, but large expectations. As I had proposed, as the inventor of the scheme, to be president, secretary, treasurer and general manager of the company, their views were incompatible with mine, and the company was never brought into being. The only money we received was $25, subscribed by an enthusiastic but extremely verdant country dealer. Those reckless adventurers insisted that I should divide that among them, but I refused, and reserved the amount to defray my own expenses. It cost me a front tooth and a discolored eye to retain that sacred trust fund, but I am thankful that my physical strength defeated the avaricious greed of those ungodly mockers of christian benevolence."

We commiserated Plumbago on the lack of appreciation bestowed upon him by a cold and unappreciative world, and asked him what he had been doing since the collapse of his watch company scheme, and what were his plans for the future.

"Well, I assure you, the world looked dark to me when my pet scheme proved a failure," replied Plumbago, "and I thought to retire from the hollow and deceiving world and become an Indian agent, but the administration at Washington declined to appoint me, owing to the bigotry and selfishness of certain religious advisers who surrounded the President at that time. The President was impressed with my personal appearance, but was vulgar and unkind enough to suggest that the inflamed appearance of my nose, the result of erysipelas, was due to other causes. My feelings were so lacerated that I left him in disgust, sorrowing over the insincerity and unchristian spirit to be found in high places. I next resolved to connect myself, as secretary or treasurer, with some of those benevolent societies organized by the different trades for relieving the distress of the orphans and widows of deceased members. I have understood that the officers of some of these societies had the handling of large sums of money, and I thought to make one of them cater to the demands of my carnal nature in exchange for my spiritual counsel and advice. But I found on inquiry that the offices of these societies were already filled by self-seekers who were making a worldly profit by their apparent benevolence, and there was no place for me. In vain I worked up combinations to displace some of these men, that true philanthropy, as personified in me, might usurp their places, but in vain. The only reward I recived for my labors was the scoffs and gibes of the unthinking, and an attack in a scurrilous newspaper, wherein I was designated as a 'gerrymandering dead beat,' a worldly phrase, as I am informed, highly uncomplimentary. I then engaged in the field of religious journalism, but because of some severe strictures I made upon an ungodly banker who did not advertise in my paper, I was persecuted for libel, and while undergoing the incarceration ordered by an unappreciative judge, my paper suspended for lack of that moral and literary pabulum I was in the habit of furnishing.

"It is a sad world, my friend, and we who are endowed with superior intellects, philanthropical instincts and empty purses are subjected to many and great vicissitudes. But I have now matured a scheme that is sure to be successful, and to win for me that fame and those pecuniary emoluments for which my soul has sighed so long and so vainly. The idea itself I derived primarily from The Circular, but the development of its details, the expansion of the primative thought to a magnificent conception, and its application to my own peculiar characteristics and necessities, is all mine—the result of the daily and nightly cogitation of this massive intellect. I learned from your columns that the great need of the watch jewelry trade to-day is a Horological School, where the principles of horology and their mechanical application shall be taught. Thus much I learned from you, but my experience taught me that the mechanics and artisans of to-day, and the youths who desire to become such, are walking in the devious paths of poverty. The highest acquirements of the human mind are impossible to one who suffers mental distress through the medium of a collapsed pocketbook. Neither is man susceptible of mental culture when he is oppressed with anxiety as to the future of his wife of his bosom and the children of his loins. Therefore I have conceived the brilliant idea of combining a horological school with a trade benefit society. I have already sent out prospectuses to the trade, and complimentary notices of the undertaking have appeared in several papers. The title I have selected for this enterprise I consider to be a stroke of genius. It is, 'The Excelsior Academy of Horological Science and Applied Art in Jewelry, and the Horologists' and Jewelers' Vade Mecum Contributive Benevolent Institution.' The title is rather long for rapid pronunciation, but it looks well in advertisements and letter heads. This is to be a stock company, and none but persons connected with the watch and jewelry trade will be permitted to buy shares unless they desire to. The capital stock is fixed at $1,000,000, in $100 shares, of which $1 is to be paid in when the stock is subscribed for and the remainder in $1 instalments as called for by the president. I am to be president; also secretary, treasurer and general manager of the institution, as well as instructor in the various branches that will be taught. There is no doubt but that the trade will greedily seize upon this idea and send in their subscriptions. The establishment is to be located at Chicago, now the centre of the earth as well as of civilization, culture and refinement; from this great centre radiates all that is worth knowing of this life or the life to come. An enterprising publisher of that city has already placed a fourth story loft at my disposal, in consideration of which I gave him favorable mention in my circulars. I propose to teach there the entire science of horology and all that is desirable to know regarding the art of making jewelry. Watchmakers can come to me and perfect themselves in the knowledge of the art, and young men will be taught everything connected with the jewelry trade and watchmaking for the modest sum of $5 a month. It doesn't matter that I don't know anything about the business; there are lots of elementary works on the subject which I can re-write in the form of lectures. Then I expect manufacturers to furnish the Academy gratuitously with machinery and appliances. In a month or so I expect this great institution of scientific and artistic training to be in excellent working order. The benevolent branch of this concern will, no doubt, prove the most profitable. In the prospectuses I promise to day $1,000 to the widow and children of any contributor or subscriber to the institution, and in case of the sickness of any member I promise $20 a week. This looks well on paper, and will unquestionably bring many subscriptions to the stock of the institution. Of course, as I am to run the whole affair,

my compensation will have to be liberal; the tuition fee will naturally come to me, and I can also disburse the fund subscribed for stock. I shall not be required to make any report of receipts and disbursements, and shall not be accountable to anyone. I have provided for this in the constitution and by-laws. In fact I regard the constitution and by-laws as something unique and original. They provide that a board of directors shall be elected by the charter members; I am the charter members, having used the names of three or four friends for this purpose; the board of directors elect the officers, and I am chosen president, secretary, treasurer and general manager. It is provided that when this is done the board of directors shall be superseded by the officers, that's me, and all reports of officers (that's me) are to be made to the board of directors (that's me). This prevents all impertinent intermeddling on the part of stockholders. If any of these complain or ask how their money is being used, I will reply that the institution is necessarily costly, but it should be sufficient for them to know that they have been allowed the distinguished honor of helping to maintain an Academy of such character and influence. This scheme I regard as the greatest effort of my life, and one calculated to bring to me that ease and comfort that I have so long pined for. Of course, we shall have a newspaper connected with the Academy for circulation in the trade, and as I shall be the editor of it, its influence will be thrown in favor of the Academy, and the trade can always be assured of receiving glowing accounts of its success. The trade will, pay liberally for advertising in such a paper, and this will be another source of revenue. My circulars were sent out last week, and favorable responses begin to come in already. Yesterday I received $1 for subscription to the stock, and this I shall invest at once in a few beer glasses to furnish the Academy with. In short, this great education institution may be considered as open for business. I return to Chicago to-night, to enter upon my duties as Professor of Horology and Kindred Arts, and custodian of all funds contributed towards the founding and maintenance of The Excesior Academy of Horological Science and Applied Art in Jewelry, and the Horologists' and Jewelers' Vade Mecum Contributive Benevolent Institution. From time to time I shall address you from that city, and keep you informed as to my public and private enterprises."

With these words Aristarchius Plumbago, the great philanthropist and modern humanitarian, smiled benignantly upon us, and took his departure, first having secured a small loan to enable him to keep an appointment with a pawnbroker. —*Jewelers' Circular.*

BURNISHING.

By burnishing, the roughness of an object is flattened down until the surface is smooth and polished like a looking glass. Burnishing is an important operation for electro deposits, which consists of a multitude of small crystals, with intervals between them, and with facets reflecting the light in every direction. The deposited metal is hardened and forced into the pores of the underlying metal, and the durability is thus increased to such an extent that, with the same amount of silver, a burnished article will last twice as long as one which has not been so treated. The instrument employed for burnishing are made of different materials, and must be of great hardness and a perfect polish. Such are hardened cast steel, agate, flint, and bloodstone. For metallic electro deposits steel and blood stone are especially employed. There are several qualities of blood stone; its grain should be close, hard, and without seams or veins; it should leave no white lines on the burnished parts, nor take off any metal, and its color should be of an intense black red. The steel must be fine and close grained and perfectly polished Should the polish of any burnishing tool alter by use, it is restored by friction upon a skin or leather attached to a wooden block, which is fixed to the bench. The leather is covered with polishing rouge impalpable powder, or, preferably, with pure alumina, obtained by calcining ammonia alum in a forge fire. Venetian tripoli, rotten stone, tin putty, emery, or many other hard substances finely powdered may be employed. The burnishing tools are of various shapes, such as a lance, a tooth, a knife a half sphere, or a dog's tongue, and a considerable stock is necessary. The burnishing is divided into two distinct operations. The first consists in roughing, and the second in finishing. The tools for the first have a sharp edge, while for the second operation they have a rounded surface. The tools for the hand or the lathe are fixed by copper ferrules into short round wooden handles, so that the hand is not influenced by their weight. The tools for the arm or vise are fastened to wooden handles sufficiently long to rest their slender part upon the arm or shoulder. The stouter lower portion is grasped by the hand. The burnishing tools and the objects must be frequently wetted by certain solutions some of which facilitate the sliding of the instrument, or with others which have a chemical action upon the shade of the burnished articles. Of the first are pure water, solutions of soap, decoctions of linseed, and infusions of the roots of marsh mallow or licorice. The second includes wineless, cream of tartar, vinegar, alum in water. When burnishing gold applied upon electro deposits of copper, as is gilding with a dead luster by that method, use pure water, for fear of producing a disagreeable red shade. A solution of green soap is sometimes preferred by operators, although when old, it imparts an unpleasant tinge, owing to the sulphides of the liquor. When the burnishing is completed, the surface is wiped longitudinally with a soft and old calico rag. The polish obtained by burnishing is called black when it reflects the rays like a mirror, and should the presence of mercury or a bad deposit pravent the tool from producing a bright surface, the object is said to be greasy. Articles which have been previously polished, and which generally receive a very trifling deposit, are not burnished, but rubbed with chamois leather and the best polishing rouge. Too thick or too rapid electro deposits cannot be burnished, but must be polished by rubbing with a leather and a mixture of oil and powdered pumice stone, tripoli, or tin putty. Coarse powders are used at the beginning, and impalpable ones at the end of the operation. Polish silver deposits are more agreeable to the eye than burnished ones, but the hardening of the latter renders them more durable.

HOW MOSAICS ARE MADE.

It is said that in a portrait of Pope Pius V. there are 1,700,000 pieces, each no larger than a grain of millet. The enamel is a kind of glass, colored with metallic oxides, and it is so fusible that it can be drawn out into threads, small

rods, or oblong sticks of varying degrees of fineness, slightly resembling the type used by compositors. These polychromatic rods are kept in drawers properly numbered, so that the artist always knows to which case to repair when he requires a fresh supply of a particular tint or tints. When the picture is commenced the first step is to place on the easel a slab of marble, copper, or slate, of the size fixed upon; and this slab is hollowed out to a depth of three and a half inches, leaving a flat border all round, which will be on a level with the completed mosaic. The excavated slab is intersected by transverse grooves or channels, so as to hold more tenaciously the cement in which the mounts of enamel will be embedded. Then the hollowed slab is filled with "gesso" or plaster-of-Paris, on which the proposed design is accurately traced in outline, and usually in pen and ink.

The artist then proceeds to scoop out a small portion sf the plaster with a little sharp tool. He fills up the cavity thus made with wet cement or "mastic" and into this he successively thrusts the "spiculæ," or the "tesseræ," as the case may be, according to the pattern at his side. In the broad folds of drapery, or in the even shadows of a background, or a clear sky, his morsels of enamel may be as large as one of a pair of dice; in the details of lips, or eyes, or hair, or foliage, or flowers, the bits of glass may be no larger than pins' heads. The cement, or mastic, is made of slaked lime, finely-powdered Tiburtine marble, and linseed oil, and when thoroughly dry, is as hard as flint. Sometimes the mastic which fills the cavity is smoothed and painted in fresco with an exact replica of the pattern, and into this the bits of glass are driven, according to tint, by means of a small wooden mallet. If the effect produced wounds the artist's eye, he can easily amend the defect by withdrawing the offending piece of enamel and driving in another while the cement is still wet; and, by observing proper precautions, it can be kept damp for more than a fortnight. When the work is completed any tiny crevices which may remain are carefully plugged or "stopped" with pounded marble, or with enamel mixed with wax, and the entire surface of the picture is then ground down to a perfect plane, and finally polished with putty and oil. Byzantine may be broadly distinguished from Roman mosaic by the circumstances of the surface of the former being left unground and unpolished—save were there is burnished gold—thus leaving an irregularity of surface productive of great vigor of effect. A virtuous picture of the Byzantine style can at once be recognized as a mosaic, even if it be hung at an altitude of one hundred feet from the ground; but a perfected mosaic picture, after the Roman manner, might easily be mistaken, even at a very short distance, for a very elaborately finished and highly varnished painting in oils.—*London Telegraph*.

BORROWED JEWELS.

A writer in *All the Year Round* says: "Turkish ladies are at least as extravagant as their European sisters, and even more thoughtless than the most foolish of them. In these times of the decadence the majority have parted with their gems and finery, and when a marriage takes place, a feast, or what not, they hire valuables for the ceremony at monstrous interest. Some twelve months since the system, and the abuses it necessarily carries, were displayed in a famous case. Hairie Hanoum, wife of Mizhet Effendi, ex defterdar of the villayet of Broussa, was charged with obtaining money and jewels under false pretenses. Occupying a good house, where she dispensed a princely hospitality, she made it a business to hire valuables from the female dealers, which she immediately pledged in the bazar; or she hired in the bazar and pledged in the harem. Sometimes the jewels were needed to deck herself and her slaves at a grand ceremony; sometimes she pretended a visit to the imperial princesses. The prisoner also borrowed articles from people of the first rank, such as the wives of Essad and Huesin Beys, the daughters of the governor-general of the villayet of Hedjaz, and even from the daughter of Muchir Safvet Pasha. The important element of this detail is her emphatic declaration that all these great ladies either took money in the shape of interest, or actually 'stood in' with her, receiving a proportion of the sums for which she dames immediately repledged the objects which Hairie Hanoum pledged with them. The lady carried on her little game for many months, redeeming some pledged their ornaments. In particular she alleged that the family of Muchir Safvet made a regular business of hiring out their jewels when he was from home. These statements, of course, were vehemently denied, and the judges appear to have past them over with as brief notice as possible. As for the transactions with regular female brokers, they prove to be a maze of in-and-in dealing. These articles by the cash obtained upon newer loans. But the enormons interest finally swamped her. At the moment of arrest she was found in possession of five diadems, thirty-six jeweled plaques of medallions, eight aigrettes of brilliants, one gold watch and chain, two half diadems, seven pairs of brilliant ear-rings, three jeweled lockets, one bracelet, six diamond pins, five valuable rings, four brooches in brilliants or rose diamonds, one bouquet with jeweled leaves of flowers, one brilliant crescent, two valuable ancient robes. The whole was set down at over £5,000 Turkish—about £4,500. Hairie Hanoum was convicted. I forget her sentence. But the foolish system which encourages a swindle like hers is unchecked. In the lower ranks of life it produces every form of immorality, as a sensible man of the world needs not to be assured."

THE GOOD OLD TIMES.

The complaint that money will not go so far in our generation as it did a generation ago, is frequent enough, although the compensating truth that money on the whole, is made more quickly nowadays than it was formerly, is not so frequently dwelt upon. The general sinking of the value of money was most instructively and pleasantly illustrated in a paper read by M. Avenel a few days ago, in Paris, before the Academy of Sciences. His subject was confined to the period of Louis XIII.—1610 to 1643. A tolerably brilliant housekeeping, with ten servants, could be easily managed, as M. Avenel tells us, upon a yearly income of 12,000 francs. This is proved by the account books of Cardinal Richelieu's niece, Madame de Pont Courbay, who had exactly that income, and maintained herself, her two daughters, and no fewer than sixteen servants in the style corresponding to the high place and power of her eminent kinsman.

A nobleman with a revenue of 100,000 francs was held to be amazingly wealthy.

This was the *appanage*, M. Avenel says, of Gaston the King's brother, and also of the Duc de Rohan. The Constable de Montmorencie, the richest nobleman in France, gave his daughter only 300,000 francs as her dowry. Queen Henrietta Maria, the wife of Charles I., only brought about 300,000 francs into her English home as her wedding grant. The rents of the most splendid houses in Paris were extraordinary low—measured by the scale of two centuries later. Then the English Ambassador in Paris only paid 2,000 francs a year for the hire of his imposing hotel.—*Exchange.*

BUSINESS CHANGES FOR JUNE.

Anderson, A. C., & Co., Hamilton, dissolved, Dr. Dillabough withdrawing, A. C. & W. Anderson continue under old style; Boyd, Watson & Co., London, Fancy Goods, dissolved, business continued by Watson, Young & Co.; E. Maycock, Winnipeg, stock slightly damaged by removal and water; Jno. Scanlan, Bridgen, Hardware, removed to Forest; W. C. Fox & Co., Toronto, Jewelry, Bailiff in possession on Landlord's warrant; C. A. Davidson, Watford, Watchmaker, sold out; R. Wilkinson, Toronto, Stationer, sold out to J. S. Robertson & Bro.; Chinie Bro., & Lynch, Palmerston, Hardware, dissolved, Wm. Lynch continues alone; Elliot & Knott, Palmerston, Hardware, dissolved. Ellliot retiring, style now Lurs, Knott & Co.; W. A, Bnnghurt, Deleware, Furs, has removed to Oil City; Moodie, H. R. & Co., Winnipeg, Fancy Goods and Auctioneers, stock sold by Sheriff.

BUSINESS NOTES.

The jewelry store of T. G. Lowe & Co., in Windsor, was entered on Saturday night, and a large amount of jewelry taken.

Mr. W. G. H. Lowe, of the firm of Zimmerman, McNaught & Lowe, sailed for Europe, via New York, by the White Star steamer "Adriatic." He expects to return about the middle of July with the choicest novelties in jewelry that the English and Continental markets can supply.

Mr. A. C. Anderson, of the firm of A. C. Anderson & Co., of Hamilton, sailed for England last week on business for his firm. We wish him a prosperous trip.

Senex, British Columbia.—Your letter just received as we go to press, too late for this number. Will appear in next. Pleased to hear from you—come again.

An advertisement reads; "Wanted—A young man to be partly out-door and partly behind the counter:" and the *Cleveland Leader* asks, "What will be the result when the door slams?"

We regret to learn that Mr. W. F. Carrier, of the firm of Carrier & Marshall of this city, has been laid up with a severe attack of erysipelas in the head. His many friends in the country will be glad to hear that he is rapidly recovering, and expects soon to be about again.

A certain Chicago vessel captain was complaining recently that he had invested some money on 'Change and lost it all. A sympathizing ship-chandler asked him whether he had been a "bull" or "bear" to which he replied; "Neither, I was a jackass."

Mr. Samuel Stern sails this week for Germany, on his annual buying expedition. As usual he will ransack the Continental markets for anything new in fancy goods and clocks, and his customers may depend on his being as far to the front this season as usual in his special lines. —A pleasant trip Samuel.

We were pleased to receive a visit the other day from our esteemed friend, A. H. Doran, of Emerson, Manitoba, who was passing through Toronto on his way to his home in the Gateway City. Mr. Doran thought that while the water was subsiding in Emerson, he would visit Ontario and take unto himself a partner; this he accomplished successfully, and we had the pleasure of offering the newly married pair our congratulations.

A Montreal dealer in paiuts, &c, one B. B. Deacon, has failed, and is offering his creditors fifty cents on the dollar, but they demur, believing the estate could realize much more. He owes $5,000, and shows business assets of about $4,000, besides which he owns real estate that he values at $8,500, mortgaged for $7,500. The creditors think the real estate worth more than the price put upon it by Mr. Deacon, and are getting it revalued. The attempt to carry on two stores, and over investment in property are the cause of his troubles.

In reference to the letter signed "Reader" sent us about ten days ago, we cannot possibly publish such a communication. "Reader's" best plan would be to put his case in the hands of a good lawyer, if so, we think he could recover, as we believe the party he refers to is now in business in Hamilton. We are down on swindlers and dead beats of all descriptions, and shall always be ready to aid in exposing them, but we cannot publish anonymous communications, in all cases we must have the authors real name and address as a guarantee of good faith. If "Reader" will communicate with us by letter, we shall be happy to assist him.

A grocer in St. Catharines has hit upon a novel plan by which to collect bad debts. So soon as a customer becomes dilatory in payment of grocery bills, and shows indisposition to settle, the grocer sends round a boy with a big bell. The boy stops in front of the delinquent's residence and rings the bell vigorously. He is soon told to go away, but never takes the hint until the discovery is made that it is the grocer's boy "who has come to stay" and to keep up the infernal clang of his bell. "The result has been, so far, says the *Journal*, in every case that the debtor has come in a very indignaut frame of mind and settled up. He don't want the neighbors to get the idea that the ringing of the bell means a bailiff sale going on in the house." It may possibly be found, however, that the customer so dunned may get even with his tormenter by taking proceedings against him for creating a nuisance by his bell-ringing. Even slow-paying purchasers, provoking as they often are, have rights, and we suspect that one of them is that of protection from any such ear-splitting insults as those described.

The Montreal detectives are engaged in trying to find the perpetrator of an extensive robbery that took place a few days ago in the establishment of Louis Albert, a pawnbroker doing business in Notre Dame street. The total loss is about $5,000 in money and valuable goods. About seven o'clock in the morning a grandson of the proprietor, who is accustomed to open the store, found the front door open and the key in the door. He at once gave the alarm, and after a short search it was found that the safe had also been opened with a key, and about $1,600 in cash, and about $2,000 or $3,000 worth of goods, consisting of diamonds and other precious stones, rings, watches, chains, and other articles of jewelry, stolen. Further investigation showed that the robbery had been perpetrated by some one who was well acquainted with the premises; and suspicion at once fell upon a member of the family living in the house. The party suspected is under surveillance, but no arrests have yet been made. Another warning as to the utter worthlessness of key-lockins safes. Will it do any good.

The case of E Freudeuberg, jeweler of Ottawa who mysteriously disappeared some months ago, is at present attracting considerable attention on account of the action of Messrs. P. W. Ellis & Co., Wholesale Jewelers of this city. This firm finding that Freudenberg had dissappeared, taking with him all his available funds and some of his stock, attached the balance of his stock as security for their account. After being absent some three months Freudenberg returned, and finding Messrs. Ellis & Co, in possession commence an action against them for unjust attachment of his stock, stating that he had only been home to Holland on a visit. The first case was decided in favor of Messrs. Ellis, after which Freudenberg carried it to a higher court. Judgment in this appeal was given last weak, the Master in Chancery decided that the Messrs. Ellis, were perfectly justified in their action. It seems very strange that any merchant should dissappear so strangely that even his wife did not know of his whereabouts, and still try to set up the plea that he had only been visiting his native place on pleasure. If he had so intended he should at least have notified his creditors and made some provision for the accounts maturing during his absence.

The warerooms of Lee & Chillas, wholesale jewellers, are situated in the Royal Insurance buildings, corner of Wellington and Yonge streets. They open off the general hallway on Wellington street, and consist of one large and one small room. From the former to the latter there are two entrances—one from in front of the counter, and the other from behind. On Thursday last, Mr. Lee was sitting alone in this smaller room making up the deposit for the day, when two men came in and asked him if they could see some gold chains. Mr. Lee enquired if they were in the business, explaining that his firm sold to the trade only. They replied that they were in business in Ottawa. Mr. Lee then rose, passed through the door into the larger room, and stood



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AMERICAN WATCH CO.,

ROBBINS & APPLETON, - General Agents,

NEW YORK.

behind the counter. When he got behind the counter, the strangers were just coming out of the other door, one about a yard behind the the other. Some chains were produced, and while the strangers were examining them and asking the prices a customer came in, and the supposed jewellers said they would call again. Mr. Lee then became engaged with the customer. After transacting business with him he returned to his private office, and at once saw that his intended deposit had disappeared. The whole amount was $800, $275 of which was in cash and the remainder in cheques. Payment of the latter was stopped, and the police notified of the robbery. Just as we go to press we learn that three men, supposed to be the thieves, have been arrested at Kingston and brought to Toronto. Mr. Lee has identified two of them as the parties who wanted to see the gold chains at the time the money was stolen, and the magistrate has remanded them for one week, refusing bail.

WORKSHOP NOTES.

Powder for Silvering.—To 16 parts melted tin add an equal quantity of mercury, rub it well together, and with it mix 125 parts prepared hartshorn. Any metal rubbed with this will take the appearance of silver.

An Excellent German silver is prepared by melting in a crucible 55 parts copper, 23 nickel, 17 zinc, 3 iron and 2 tin. This composition is in every respect equal to silver in appearance, fully as hard, and not vitreous.

Articles which do not require much handling, may be quickly gilt without battery as follows: 1 part of chloride of gold and 4 parts cyanide of potash are dissolved in boiling distilled water, and the gilding fluid is ready; the articles are hung into this hot solution tied by a fine copper wire to a strip of zinc, scratched clean, left in it for a few minutes, and they will be handsomely gilt.

Cement for Glass and Metal.—Every one who uses brass letters on glass windows, and knows how often they tumble off from unequal expansion, or from the too energetic efforts of window-cleaners, will be glad to have the following receipt: Litharge, 2 parts; white lead, 1 part; boiled linseed oil, 3 parts; gum opal, 1 part. Mix just before using. This is said to form a quick-drying and secure cement.

Alloy for from 8 to 18 Karat Gold.—6 karat: 6 parts fine gold, 6 fine silver, 12 copper; 8 karat: 6 fine gold, 5⅓ fine silver, 10⅔ copper; 10 karat: 10 fine gold, 4⅔ fine silver, 9⅓ copper; 12 karat: 12 fine gold, 4 fine silver, 8 copper; 14 karat: 14 fine gold, 3⅓ fine silver, 6⅔ copper; 16 karat: 16 fine gold, 2⅔ fine silver, 5⅓ copper; 18 karat: 18 fine gold, 2 fine silver, 4 copper.

To Harden Steel Tools.—The practice is common among the engravers and watchmakers of Germany of hardening their tools in scaling wax. The tool is heated to whiteness and plunged into the wax, withdrawn after an instant and plunged again, the process being repeated until the steel is too cold to enter the wax. The advantages claimed for this method are that the steel becomes almost as hard as the diamond, and when touched with a little oil or turpentine, the tools are superior for engraving, and also for piercing the hardest metals.

To Clean casts of gypsum (plaster of Paris) bas reliefs, etc., which has stood for a long time and become dirty and dusty, several methods are employed, all of which, however, tend to injure the sharp corners of the cast, and occasion loss of time. The writer was called upon to do much of this work, and he hit upon the following excellent expedient: Boil of starch a thick paste, and spread it over the article to be cleaned, with a soft brush. Expose it to an airy place, and when dry, the paste will peel off, together with all the dirt and dust, and the cast will appear as white as when new.

Gilding Steel.—Polished steel may be beautifully gilded by the means of the ethereal solution of gold. Dissolve pure gold in *aqua regia*, evaporate gently to dryness so as to drive off the superflous acid, re-dissolve in water, and add three times its bulk of sulphuric ether. Allow it to stand 24 hours in a stopped bottle, and the ethereal solution of gold will float on top. Polished steel dipped in this is at once beautifully gilded, and by tracing patterns on the surface of the metal with any kind of varnish, beautiful devices in plain metal and gilt will be produced. For other metals the electric process is best.

To Temper Circular Saws and Thin Steel Discs.—Thin steel plates can be well and evenly tempered, by slowly heating them until red-hot in a wood fire, kept bright with the bellows. Two metal sheets or plates of a larger size than the steel must be lying ready, on one of which cold water has just been poured. Transfer the red-hot steel plate from the fire to the wet plate, and an assistant must be ready to lay the second plate immediately on top of the steel.

To Protect Metal Wares.—Polished articles of iron, steel, bronze or brass, are best protected against rust or dimming by polishing them with joiner polish and linseed oil, in the same manner as joiners polish wood. This precedure is adapted for all manner of highly polished metal wares, and especially for piano strings. The knack is easily learned. If a little saffron is added for brass, it will receive a gold like appearance. This must not be mistaken for the common way of "varnishing," by means of a brush. The inequality of such a coating is always disagreeable to the eye, while the other manner cannot even be recognized by expert eyes.

The Favorite black tone, the so-called oxidizing on silver, is produced in different ways, either with chlorine or sulphur. The latter gives a bluish black, the former a brown tone. If a deeper black is desired upon the finished article, either of silver, bronze, brass or copper, and silver plated, I use spulburet of potash (liver of sulphur), which I dissolve in distilled water and warm a little; if the tone is desired to be more of a brown, I use sal ammoniac and sulphate of iron in equal parts, dissolve in vinegar. But the easiest method, and sufficient for common demands, is to rub the article to be colored with sal ammoniac, and the black color is immediaely produced. Should a larger surface become spotted, or uneven in color, brush it with graphite. Mr. Kamarsh says, in order to coat silverware with a dark gray color, and to produce the so-called oxidized silver, immerse the manufactured and polished article in a very weak solution of sulphuret of potash and water, to which add a little sal ammoniac; when the desired color is produced, rinse in clean water, dry and finish by polishing, which with sufficient care, may be done. The thus produced gray color forms a very pleasing contrast for articles which are partly gold or gilt.

To Make Crocus.—Take sulphate of iron in quantity to suit, break it into small pieces, and put into a clean iron heating-pan, which place upon a gentle coal fire. The sulphate will soon become fluid, and part with its water of crystalization, but become dry little by little. It thus loses its green transparent color, but will turn into a whitish opaque mass. Now increase the heat under the pan, and constantly stir the mass with a rod, taking care not to let anything adhere to the pan. It will gradually assume a darker color until it becomes red. Stir it well and see if it be uniformly red and heated, then remove the pan from the fire and let it cool. When cold rub the mass fine in an earthen or porcelain vessel, pour boiling water upon it and let it stand for a day; then decant and add more boiling water, stir well and let it stand for another day, when decant and replace it by fresh. Stir again, and let settle for a few minutes, until the coarse iron-containing powedr has settled. Now pour off all the fluid down to the dregs into another vessel, let it stand in this for several days until the fine powder has settled and the water has become clear, which then pour off and dry the powder in the air; but not by the fire, powder dried by the fire scratches. The red powder thus obtained is ready for use, preserve in a dark place.

MEASURES OF CAPACITY.

Name.	No. Liters.	Dry Measure. Weight of what quantity of water at maximum density.	Wine Measure. Avoirdupois weight
Gram.....	equals	1 cubic centimeter equals	15.432 grs.
Decigram...	"	1 cubic centimeter "	1.5432 grs.
Centigram..	"	10 cubic millimeters "	0.1543 gr.
Milligram..	"	1 cubic millimeter "	0.1054 gr.

STANDARD WEIGHTS OF UNITED STATES COINS.

Double Eagle,	$20 gold.....	516	Half Dollar, silver.....		129.9
Eagle	10 "	258	Quarter Dollar, silver.....		96.45
Half Eagle	5 "	129	Twenty Cents, "		77.16
Quarter Eagle,	2½ "	65.5	Dime, "		38.58
Three Dollars.	"	77.4	Five Cents, copper-nickel.....		77.16
One Dollar	"	25.8	Three Cents, "		.30
Trade Dollar,	silver	420	One Cent, bronze		.48
One Dollar.	"	412.5	U.S. gold and silver coins are 9 10 fine.		

SCIENCE NOTES.

In 1807 wooden clocks began to be made by machinery. This ushered in the era of cheap clocks.

The Society for the Encouragement of Home Manufactures (France) has offered a prize of six hundred dollars for the best article sent to them describing the materials used in watches "*like those made in America.*

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A Monthly Illustrated Journal. Published in London.
The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

This important Trade Organ, now in its seventh year of publication is in the hands of every British Watchmaker, Jeweller and Silversmith, and is therefore a most valuable medium for manufacturers requiring publicity in Great Britain.

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Stones, Imitations, Locket Glasses, &c
Unsurpassed in the Dominion.

A PAPER watch has been exhibited by a Dresden watchmaker. The paper is prepared in such a manner as to render the watch as serviceable as those in general use. Attempts have been made in this country to establish watch companies made of paper, but the schemes did not work.

So microscopically perfect is the watchmaking machinery now in use that screws are cut with nearly 600 threads to the inch—though the finest in the watch has 250. These threads are invisible to the naked eye, and it takes 144,000 of the screws to weigh a pound, their value being six pounds of pure gold.

A LONDON repairer of watches loaned a gentleman a watch until his own could be mended. The spring of the loaned watch broke. Commissioner Kerr, of the City of London Court decided that the wearer was not responsible. Said he, "I don't care about trade customs ; I am here to administer the law."

BRACELETS of old coin are all the rage, and some of the coins purchased at the noteable sale in New York a few days ago, are already dangling from ladies' wrists. Some of the prettiest coin bracelets are those of American gold one, two and a half, five, and ten dollar pieces, and nearly all the girls of the period have a pair.

SHOULD you ever happen to encounter a watchmaker who after making an investigation of your family turnip says: "My dear sir, there is uothing the matter with your watch ; it does not even need cleaning," set that man down as one who will never rise to eminence in his profession or become a millionaire.—*Commercial Advertiser.*

A NEW HOROLOGICAL SCHOOL.—The horological industry has received a great impulse in the Jura, Switzerland ; several projects are on foot tending to perfect its products, and to ameliorate the condition of the workman. The project is agitated of instituting a school of horology at Porrentruy and l'Hopital, in the Cantou Berne.

MOTIVE FORCE.—A company in Paris at present supplies motive power to small shops and families by means of vacuum. It has already constructed a line of about 700 meters, and furnished force to several small shops. A powerful machine, with air pumps creating a vacuum of about three-fourths atmospheres, furnishes the exhausting power.

TELEPHONE.—While the telephone does not meet with its full deserved success in Europe, the Chinese have siezed upon it with great avidity. The circumstance that each Chinese word has a separate word sign hindered the *queued* inhabitants of the flowery kingdom from using the telegraph, but the telephone, on the contrary, also speaks Chinese!

NEUCHATEL.—A Swiss watch manufacturer some time ago was sued for fraud, having sold a 7-karat gold watch case for 14-karat. Six watch case manufacturers from Locle were present as witnesses, and acknowledged freely and openly that this species of fraud had existed for years, and they could not understand why suits should be instituted for such a trifle. The manufacturer was sentenced to one month's imprisonment.

GOLD TURNED INTO VAPOR.—E. W. Morley. of Hudson, Ohio, lately exhibited two slides, each of a specimen of the metallic globules said to be gold, from the roof of the Mint at Philadelphia. These were examined with a two-third objective, and Prof. Hanks stated that his examination and treatment of them with acid showed conclusively that gold would become volatilized, and no doubt pass off in the fumes from the retort.

RECKONING OF TIME BY CHINESE.—Little note is taken by the Chinese of the flight of time ; they date their common events by "the year of the great snow storm," or "in the night that the white cow was born." Larger towns have sun dials, and the hours are sounded on large drums at the principal places. The mandarins and well-to-do people have lately affected not one. but a pair of watches, of the costliest Switzerland or France is able to produce ; a child born at eleven o'clock, December 31, 1880, is, at one minute past twelve, one year old ; he was born iu 1880, *ergo*, he must be one year old in 1881.

AN amateur was chaffering about the price of a table service in Dresden china. "But it is much too dear! ' There is not a single piece in it which has not been mended." The dealer has his answer pat. "My dear sir," he says, "why that is the very thing that makes the set valuable. This is the table service that Bonaparte broke when he kicked over the preliminaries at Leobeu l" The amateur, a little taken aback by this thrust, says : "Are you perfectly sure of that?" "Certainly I am. Would you like the same service without its being mended? I have that also."

PROFESSIONAL SCHOOLS.—Paris couuts at present four large schools, in which young boys having an elementary instruction, may acquire a trade. Each day, the children. aged from eight to uine years, pass several hours in the shops, and, beside, are taught theoretical principles, designing, and modeliug. The Municipal School of Apprentices, at Villette, offers the opportunity to boys of the age of thirteen or fourteen, to choose a profession best adapted to their tastes and capacity. For this purpose, they may, during the first year, change from trade to trade, without troubling themselves about material ruined, and at the expiration of twelve months, are required to make their final choice. This plan of study consists of five hours per day devoted to instruction, and six hours passed in the shop. It is difficult to imagine a better system of obtaining superior and intelligent workmen.

NICKEL
SHOW CASES FOR SALE.

In consequence of their removal the undersigned have For Sale Very Cheap, Five First Class Nickel Show Cases, made by Millichamp, of Toronto. The Cases are square shaped, 12 feet long, 30 inches wide, and 20 inches deep, with Handsome Stained Stands. Are suitable for Fancy Goods or Silver ware. Cases and Stands cost $116. Will be sold for $80 cash.

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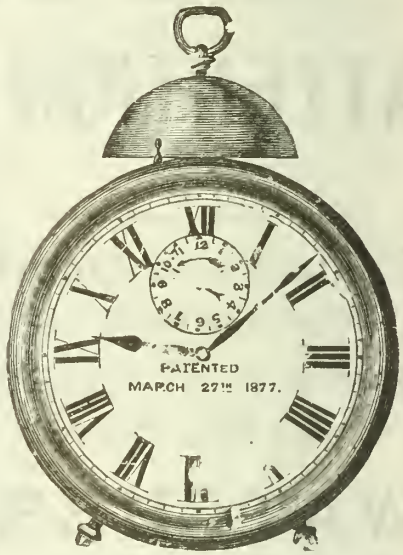
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And Metal Worker
Is the official Journal of the
Watchmakers and Jewellers,
of the North west,
CONTAINING 56 PAGES OF
Illustrations and Reading Matter.
Whose columns are replete with choice articles upon Horology, Watch-making and repairing, written for this Journal by practical and scientific men ; also a large amount of general information of vital importance to the trade ; also continued articles, or lessons in letter engraving, written by a celebrated engraver of this city. Subscription price, $2.00 per year. Single copy, 20 cents.

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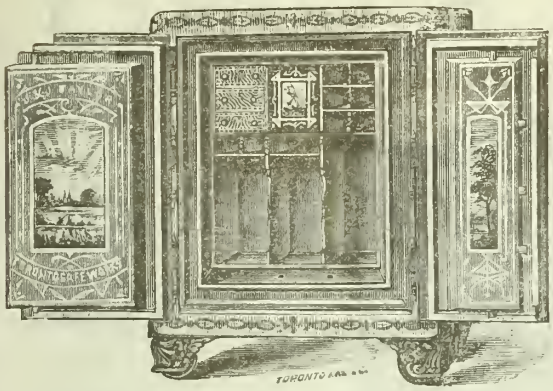


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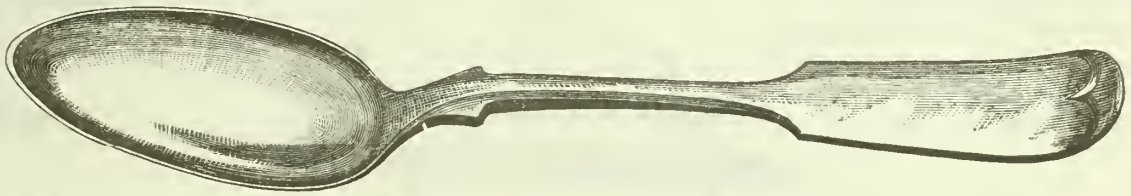
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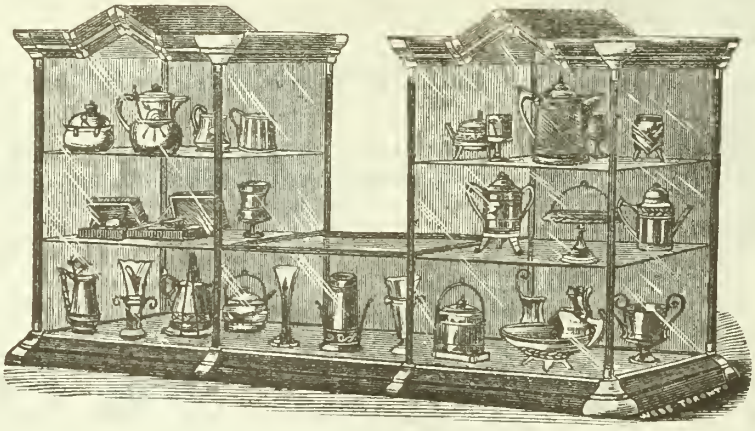
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SHOW CASES.

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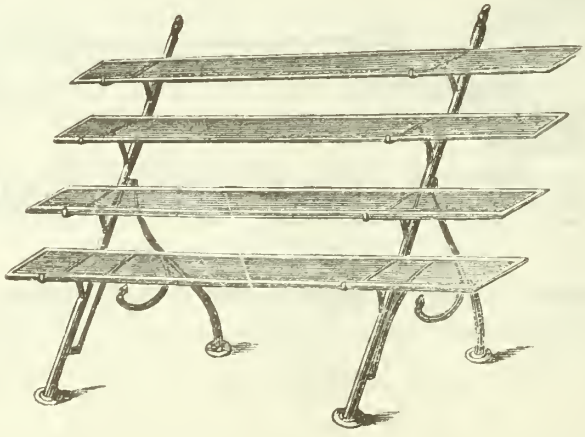
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THE TRADER.

TORONTO, ONTARIO, JULY, 1882.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, -	-	$20 00 each issue
Half Page, -	-	12 00 "
Quarter Page, -	-	8 00 "

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

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13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 27th of each month.

Editorial.

HOW TO SEND MONEY.

We often hear complaints from merchants, both wholesale and retail, about the uncertainty and risk of sending money. There should be but little trouble and no risk attached to sending money remittances if the few plain rules we propose to give below were faithfully attended to. A great many people when they make remittances have a habit of sending their money in bills, either by express, or by post in registered letter ; both of these methods are clumsy and the latter somewhat unsafe.

If a money letter goes astray, even though registered, the post-office department runs no risk of loss—the loss, if any, falls on the sender. It is true that the registration is a great help in finding out what has become of it, but it has often happened that when that discovery was made it was of no benefit to the loser whatever. Then again, sometimes when money is thus sent by letter, there arises disputes upon the amount really sent. The sender asserts that he sent a certain amount, say $25, the person receiving it says he only received $20; both are positive, and it is possible that they may both be right—that $25 was sent and only $20 received. It has happened before and it will happen again that money has been abstracted by some dishonest clerk, in which case the sender has to bear the loss ; or it may have happened, as is sometimes the case, that the sender had made a mistake in sending the money and really sent the smaller amount in place of the larger as he had intended. For these reasons we say the habit of sending money enclosed in letters is unbusinesslike, risky, and apt to lead to disputes, and should therefore be avoided by all those who want to do business in a trustworthy manner.

There are three ways of sending money that are absolutely safe, and at the same time as cheap and occasion much less trouble than any of those already mentioned. Sending by

POST-OFFICE ORDER.

Where there is no bank this will be found a very simple and perfectly safe method of sending money, and we would strongly urge our readers in out-of-the-way places, where there are no banking facilities, to use this in preference to sending remittances either by express or enclosed in letters. Sending by

BANK DRAFT.

This is a simple and safe plan, and the sender runs very little risk in adopting it. All drafts should be made payable to the order of the party or firm to whom the remittance is intended—this will effectually prevent any one else from making use of it, even if it by some mistake should chance to get into other hands, unless they commit forgery, which few people care to do. Sending by

MARKED CHEQUE.

This we consider the simplest, safest and most business-like method of any we know of. All that requires to be done is to write out the cheque, (adding collection), payable to the order of the party to whom the money is to be sent and get it marked "good" by the banker and sent on by letter in the usual way. There is little risk in sending it, for such a cheque is good to nobody except the person to whose order it is made—it is therefore safe. But beyond these considerations it has also this one, that the party to whose order it is payable must endorse it before they can get the money ; when it comes back to the maker, as it must do, he then has his own cheque with the receivers endorsation as a receipt that the money has been received. In fact such a cheque is receipt enough in itself. If the cheque should get lost in transit, the maker can easily stop payment, which would render it worthless to anyone except himself or the party for whom it was intended.

This method of sending money remittances by marked cheque has so many things to recommend it, that we are astonished that it has not been more generally adopted by our merchants than it has been. Some of the largest and wealthiest houses in Canada have given it a trial for some years and they say they would not willingly go back to the old method. This way of sending remittances is as near perfect as can possibly be, it is as simple as any, and above all it furnishes an incontrovertable receipt that cannot be gainsayed.

OUR FUTURE TRADE POLICY.

The past few weeks have been so filled up with election matters that people have apparently had but little time to devote to business. However, the great event is over at last and people already breathe freer, knowing that whether the elections have gone according to their wishes, or not, they are at least settled for the next five years.

Without doubt the great question of the election just over was, "what shall the future trade policy of Canada be, protective or revenue tariff?" and for the second time the people have given forth no uncertain sound upon it.

Notwithstanding the other questions, such as the "Boundary Award," "Disallowance Bill," and the "Gerrymander," the "National Policy" seemed to force its way to the front in spite of every effort to keep it in the background, and it is no exaggeration to say that the government were sustained, not because they had no bad marks against them, but in spite of these faults, and simply that the protective trade policy might be continued. It seems to us that the contest just passed was more of a plebisite upon the trade policy of the government than anything else, and it is safe to say that had this policy not commended itself so highly to many of those who differed from the government politically, the majority would have been very greatly reduced, if they had not been utterly defeated. The late election was a kind of anomaly in its way, the contestants although nominally two, being really three in number ; the party supporting the National Policy intact, composed of the Conservative party and Liberals who thought a sound mercantile policy with

a bad government better than a good government with a bad mercantile policy; the Blake party, who would support the national protective policy at present in force with a re-adjustment of some of its worst features; and, lastly, the *Globe* party, who were "again the government" and the N. P. in every particular, pronouncing the latter emphatically "a national folly and a national crime."

The Blake party and the *Globe* party were supposed to be synonymous, but in reality nothing could be further apart than their aims, the former being the party of "progress," the latter of "revenge." If the *Globe* had possessed discretion enough to have accepted the situation, and loyalty enough to the party it misrepresents to support its leader's policy with its whole strength, it is more than probable that the result of the election would have been very different from what it was. As between the present policy of out and out protection and Mr. Blake's modified form of it, many people had they been certain that the *Globe* would have allowed Mr. Blake to carry out his policy, would have supported him, but as it was, they voted for the government simply because they thought that the Liberal leader was not strong enough to carry out his expressed intentions; they considered that a return to the old state of things would be disastrous to the country. As the attempt for one man to sit on two stools is generally unsatisfactory, so the Liberal party found to their cost that the effort to run two opposite kinds of tariff policy was a decided failure, a result which might easily have been avoided had its leaders been as united as they should have been.

The result is, however, as we have stated, that as far as the next five years are concerned, and probably for the next fifty years, the tariff policy of the Dominion will be a protective one. Looking at the case dispassionately we must say that we think the people pronounced wisely, and that the true policy for this country is one that will foster and encourage our home manufactures. The idea of the *Globe* that this election had to be fought out on the same lines as that of 1878 was its supreme mistake; things had changed, but the organ, like some political Rip Van Winkle, had either been asleep or its faculties were so obscured that it could not take notice of the great changes that were taking place around it. The policy asked for by the people in 1878 had been given them, and under its influence factories had multiplied and millions of dollars had been invested in this way. Even admitting that factories were bad things in themselves and detrimental to the best interests of any country, having been called into existence by its almost unanimous voice they had become a legalized institution, and therefore possessed of a standing which entitled them to more consideration than the mere caprice of a moment. The people were bound to respect what they had themselves thus called into existence and legalized, and so the question of vested rights had no small share in deciding the contest. Liquor selling, which is an admitted evil, is licensed by law, and when money is expended on an evil thus legalized, the vested right of the person so expending his money is admitted by the country, and it has more than once declared that it has no right to take away his license without cause or compensation, and make him lose the money he had expended while under the protection and with the sanction of the law. If such is the case in regard to an admitted evil like liquor selling, how much stronger the claim of manufactories, which are not only not an evil, but such a positive good that no country can be truly great or prosperous without them. But these facts which were overlooked or sneered away by the *Globe* party, were very strong factors in the late contest, and many thinking men who refused to "bow the knee to Belial" and swallow their dictum holus bolus, men who would have been glad to have supported the Liberal leader under other circumstances, turned their back upon their party and voted for the trade policy in which they really believed lay the mercantile salvation of the country.

For our own part we have no hesitation in pronouncing in favor of Mr. Blake's national policy (as contained in his electoral address to his constituents) were we sure that it would have been faithfully carried out, but as between the tariff of the government and that advocated by the *Globe*, we must distinctly prefer the present policy, defective as it is in many points.

That a protective trade policy is to be one of the planks in the future platforms of both parties we have no doubt, and we have as little misgiving that if such a policy is properly adhered to that the country will be greatly benefitted thereby.

DO WE WANT A CANADIAN HOROLOGICAL SCHOOL?

In our last article on this subject we endeavored to point out the necessity that existed in Canada for an improved class of watchmakers; in the present we propose to put before our readers some of the results of such institutions in other countries, and leave them to decide whether the establishment of such schools here would not vastly benefit the trade and the public by turning out a higher class of skilled watchmakers than we can at present boast of.

A great many people take but little stock in such things as "Horological Schools" because they believe they are theoretical and not practical, and they have a thorough contempt for anything and everything that is not practical in itself, forgetting that it is mainly on account of theorists putting their ideas into practical shape that our mechanical and other facilities are so far in advance of what they formerly were. If there were no theorists, mechanics would advance very slowly, for the simple reason that any improvement would be but the result of accident. Theory, however, is ever pressing forward, and although it may in its eagerness be oftentimes visionary, yet there sometimes springs from seemingly chimerical ideas the grandest and most practical discoveries which revolutionize trade. But when we talk of a horological school for Canada we do not refer to a purely theoretical school, but rather to a practical one, where theory and practice shall be judiciously mixed, the latter, however, having greatly the preponderance.

Such a school, we think, can only be started at present by private enterprise (unless the trade as a whole should bring its claims before the Government) and we are inclined to think that even as a private enterprise it might be made self-supporting, if it did not pay a handsome dividend to its promoters. It may not be generally known but it is a fact nevertheless, that France snd Switzerland owe their supremacy in the watch trade principally to the advantages derived from the formation of Horological Schools.

In a very interesting article on Technical Education in Horological Schools, our clever contemporary, *The Watchmaker and Metalworker*, of Chicago, says in illustration of the offect of these schools in Europe:

"The well-known Claudius Saunier, of Paris, established many years ago in that city a school for the education

of watchmaker's apprentices, and by personal contributions of money and books, as well as energetic work in its behalf, the school flourished and led to the establishment of several in other parts of Europe; among which may be named those at Geneva, Chaux de Fonds, St. Imier, Bienne, Neufchatel, Fleurier, Soleure and Glasshutte. The school at Geneva was founded in 1826. In 1842 it was taken possession of by the city, and has a yearly budget of 48,000 francs, from which 4,000 francs are deducted. Each pupil from the city pays five francs, and outsiders pay twenty francs per month as school money. Foreigners have to pay the same amount as the others with the additional fee of 100 francs entrance money. Pupils are received into these schools after their fourteenth year, and must remain four and one-half years. They first enter for one year for raw work, when they learn the manufacturing of the single chief component parts. They then pass nine months in the class for mounting the wheel works, and an equal period in the class for the winding up and for the repeaters; the next year is devoted to the study on escapement, and the last year for final revision. Beside the practical handwork, the study of mathematics, machinery, drawing and physics constitute the chief branches of instruction, in which the pupils are aided by the professors in their best methods. There is also a special technical school at Chaux de Fonds in which from 150 to 200 pupils especially devoted to the art of decorating are provided, and this is a very important branch in the watch industry.

No other industry in the world has such a fixed system for regulating its work as the Swiss watch manufacturers. Sixty distinct masters are occupied with the manufacturing of the different parts of each single watch, and this is so divided that each workman manufactures throughout the year the same piece—for example, the hands or certain wheels—and by this means the workmen attain peculiar ability in their special work. Their former simple and primitive tools have been metamorphosed into the most complicated machinery, and their ability to perform work is enormous both as to quantity and quality. They generally work at home with the help of the members of their family, and then sell these finished component parts to the big manufacturers, under whose superintendence the watch is completed. Although these different parts are procured from different shops, they fit exactly together because they are made after one and the same number, measure, rule and system. Seventy thousand persons are now employed, but the production cannot be estimated exactly. A half million watch cases are made, and the whole production, including those sent abroad, amounts to at least a million pieces, representing 100,000,000 francs."

The question is if these schools have done so much for European countries, what would they do for Canada? Is the idea practical, and if it is who will put it into shape?

COMMUNICATION.

The Editor does not hold himself responsible in any way for the opinions expressed by correspondents.

Ottawa, June 17th, 1882.

The Trader Publishing Co., Toronto.

GENTLEMEN.—I notice in your June issue a paragraph devoted to the case of Ellis *vs.* Freudenberg. I trust that you will allow me space in your journal for a few words in reply, as no doubt something in self defence will be expected from me by your readers, especially by those who do not know Ellis & Co. as well as I, or the facts of the case. I positively deny taking all available funds with me on my leaving for Germany—on the contrary, I deliberately left sufficient funds at the disposal of my wife, who had all along assisted me in the management of my business, to meet the only accounts that would mature before my return, and the charge that I took with me some of my stock is also a false charge. I took no stock, and the judgment of the Court does not sustain such charges, and I here state publicly that at the time the attachment was issued I was not indebted one cent to Ellis & Co., or to any of my creditors, as is shown by the schedule of my liabilities now in Court, and had I been fortunate enough to have had my application made at an earlier stage, it must have resulted differently. I need make no comment upon the part of the paragraph that states I should have notified my creditors before leaving, &c., as it is simply consistent in the absurdity with the rest of the paragraph. I have suffered great damage at the hands of Messrs. Ellis & Co. and their two willing instruments in this city, but I hope by close attention to business a business will soon be built up that will be lasting monument to the shame and disgrace of him who one day entered and left my store as a friend and well-wisher and the next morning put in the Sheriff and gutted my store, leaving my wife and family in my absence helpless, without means of support.

Yours respectfully,
E. FREUDENBERG.

MR. DUCHEMIN, in a late session of the Academie des Sciences, Paris, proposes to substitute pivots made of iridized platinum, in place of common steel pivots of chronometers.

Selected Matter.

WORKS OF ART REPAIRED.

ANCIENT AND MODERN DAMAGED BRIC-A-BRAC TURNED OUT AS GOOD AS NEW.

The sign over the doorway presented the occupant of the building to the world as a "Repairer of Art Treasures," and the samples of large damaged vases, broken bronzes, and dilapidated armour displayed in the ample windows gave promise of interesting matter within. And, in fact, the establishment appeared to be a vast and mysterious repository of damaged art, such as even Little Nell and her grandfather would have wondered over.

"You see," the proprietor said, "we get a great variety of goods for repair after the May movings. Many people are careless in handling works of art, and some of the finest of them are the most fragile. Here is a noble piece, or pieces rather, of Dresden ware, which will be repaired into a large and elegant *tazza* when we get its hundred or more fragments together. How people can possibly make so thorough a smash of a thing, I cannot understand. It is true they might throw it against a wall, or drop it out of a third-storey-window to the sidewalk. We get many things as bad as this, and some that are worse. This other group is also badly broken up. In statuettes like this, the neck is almost invariably snapped. Heads, hands, arms, and fingers oftenest need our services; legs are next in the order of accidents.

"Can we repair noses? Well, I will show you an example in point: tell me where this one is joined to the face. You cannot perceive it? You pay us then a high compliment. If you could detect a blemish we would not be good repairers. You may see a trace of our handling with this magnifying glass, but not otherwise. It is one thing to stick on a nose and quite another to repair it artistically. The two historical noses that stand fixing up the best and oftenest are Washington's and Wellington's. Owing to their prominence, you understand, they are easiest broken, but thanks to their size and substance they are the most satisfactory to repair. It is lucky for the Asiatic and Egyptian idols which are now so plenty here, they have mostly flat noses; it preserves their integrity, and saves us much work with the file.

"In large breakages we often have to

supply many pieces. Here is a fine Sevres vase ; it contains seven insects, one of which is four inches long. We first make the porcelain paste and fit it accurately. It is then colored, decorated, glazed, burnt and cemented to its place. This restoration will cost $60.

"We have sometimes repaired articles, mostly ceramic, where our bill exceeded their real value, though by no means the actual cost of the goods when perfect. People are very often deceived in buying such things. This salver is a fine piece of work in its way, yet it is only an imitation of Sevres, worth perhaps $40. If genuine it would bring $200 or $250 at auction. Our repairs will cost about $50. It was knocked down a flight of stairs by an intoxicated footman. Some ceramic articles are sent here for repairs whose intrinsic value resis upon the fact that they are unique or at least antique. They have perhaps been manufactured or decorated from special designs, or, being true antiques, are rare. Here is a remarkable piece of old faience. It's ugly, but rare and includes an idea. The grayish patch on this side you will notice represents a spider's web, and this resplendent beetle is tangling up his beautiful legs in it. That gorgeous long-limbed owl is shaking his wise old head as he watches the game. The colors you observe are very intense and beautifully worked as to the figures, yet the rest of the vase is quite dull in appearance. It would take a large sum to buy it, however.

"Alabaster is hard to repair ; being translucent, the strong cement required is apt to make troublesome shadows below the point of fracture. Here are some fine alabaster sea horses whose necks were broken in trying to support a mosaic table upon which a young man seated himself after a wine dinner. The repairs will cost $50. It is good for my business, but I am often shocked by such things.

"Excuse me ; an expressman is unloading a vase at the door. Did you hear what the messenger said ? 'It must be repaired by to-morrow, sure, as it has been sold.' It is from an importing house ; the vase was broken while they were loading it. It will be repaired and nothing said about breakage. This often happens. The vase, after all, will be as good as ever for decorative purposes. The cause of breakage among dealers is often bad packing. It is an error to pack fragile goods tightly ; for every jolt from without is felt within. There should be some "give" to the packing. Many people who think they have a perfect piece of faience would be surprised to learn how many times it had been smashed in say from one to two hundred years of miscellaneous handling.

Tiles and plaques of all sorts are sent to us. They are easily repaired, except where there is a loss of substance or of color. The Berlin plaques are superb, but we find them very brittle. Table or chimney-piece ornaments are more exposed to breakage, however. This royal piece of Sevres is covered with the most fanciful designs of birds, fish, reptiles known and unknown. There are some beautiful bits of color in it. It is unique, worth a large sum. I would gladly give $100 for it as it stands, though broken in fifty pieces. A man took it down from a shelf where it had stood for fifteen years and let it drop on the hearth. The repairs will cost $75. This Louis XVI. piece is thought to be genuine by the owner. It is pretty, but is only a German imitation. To repair it will cost $45. A new one may be had for about $30.

"Here is a piece of very fine porcelain, a salver, once the property of the Empress Josephine. The arms of the empire with the 'N.' and 'J.' in the centre stamps its value. Dresden ware is oftenest sent to us. On this vase we will have to replace four or five china roses. Can we make Dresden ware in New York ? Well, I assure you that we shall use material in this work which cannot be distinguished from the best made in Dresden.

"This large miscellaneous lot of clocks, bronzes, silver and delf ware were taken from the derbris of the Morrell storehouse fire. It is a curiously dilapidated collection, but we will be able to rescue much of it. There you see Ward's headless Indian opposite the Laocoon—the snake is missing—and a bronze mandarin is staring at the mutilated Berlin Amazon. That satyr has had his curious legs melted off, but we can easily restore them with all their pristine peculiarities.

In the lighter goods sent for repair the most elegant are fans, most of which are sent us regularly after each season. Here is a fine specimen of a fan made of thread lace and carved ivory. The fashion among ladies of carrying them dangling at their sides works very well for us. If they escape hard knocks they are certain sooner or later, to be sat upon by their owners. This superb combination of dark pearl, lace, satin and feathers, decorated by a distinguished Paris artist, was all but ruined in that way. It is worth $200. Our bill for repair will be $35.

One of the finest pieces of work we have here now, is this beautiful piece of *cloisonne* and enamel. The body of the vase is of copper, but every dividing strand you see in that exquisite tracery is of gold inlaid, and the colors are scarcely equalled by any European work old or new. It is of Chinese workmanship ; not even the Japanese artist can compete in this particular style of decorative art. The sides of the vase were jammed together nearly flat though bad packing, and the golden threads were forced out so you could take them up in a bunch. Each strand has been carefully replaced and enamel restored in parts. The vase stands but about fourteen inches high, but no European artist could match it short of five years of constant labor. It would pass almost unnoticed by any one not a connoisseur.

"Ah, yes, we save many valuable works of art from destruction. If we were paid in proportion to the value of our work we would do well. As it is we earn scarcely more than the wages of skilled labour. But I must leave you now to attend court in a somewhat peculiar case growing out of business. A man has lost some valuable works of ceramic art by fire. They were insured, but the company refuses to pay the amount in full, on the ground that some of the articles were lessened in value through having been previously broken and repaired. My testimony is wanted to show that the restoration was done by us. I can give no evidence to this effect. If the goods are now lost I cannot be expected to recognized my work upon them. I could not otherwise identify the goods, for if I were to keep descriptive account of the goods sent me, my books would be too voluminous to store within the city limits. We have little time to do more than receive articles, repair them, and see that our accounts are closed with cash."—*New York Sun.*

Cleaning-rags.—Cloths with which metallic surfaces may easily and rapidly be cleaned, are made by steeping woollen cloths in a solution of 4 grams Castile soap and 20 g. water, adding 2 g. tripoli to the solution, and dyeing it red with fuchsine.

CHRONOLOGY OF THE TIMEPIECE.

By timepiece we understand that instrument by the aid of which we divide the day into twenty four equal parts. As well known, the ancients already possessed such contrivances, sand or water hour glasses, and sun dials, 740 years B. C., and tradition has it that the obelisks served as gnomens for the Egyptians and Phenicians; Caliph Haroun al Rachid presented Charlemagne, in 809 A. C., with a copper clock propelled by sand. History is very vague with regard to the exact date of the discovery of clocks; it is said that the wheeled timepiece was invented in the 14th century; first by Richard Wallingford, Abbot of St. Albans, England; next by Giovanni Dondi, a doctor and astronomer at Padua, and finally, by Henry von Vick, a German clockmaker, in Paris, who, at the order of Charles V., constructed the first tower clock in Paris (the square is still called Place d'Horloge). The honor of the invention of the actual watch pertains to one Peter Hehle, of Nuremberg (the first watches were call *Nuremberg eggs*), in 1500. About the same time the second Strasbourg clock* was constructed. The subsequent improvements and inventions are due to the great number of watchmakers and men of genius, and in the following we give the names of those who made essential adaptations and inventions, and earned immortal fame.

1595. Gallileo invents the pendulum, whereby the means is offered for regulating the motion of the wheel clock; his son Vincent, however, in 1649, makes the first practical attempt to adapt it to the clock.

1656. Christian Huyghens (pronounced Hoigens), a Dutchman, finally succeeds in constructing the first pendulum clock; he later constructs several marine watches, but finally invents the balance spring, by the use alone, of which a marine timepiece becomes a possibility.

1675. Barlow and Quare, London, make the first repeating movements, first for clocks, next for watches.

1680. Clement, London, invents the anchor escapement (clock).

1695. Tampion invents the dead-beat escapement, and uses it first in a watch.

1700. Fatio, of Geneva, perforates rubies, and uses them as pivot holes.

1715. Graham, London, constructs the mercury compensated pendulum, invents the cylinder escapement, and the dead-beat escapement for astronomical clocks.

1726. John Harrison, England, constructs the gridiron compensated pendulum, and in 1761, when 67 years old, the first marine watch, receiving the prize of £10,000 therefor from Parliament. (This excellent horologist died 1776, at the age of 82 years.

1754. Caron de Beaumarchais, the son of a watchmaker, invents the pin escapement for watches; but at a later date, follows his poetical inclination, and composes the Barber of Seville, Figaro's Marriage, etc.

1755. Ferdinand Berthoud, born 1727, in Canton Neuchatel, greatly promotes the interests of horology by his writings and treatises. He also constructed several, and better watches than Harrison, and died in 1807, in California, whither he had gone, at the age of 80, to observe his last clock. Ferd. Berthoud undoubtedly was one of the greatest watchmakers that ever lived. The celebrated *Abbe* Chappe, inventor of telegraphy, was his nephew.

1765. Pierre le Roy invents the compensated balance wheel, after having constructed a marine watch, for which he obtained a prize from the Academie des Sciences.

1770. Duplex, England, invents the escapement named for him, and greatly esteemed at the present day.

1772. John Arnold, also English, makes several improvements, and afterward invents the marine chronometer with dead-beat spring escapement, and approximately correct compensated balance.

1805. Urban Jurgensen, Copenhagen, constructs the first steel cylinder scape wheel, and greatly contributes to raise the art of horology by his improvements and writings. Thus, for instance, he materially improved Arnold's dead-beat chronometer escapement.

1821. Rieussac, Paris, invents the writing clock.

1823. Perrelet constructs an astronomical clock showing the hours, minutes, seconds, even 1-10 seconds. From this time forward, Breguet, Louis Berthoud, Houriet, Wagner and Perron, by dissertations and pratical improvements, gave the incentive to bring the art of horology to a high standard, and to make it commensurate with the requirements of the present age.

It would lead too far to mention the many different inventions and improvements made in this century—the Geneva musical boxes, the orchestrions of the Black Forest, the astronomical clock of Strasbourg, etc. In the line of watches, the standing seconds, the course of the moon, perpetual almanac, etc., automatically-striking hour, ¼ and ⅛ hour, yea, minute repeaters; again, the remontoirs, and in latest time, the chronographs, etc. If we remember that the art of horology has labored from the year 740 B. C. to the middle of the last century, without leaving its cradle of infancy, and contemplate the grandeur of the inventions of the present time, the thinking mind will be tempted to incline his head in reverence when he hears or sees the names of Graham, Harriston, Breguet, Berthoud and others.—*Jewelers' Circular.*

*Strasbourg possessed three different clocks. The first was built in the year 1352, under John von Leichtenberg, and finished in two years; the the second one was commenced in 1547, and, on account of death and other interruptions, finished in 1574; the present third clock was built by John Baptist Schwilgue in 1838, and finished in 1842. Only a few insignificant portions of the old clock were retained.

BUSINESS CHANGES FOR JULY.

Jno. Bertram, Peterboro, hardware, has sold out to M. Miller, possession 1st July; T. Crispin, Guelph, hardware & tins, removed to Woodstock; Mitchell & Gage, Hamilton, woodenware, &c., partnership dissolved, Thos. Mitchell continues alone; L. Atkinson, Newmarket, jewelry stock advertised for sale by Sheriff, 8 inst; E. H. Reeves, Waterford, hardware, advertises business for sale; Geo. Getz, Hamilton, jeweler, dead; Ellis & Woodward, Port Rowan, hardware & tins, have dissolved, Jno. Woodward continues alone; Robb, Miller & Son, Montreal, wholesale stationery, burned out; W. S. Anderson, Winnipeg, jeweler, given up business here; D. M. Demill, Shannonville, hardware, sold out to S. E. Mills.

BUSINESS NOTES.

In 1834 all the table cutlery used in the United States was imported from England. To-day, of an annual consumption amounting to $2,500,000 worth, not more than eight per cent. comes from England.

Messrs. C. & J. Allen, of this city, have rented half of Trout & Mitchell's drug store, in Winnipeg, and are going to open out a branch of their business there. It is to be under the personal supervison of Mr. Joseph Allen.

The new Electro-plated Ware Factory lately erected in this city, is now finished, and the engine and machinery are being fitted up as fast as possible. They expect to commence the

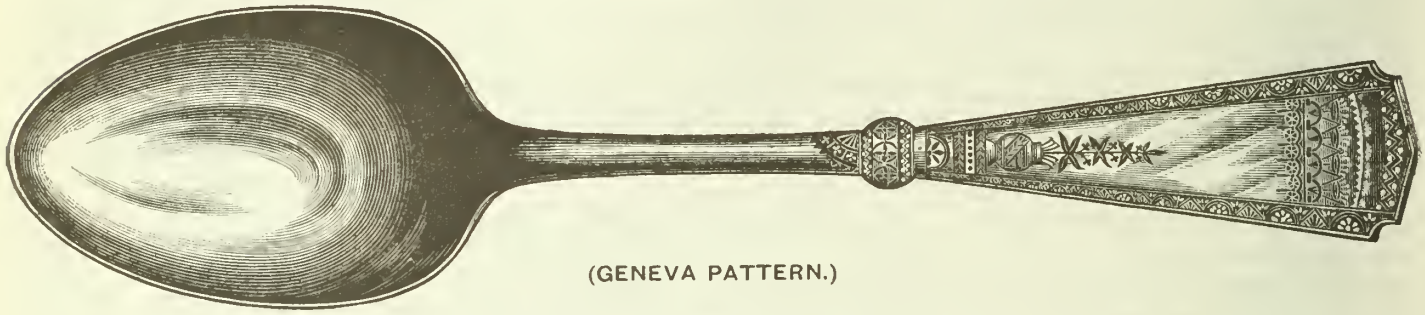


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manufacture of new goods right away, and to have a full line of samples ready for this fall's trade.

Mr. R. Y. Ellis, of the firm of P, W. Ellis & Co., Wholesale Jewelers of this city left for Europe last week on the business of the firm. Mr. Ellis proposes visiting the markets of England, France and Switzerland before his return. We wish him a safe and prosperous journey.

The men, Miller and Webb who were arrested in Kingston some weeks ago for the robbery from Messrs. Lee & Chillas of this city were tried at the late assizes and found guilty. The Judge sentenced them each to three years in the Provincial Penetentiary. Serves them right say we.

The Stock of L. Atkinson, jeweler, of Newmarket was sold at Sheriff's sale at the Court House, Toronto, on the 27th inst. for the benefit of his creditors. It was put up *en bloc*, and after some spirited bidding realized the exceedingly high price of sixty-three cents on the dollar, the purchasers being Messrs. E. & A. Gunther & C. & J. Allen, of Toronto.

New Hats are all the go for election bets, and as a consequence we see hundreds of them about since that event was decided. This is all right for the hatters, but could'nt the jewelry trade manage to shunt the public on to some article of jewelry instead of hats? If it could be done, it would liven trade in these idle dog days.

A Mark of Respect.—A pleasant affair took place at "The Club," Yonge Street, a few nights ago, when Mr. Geo. Fitzsimmons, who is about starting business in Guelph, was entertained by his friends. He was presented with a purse of $100 and an illuminated address. Mr. Fitzsimmons carries with him to the Royal City the best wishes of a large circle of friends.

Jewelers as a rule are not rabid politicians, and seldom take very active interest in the politics of the country. In the late elections, an exception might have been found in the person of Mr. S. T. Culp, wholesale jeweler, of this city, who not only composed a campaign song in favor of John A. and the N. P., but but published and distributed several thousand copies of it at his own expense. In addition to this he spent two weeks stumping the Welland district on behalf of the N. P. candidate. Although untrained, Mr. Cult is an orator of no mean ability, and it is more than hinted that Mr. Osler's defeat was mainly owing to the brilliant defence of the present tariff by the Toronto jeweler. Although we do not take much stock in politics, we must congratulate Mr. Culp on his brilliant *debut* as a public orator.

Referring to our old townsman, the Sydney (N. S. W.) *Herald* says, "At the Athenæum Club, yesterday, a banquet was given to Mr. Donald Manson, representative of the Waltham Watch Company, on the occasion of his leaving *en route* to the United States, per City of New York. The chair was taken by M. Hugh George, who proposed the health of "The Queen," of "The President of the United States," and of "The Guest of the evening." The chairman expatiated on the energy, enterprise, and courtesy which has been shewn by Mr. Manson during his sojourn in these colonies, and the toast of his health was drunk with enthusiasm by the company present. The chairman assured Mr. Manson that he would leave the country with the best wishes, not only of those present, but also of a large section of the people of the Australian colonies. Mr. Manson replied in appropriate terms, and the company separated after having spent a very pleasant evening.

Jewelers' Picnic.—The firm of P. W. Ellis & Co., manufacturing jewellers of this city, gave their first annual picnic last week to their employees and friends, numbering over 120, who left by the steamer McEdwards, especially chartered for the occasion, to Victoria Park, accompanied by a full string band. A most enjoyable day was spent, the committee having provided every variety of amusement, including dancing, football, cricket, croquet, and a good programme of athletic sports, to the winner of which valuable prizes were given. The football match was between the gold chain makers and jewelers on the one side, and the watchmakers, engravers, polishers, and clerks on the other, and resulted in a draw. An amusing feature of the athletic sports was a quarter mile walking race between the young lady employees of the firm. Dinner and supper had been provided for the party. After partaking of the latter the evening was spent in songs, recitations and speeches. The party returned about ten o'clock highly pleased with the day's outing.

The Employees of one of our large fancy goods and jewelery importing firms recently held a very successful rowing regatta on the bay. Much interest was manifested in the event, from the fact that a determined attack was to be made on the record, as several of the contestants had made remarkable private trials. These mysterious rumors went the round of the sporting fraternity, and on the eventful evening a large number assembled on the bay to witness the exciting struggle. A good start was obtained, and for about two hundred yards but little difference was noticeable in their relative positions. The road representatives here commenced to weaken owing so we have been informed, to over-training, and the home men commenced to forge ahead. One of these became unseated presumably from undue pressure, and it now became a question of the survival of the fittest, which in a short time was decided by the cool and collected jewelry manager crossing the line with a good three lengths to his credit. It is needless for any comment as to time. The record at the close of the season will plainly show what has been accomplished.

WORKSHOP NOTES.

Another alloy consists of copper and nickel, and evinces far more powers of resistance than the ordinary alloy of brass and copper; it is gradually being introduced into the manufacture articles of commerce.

Stamping Color.—A color that dries slowly upon the color pad, yet is quickly absorbed by the paper is preferred; of 16 parts firm aniline color (blue, violet, red, etc.), 7 glycerine, 3 syrup, and 80 distilled water. The aniline color is dissolved in the hot water, and the other parts are added, while stirring.

New Alloy.—The *Revue Chronom*, publishes a recipe of an English alloy, remarkable for its conducting, malleable, and permanent properties. An analysis by Mr. Philipps proved it to be composed of, platinum, 80,660; iridium, 19,079; rhodium, 0,122; iron, 0.093; ruthenium, 0.046 parts—100,005 parts.

Origin of Diamond.—Mr. J. A. Roord Smith publishes in the *Archives Neerlandaises des Scienees exactes*, a treatise on the diamond mines of South Africa. He states that the diamond is found in a primitive gangue of a volcanic origin; the presence of a bicarbonaceous silicate of lime is a charactaristic sign of these mines, and deems them to be extinct craters of volcanoes. His hypothesis is that the diamond is of volcanic origin, and formed by the assistance of organic matter under the influence of great pressure and a high temperature. The late artificial production of diamonds appears to favor this view.

It has been found that by an addition of from 1 to 13 per cent. of phosphorus to bronze, a very desirable alloy is produced, different in appearance and properties from the common bronze. It assumes an extra degree of hardness, which permits it to be employed with an advantage in the mechanical arts. Many parts of machinery bearings, kuobs, drawers, slides, etc., exposed to great wear and tear, may be manufactured therefrom.

Etching upon Metals.—Cover the surface of the metal on which you desire to etch, with white melted wax; when cold, trace the design or character upon it with a sharp point, which penetrates through the wax layer. Into these lines pour either, very strong vinegar or pure acetic acid, and spread upon it a powder made of 100 grams rock alum, and the same weight of sulphate of copper, previously calcined in a crucible in the fire. To have the engraving deeper, as soon as the effect of the first mordant is spent, wash the wax in cold water, without rubbing, however, let it dry and repeat the operation. By renewing it as often as necessary, the workman has it in his power to regulate the depth of the engraving according to his liking.

To Make Mock Coral.—Two sticks red sealing wax, ½ oz. white bee's wax; melt all in a tin cup, then have some some small brambles, clean off the bark well, washed in turpentine. While wax is hot plunge in. In drawing out put in cold water. This coral can be fashioned to any design, and is of a deep scarlet color, and is used for ear rings and breast pins. If too brittle add a little more bee's wax.

To Make Mock Diamonds.—Take half lb. crystalized alumn. dissolve in boiling water, when thoroughly dissolved, add small piece of gum arabic and get fine scieve in pan and with one get cold water. If any of the above crystals are larger than what is reqnisite for medium subles, you can dissolve to change the color, to burned amber or burned cochineal. For soppires they have a pretty effect and if arranged in clusters or single settings, with pass light will almost defy an expert to locate their value.



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SCIENCE NOTES.

An apparatus for the determination of melting points has been described by Mr. C. F. Cross and Mr. E. J. Bevan. It consists of a small platform of thin ferrotype iron or silver, having an opening for the reception of a thermometer bulb, and a small indentation or depression. A very small quantity of the substance is melted in the little depression, and while still liquid, a thin platinum wire, bent like an L and fused in a glass float, is immersed in the liquid and held there until the substance solidifies. A thermometer is then inserted in the opening andthe whole apparatus plunged under mercury, which is gently heated, and the thermometer meanwhile is carefully watched. When the substance melts, the float rises instantly, and the temperature is noted.

One of the chief defects in the arc electric light is the slight unsteadiness arising from imperfect regulation of the carbons. M. Salignac, one of the most active electricians of Paris, has discovered a new regulator which was to be one of the curiosities of the *grande soiree* to be given at the Observatoire on March 13. Each of the two carbons is supplied with a parallel rod of glass, to which it is attached in a solid manner. These two rods being placed horizontally, are pushed by a spring, and the spark is lighted between them. But between the two glass rods there is a glass stopper which is warmed by the light in such proportion that the rods yield gradually to the pressure of the springs, and the carbons can approach each other, as is required for the constancy of illumination. A correspondent of *Nature*, who witnesed some preliminary experiments, states that they were a wonderful success.

The Professor and the Inventor.—The following is a good story about a well-known professor, which may go to prove that even great physicists are liable to error :—The professor was showing a party of ladies and gentlemen over some large works at Birmingham, chiefly engaged in the manufacture of complicated optical instruments. The party came across a very ingenious instrument, the working of which the professor proceeded to explain. In the midst of his exposition, a roughly-dressed young man, standing near, struck in, and civilly pointed out that the man of science was quite mistaken in his notions as to the instrument in point. The professor, whose weak point is not an excess of humility, angrily maintained his own view, but did not succeed in convincing his opponent, who finally shrugged his shoulders and walked off. "Who is that—that *person?*" asked the professor, indignantly, of a workman standing by. "Oh! that is Dr. ——," was the reply; "he invented that instrument you have been looking at!" Tableau.—*Quiz.*

Sir W. Thomson showed in his inaugural address last year to the British Association, that if it were desired to transmit 26,250 horse-power by a copper wire half an inch in diameter, from Niagara to New York, which is about 300 miles distance, and not to lose more than one-fifth of the whole amount of work—that is, to deliver up in New York, 21,000 horse power—the electromotive force between the two wires must be 80,000 volts. Now, what, asks Professor Ayrton, is to be done with this enormous electromotive force at New York end of the wires. The solution of this problem, he says, was also given by Sir W. Thomson on the same occasion, aud it consists in using large numbers of accumulators. All that is necessary to do in order to subdivide the enormous electromotive into what may be called small commercial electromotive forces, is to keep a Faure battery of 40,000 cells always charged direct from the main current, and to apply a methodical system of removing sets of fifty, and placing them on the town supply circuits while other sets of fifty are being regularly introduced into the main circuit that is being charged. Of course, this removal does not mean bodily removal of the cells, but merely disconnecting the wires. It is probable that this employment of secondary batteries will be of great importance, since it overcomes the last difficulty in the economical electrical trausmission of power over long distances.

Mechanical Music.—The Black Forest is famous for these mechanical organs—orchestrions, as they are called—and in some instances they are brought to great perfection. There is a shop close to the exhibition, bearing the name of Lamy Sohne, full of clocks and singing birds and orchestrions, where you may pass half an hour in a faryland of surprises and all kinds of mechanical music. Oue morning I went in with an old lady and gentleman—the latter a grave dignitary of the Church of England. "A very tiring place," said the old lady; "all up and down hill; the only fault I find with the Black Forest. Couldn't they level it my dear?"—to her husband—"or build viaducts or something? Or at the very least, couldn't they organize pony chaises all over the country—like those, you know, that we found so usefnl at Bournenonth last year?" "Take a chair, my love," said the old gentleman, without committing himself to an opinion. And he placed one for her, while the young man in the shop (whose jolly, good natured face and broad grin delighted one to behold) wonnd up the orchestrion. The old lady sat down somewhat heavily from sheer exhaustion, and immediately the chair struck up the lively air of "the Watch on the Rhine," with a decidely martial influence upon its occupant. She sprang from her seat as if it had been a gridiron, and asked her husband reproachfully if he was amnsing himself at her expense, and whether her age was not snfficient to secure her fram practical jocking. "Dear me!" cried he, in amazemeut, looking at the offending chair as though he expected it to walk of its own accord. "What a musical nation these Black Foresters are! It's music everywhere! The very chairs you sit down upon are full of it." At this moment the orchestrion struck up a selcction from "Don Giovanni," and the old lady recoveredher amiability in listening to a really splendid instrument. I left them still enjoying it, marveling at alll the birds and boxes, and thinking each one more wondeful than another.

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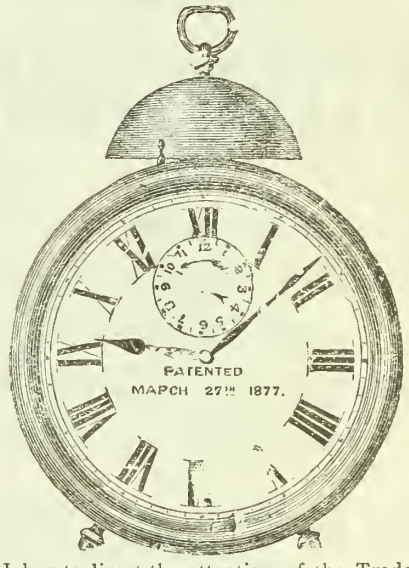
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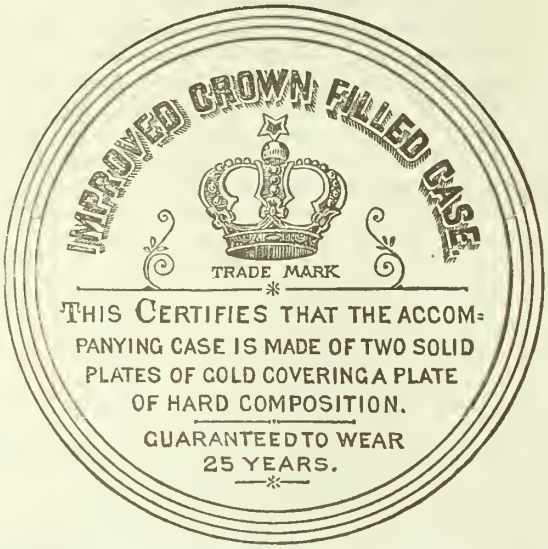
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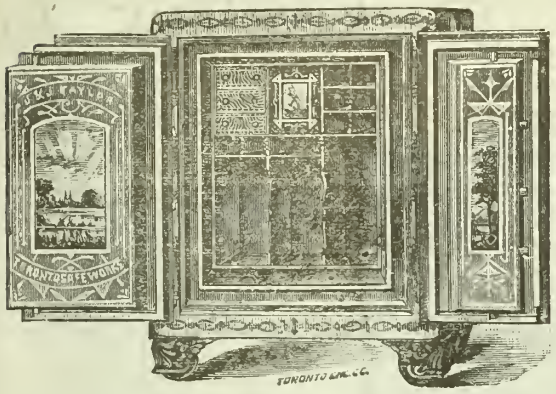
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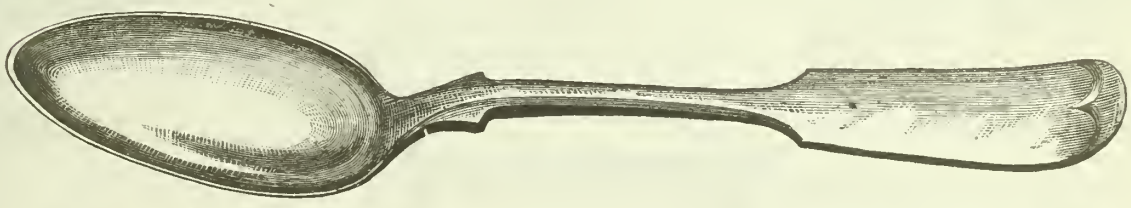
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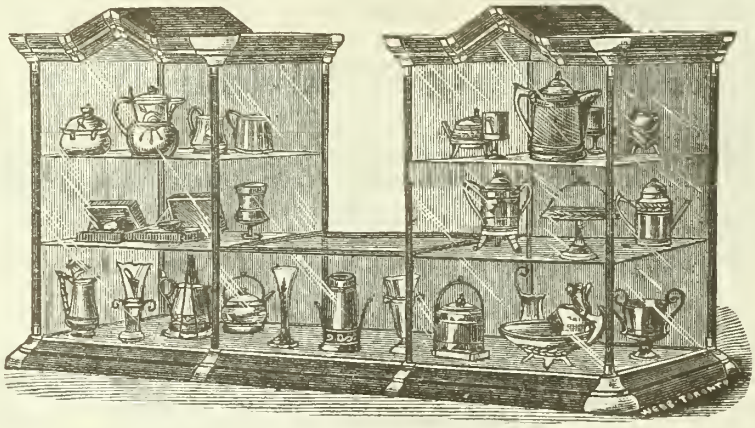
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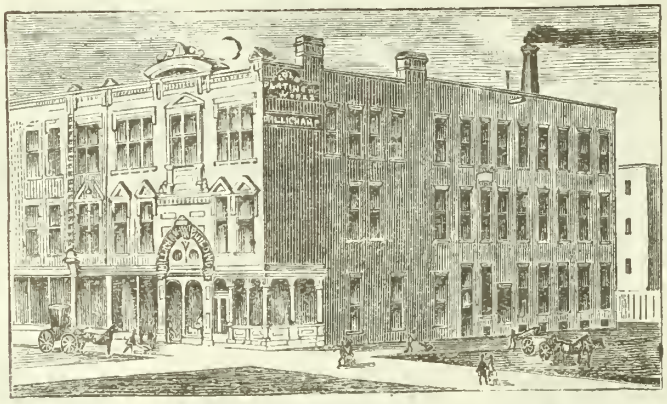
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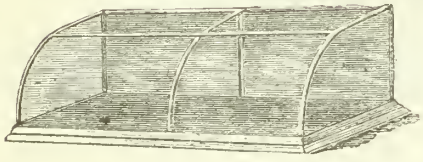
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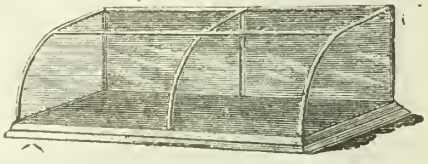
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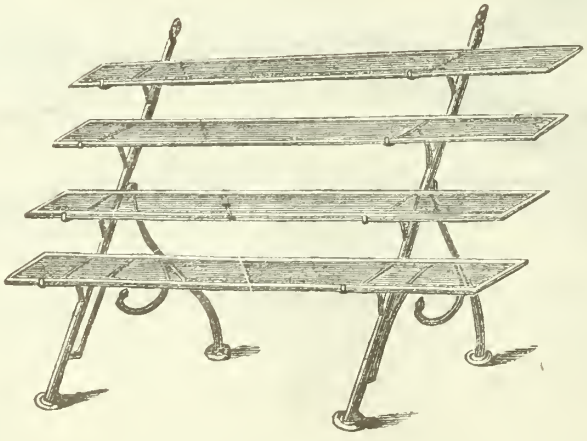
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THE TRADER.

TORONTO, ONTARIO, AUG., 1882.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

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SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 27th of each month.

Editorial.

TRADE PROSPECTS.

We are glad to learn from the various sections of the country, that the prospects of an average crop will be more than realized, and that from the present indications the harvest of 1882 will be even more abundant than that of last year. This is cheering information, because depending as we do mainly upon our agricultural resources, it insures to the country at least another year of prosperity. An abundant harvest means to Canada wealth and prosperity, because, it puts the farmer in a position to pay for what he buys, it enables the general dealer to square up with the wholesale merchant, and it also enables the importer to meet his engagements with the foreign manufacturer, from whom he obtains his goods. Good crops and prices are the keystone of our national prosperity, and when we come to sift the whole matter down to first cause, we shall find that after all the farming population are the mainstay of the country, and it depends almost entirely upon their condition whether trade is prosperous or adverse. Those who live in cities are often apt to underrate the status of the farmer in the commercial economy of the country, but as a matter of fact, the storekeepers and manufacturers spring into existence almost entirely in order to supply the farmers' wants, and when this class becomes too numerous to do this economically, some of them are bound to go to the wall for want of something to do. This being the case, it is of the utmost importance to our commercial interests that our farmers should be prosperous, because poor crops through them, means disaster to the whole mercantile community. For these reasons we are glad to be able again to chronicle the fact that our crop prospects are above the average, and give every sign of an abundant harvest. Our merchants throughout the country may therefore look forward to a very busy time this fall, and may pretty safely calculate on a large and paying trade. With this in view, they should now begin to make preparations by getting their stock in good shape, jobbing off their old lines and making way for the novelties that are sure to be put upon the market. A word to the wise is sufficient, and we trust that all our friends will be found ready to take advantage of the increased trade that is sure to follow an abundant harvest.

ABSCONDING DEBTORS.

Although a certain proportion of people in business are bound to fail, and that, in spite of their utmost endeavours to prevent it, it is no reason why others who might command success were they so disposed, should deliberately lay themselves out to "come to grief" and not only cheat their creditors but forever ruin their own reputation.

It is a lamentable fact however that such is the case, and that traders are to be found (rarely we are happy to say) who will thus by deliberately swindling their creditors make their name stink in the nostrils of all honest men. As a rule creditors have a good deal of sympathy and are always ready to help an insolvent who through misfortune or a combination of circumstances beyond his own control, has been forced to succumb to the pressure, but for the debtor who deliberately lays his plans to cheat his creditors and enrich himself at their expense, there can be nothing too severe and he should be punished if possible to the full extent of the law. An honest man, although an insolvent, while he may not like to have to ask the leniency of his creditors, has or ought to have the courage to meet them face to face and state his case and ask their sympathy and assistance, and as we have said above it is only in exceptional instances where such help is asked that it is withheld. It is only the dishonest debtor whose career will not bear the daylight, that has any cause, or as a rule, who does light out and seek new fields in which to find fresh victims.

We are glad to say that Canada is not cursed with many merchants of this class, and we could do without even the few we have if we could be safely relieved of their presence. One of the latest of these "emigrants" and the one who has given rise to these remarks is R. H. Gordon, jeweler, of Ridgetown, Ont., a gentleman whose sudden departure has left many sad hearts and badly balanced accounts amongst the wholesale trade of this Province. Mr. Gordon has been in business for some years, and although regarded with suspicion and refused credit by some houses, succeeded in working himself into the confidence of others. The result has proven that this confidence has been sadly misplaced and that Mr. Gordon's line of credit should have been limited to any goods he paid the cash for before he got them.

A few weeks ago Mr. Gordon's creditors were astonished at receiving from his clerk an "identical note" which read as follows:—"Mr. Gordon and wife went for a trip on the upper lakes last week; I have just received a letter from him to say that he will not be back again, and to send you some goods which I have sent you by express this day."

This is certainly about the coolest although hardly the most refreshing thing we have heard during this hot spell, especially when it is known that the goods returned did not amount to anything like a tythe of the amount of his indebtedness. It is to be hoped that the creditors will take the trouble to follow Mr. Gordon up and have him disgorge the plunder he managed to secure before he sailed away on the western pleasure trip.

Exit Gordon—having left Canada for the country's good, we trust that the farewell will be a long one, as this country does not take kindly to merchants having proclivities such as the one indicated by the letter published above.

AVOID THE APPEARANCE OF EVIL.

The case of Fruidenburg v. Ellis, of which mention has several times been made in our columns is, although uncommon, not altogether singular. We have known several instances during the past ten years, of merchants who suddenly

and mysteriously disappeared much to the grief of their friends and creditors, and afterwards turned up again to assure them that their absence was only the result of a passing freak and meant nothing. Such conduct, however funny it may seem, is hardly in keeping with the habits of a first-class business man, and we can scarcely wonder that Mr. Fruidenburg received the treatment he did considering the circumstances of his absence.

We think common sense should dictate the propriety of any business man intending to leave his business for a while, that he should go through his accounts carefully and see what notes he has maturing during the time he expects to be away, and at once make some arrangement either to pay them in full or to get the creditors to whom they are owing to carry them until his return. We say common business prudence should dictate some such course as this, for it is not only awkward for the wholesale merchant to have maturing paper entirely ignored in that way, but is ruinous to the debtor who allows such a thing to happen. Business is business, and the debtor who is reckless of his own credit need scarcely be surprised if his creditors fail to trouble themselves as to whether his good name is maintained or not. Some merchants seem to think that it is a matter of indifference to wholesale houses whether their notes are met or not, they let things go in a kind of hap-hazard way and trust to luck to bring them through somehow. This system does not pay, and we are surprised that any such person can feel offended when they are plainly told that their creditors are bound to have their rights in a proper and legitimate manner. The way to avoid such difficulties is to conduct business upon business principles, and one of the first of these is that a debtor should always make some satisfactory provision for his indebtedness if he desires to keep himself worthy of credit.

OUR NEW HIGHWAY TO THE NORTH-WEST.

The opening of the railroad from Prince Arthur's Landing to Winnipeg marks a new era in the development of our great North-West territory. Hitherto our roadway to the North-West lay through American territory, a torturous course and long, and one moreover hedged in by every Custom house monstrosity that the ingenuity of Yankee red tapism could invent. Indeed, it has often seemed to us, that if the American government had been in partnership with Chicago and St. Paul's merchants, they could not have acted more thoroughly in concert with them, and more ungenerously to their Canadian competitors for the North-West trade. As we pointed out some time ago, the only possible way to wholly overcome this state of affairs, is by the rapid construction of the Lake Superior section of the Canada Pacific road, which would give us an all rail route through our own territory. Until this is an accomplished fact, we shall always be more or less at the mercy of greedy and unscrupulous competitors, who will hesitate at nothing in order to keep possession of the great and growing trade of that wonderful fertile belt that belongs to us in the North-West.

The opening of the Thunder Bay section however, is a partial solution of the difficulty, in as much as it furnishes us with an all Canadian route for at least six months of the year. This is a boon which can only be fully appreciated by those who have experienced the delays and impositions incidental to the old route through American territory. In a conversation with Mr. Beatty, one of the proprietors of the North-West Transportation Company of Canada, he assured us that their Company are now making preparations to send passengers through from Sarnia to Winnipeg in forty-eight hours. They propose to leave Sarnia at about two o'clock in the afternoon, and making at once along the western shore of Michigan, reach the Sault Ste. Marie River in time to get through the canal before next night. This will give them the second night to run across Lake Superior, and thus enable them to reach Prince Arthur's Landing in about thirty-six hours after leaving Sarnia. The run by rail from the Landing to Winnipeg can, as soon as the road is properly ballasted, be made in about fifteen hours including stoppages. This will bring Toronto within three days of Winnipeg by an all Canadian route, and should materially aid in the development of our trade with the North-West. Hitherto one of the principal drawbacks to our successful prosecution of this trade has been the exorbitant rates charged for Canadian freight, and the delays incident to the imperfect organization and the equipment of some of the roads over which it had to pass. The rates over the new route should not exceed more than one-third to one-half of the former rates, and the saving of time should be equally as great. Looked at from any standpoint, whether national or commercial, the opening of this new Canadian highway is one of the most important steps that the Dominion has yet accomplished. One of the greatest drawbacks from a national point of view of the old state of things, was the habit the Americans had of tampering with our emigrants to the North-West, while *en route* through their territory. It is no exaggeration to say that hundreds of good emigrants that had been induced by Canadian emigration agents, and assisted with Canadian money to try their fortunes in the far away North-West, never reached their destination, on account of their having been induced by false representations made during their journey through the United States by American Agents to settle in that country. This not only resulted in a loss to Canada of the money that had been expended upon them, but of the prospective gain that any country in which they made their residence was certain to derive from their labors. As Canadians we are glad to know that this state of things will soon end, and that we shall soon be in a position to send our emigrants without any loss of time over our own route to our own prairie lands.

The opening of this new highway will no doubt increase the volume of trade between the Eastern Provinces and the North-West, and we trust that it may in addition tend materially to strengthen our evergrowing feeling of Canadian nationality and independence of our neighbors to the South of us.

CORRESPONDENCE.

The Editor does not hold himself responsible in any way for the opinions expressed by correspondents

To the Editor Trader :

Dear Sir.—We have read with surprise the letter of E. Freudenberg, jeweler, Ottawa, in your July issue, said letter purporting to be a necessary one of self-defence in reply to an article written in your June issue, under the head of Business Notes, which article you, no doubt, were prompted to write from current report caused by the legal action we had taken, owing to his mysterious disappearance from his place of business on

New Year's Eve last, and which was substantially correct in the facts therein stated, said article being printed, as you know, without our knowledge or instigation. Had Mr. Frendenberg left it there, we would not have found it necessary to make public the true state of affairs, as we are now compelled in our own self-defence to do. The particulars of the case are as follows: Mr. F. left his home and business last New Year's Eve, taking with him valuable stock and all the available cash he could secure. Mrs. F., his wife, in great distress appealed to the Chief of Police to have him make thorough search through the city, as she was not aware of his whereabouts or intentions. Detective McVeitty, who was deputed by the Chief to make search, could find no trace or clue of him, as Mr. Frudenberg, as afterwards transpired, was quietly making his way to Germany, and who would blame us for leaving his wife and family helpless, continued on his journey across the ocean, and not until his arrival did he deem it necessary to even let his wife know, let alone his creditors, of his whereabouts, and that she was left with any funds was no fault of his as he intended to take all. It appears his wife usually took charge of the money, and Mr. F. had induced her to place what cash she had, amounting to between $300 and $400, in their new safe, and pretending to lock the vault, gave her both keys, thus cunningly deceiving her into the belief that this money was secure in her own possession. The paper in which she kept the money wrapped in had in one end, some $50, all of like denomination, pinned up. Whilst she was absent, he easily took this money from the unlocked vault, and after abstracting all the money, as he thought, from the paper, dropped it on the floor and cleared. This paper was picked up by his little boy next day by mere accident, saving it from being swept out, containing still the $50 pinned in, and thus we are shown how it was he deliberately left sufficient funds at the disposal of his wife, and how it was that he did not take all available funds with him. This was the state of affairs we found things some seventeen days after his departure, and being his heaviest creditors, under the advice of our solicitors, found it necessary for our own security to attach the estate. The absurdity of his statement that he was not indebted to us one cent requires no reply, being amply borne out by the courts twice sustaining our action. The declaration he makes in reference to notifying his creditors is equally absurd, as that would be precisely what any right intending business man would do, especially when leaving only a wife and child behind him, his not notifying his creditors was bad enough in all conscience, but ten-fold worse was it departing unknown to his wife, leaving her in an agony of mind, to mourn his death for aught she knew. We might add at considerable length to this case, but have stated now more than sufficient to convince any reader that we were perfectly justified in the course pursued, and that his is one of he most disgraceful proceedings on the part of any man, without a feature of palliation or the faintest plea of justification. Much and more that we have stated is backed up by very strong affidavits, duly sworn and attested to, by the Chief of Police, Detective McVeitty, and seven jewelers of the City of Ottawa, who are all a unit in sustaining us in the course we pursued.

And with the words of righteous indignation indulged in in his closing remarks, we leave it to your readers to judge who was the cause of the action taken by us, and who it was that left his wife helpless and without means of support. None regretted more than ourselves the necessity of taking the steps we did to protect our property and the principles of business, which has not been without expense, loss of time and much annoyance.

Yours respectfully,

P. W. Ellis & Co.

Selected Matter.

THE SULTAN'S TREASURY.

The American ministers to Turkey and Austria, General Wallace and Mr. Phelps, "received permission—now very rarely granted—to inspect the Imperial Treasury, and were suprised at the amount of treasure in the vaults and the great number of precious stones displayed. There were forty officials in attendance," the dispatch went on, "who opened the locks with many formalities." Not the least curious of the anomalies to be noticed at Constantinople is the existence of this treasury, perhaps the richest in the world, while at the same time the Government is hopelessly in debt—bankrupt to all intents and purposes. Mr. Dwight, in his "Turkish Life in War Time" gives an interesting description of a visit to the Imperial Treasury at Constantinople, which is situated within the inner court of the Seraglio, in one of the heavy stone outbuildings of the ancient palace. One going thither from the city must pass through three massive walls ere he enters the court where stands the treasure-house, a building of dull gray stone roofed with lead, and having a single door of massive iron. A low, arched doorway leads to the interior, two connecting chambers, each about eighteen feet square, heavily vaulted and lighted by small windows with strong iron gratings. Round each room runs a gallery, and the wall space to the ceiling is occupied by glass cases, while in the centre of each apartment is a large glass show-case. There is a guard at the outer door, and at intervals of four or five feet all round the walls stand sentinels, mute and motionless, all clad in the everlasting black broadcloth and red fez introduced by the last of the great Sultans, Mahmoud the Reformer. One gallery is occupied with effigies of the Sultans, each in the robes and jewels and armor of the monarch as he lived. The dresses are mostly of silk brocade and cloth of gold, and many of the figures are weighed down with jewels and magnificent arms. Prominent among them is Mohammed II., the conqueror of Constantinople, who left the mark of his bloody hand high up on the pillar of what is now the mosque of St. Sophia; the hilt of his dagger is a single emerald, two inches long and half as large. All the figures save two wear the turban bedecked with diamonds, the exceptions being little Osman II., butchered in his boyhood, Mahmoud the Reformer, whose effigy is the last in the list. He appears in European broadcloth, with the red fez; the head-covering, however, being ornamented with a plume of bird of paradise feathers, caught up by a great spray of diamonds. Two thrones are in the outer room. One that of Nadir Shah, of Persia, is of fine, dark wood, delicately inlaid with pearl and ivory, and having a canopy of the same material, from which is suspended a great golden ball, decorated with precious stones. The other is about as splendid and uncomfortable a seat as could be devised. It is a platform about two and one-half feet square, with a

cushion of cloth of gold, embroidered with rubies, diamonds and pearls. Around three sides of the cushion is a low rail supported by miniature columns and standing some eight inches high ; it is of gold studded with clusters of rubies, and the whole throne is covered with plates of gold. In one cabinet is shown the state cradle of many sultans, which stand low on its rockers like those still in use in the East. The two ends rise a foot above the mattress, and are connected at the top by a bar running lengthwise as a support for a curtain. The whole is of solid gold, crusted on the outside with pearls, diamonds, rubies and turquoises. It would not be possible to describe in detail the contents of these rooms. "There are," says Mr. Dwight, "antique arms and armor, heavy with gold and jewels ; there are innumerable horse-trappings and saddles, covered with plates of gold and studded with emeralds, rubies, topazes, diamonds and pearls ; there are saddle-cloths embroidered with precious stones. Several sofa covers hang in the cabinets as background to the smaller articles ; they are worth $150,000 apiece, and are of heavy cloth of gold embroidered with seed pearls." There are bird-cages of gold, some with clocks face downward, at the bottom ; sacks of velvet embroidered with gold and pearls and diamonds ; "samplers" of red velvet on which texts from the Koran are embroidered in diamonds ; amber mouthpieces for pipes studded with diamonds and rubies ; vases of crystal, agate and onyx, many enriched with jewels ; inkstands and snuff-boxes innumerable, coffee-sets, tea-sets, knives, forks and spoons of solid gold, with jewels on their handles ; an immense array of clocks ; fans beyond counting ; umbrellas of white silk, exquisitely embroidered with gold and having for handles, matchless sprays of coral a yard long ; tea-sets of tortoise-shell as thin as paper. Mr. Dwight describes one toy—"a figure of a Sultan seated on his throne under a golden canopy ribbed with alternate rubies and emeralds, the whole structure being perhaps six inches high. The body of the figure is a single huge pearl ; the lower extremities are carved from a blue turquoise, and the turban is a solid mass of diamonds." "After every conceivable use has been made of the jewels, the surplus unmounted stones are gathered by handfulls into crystal bowls," in one of which are three uncut emeralds, the largest the size of a man's fist, and the smallest as big as a hen's egg. During the late war the Government pledged some of its jewels to the banks for a loan of $30,000,000. The bankers removed to their own vaults precious stones of value sufficient to secure the loan fully, yet the contents of the three small boxes left no appreciable gap in the great accumulation. Such is the treasure-house of the bankrupt ruler of a ruined nation. The Commander of the Faithful, it may be added, has at his disposition, under certain circumstances, a still more remarkable accumulation of wealth. This is the "Treasure of Islam," the offering of gold and silver deposited by many successive generations of pilgrims to the three Holy Places—the Caaba at Mecca, the vaults of the Mosque of Soliman at Jerusalem and the crypt of the tomb of Ali at the gates of Bagdad. The funds thus collected are designed solely for the defense of Islam in its extremity, and their guardians would yield them for no other purpose. According to tradition a Persian emperor during the sixteenth century, undertook to obtain possession of the treasure of the Tomb of Ali, but the force he sent to despoil the shrine was miraculously hindered, the soldiers' legs being stiffened almost into stone, so that they could not approach the sanctuary, and the spirits of the air, controlled by Soliman, are fabled to have concealed the treasures at Jerusalem during the occupation by the Crusaders. A contemporary calculator has placed the rate of accumulation at $600,000 a year, and the total value of the funds at $600,000,000 ; but these figures are by less enthusiastic authorities regarded as largely beyond the truth, and it is added that on several occasions in modern times the Sultan has drawn upon the funds for war expenditures. Nevertheless the "Treasure of Islam" must amount to many millions of money. —*Exchange.*

IRIDUIM IN THE ARTS.

Iridium is a metal that has long been known as possessing the quality of hardness in a high degree, and has been extensively used for the "diamond" points of gold pens. It has, however, been an intractable metal, difficult to work, and for this reason has been but little used. It remained for Mr. John Holland, the well known gold penmaker, of Cincinnati, to discover a process by which the metal is made available for use in the arts. For upwards of eighteen years he conducted experiments with iridium, with a view to making it more readily available for use for pen points. He has succeeded in producing, in fact, a new metal, which has a bright metallic color similar to that of hardened steel ; it takes a high polish, which does not tarnish or oxidize in the air ; it does not dissolve in the strongest acids or alkalies ; and it is harder than steel, agate, rock-crystal, and ruby. Iridium can be soldered to gold, silver, brass, copper, iron, steel and other metals. With these wonderful properties it can be adopted with great success for a multitude of mechanical uses and has already been applied to many with great success.

Iridium is found in considerable quantities in the platinum ores, in the forms of platiniridium, which is an alloy of platinum and iridium, and osmiridium or iridosmine, which is an alloy of osmium and iridium. The platiniridium occurs in grains, and sometimes in cubes with rounded edges. The iridosmine is usually found in the form of flat, irregular grains, and occasionally in hexagonal prisms. The geographical distribution of this metal is quite wide ; it is found in California, Oregon, Russia, East India, Borneo, South America, Canada, and Australia, and in small quantities in France, Germany and Spain. As usually found, iridosmine, or the so-called native iridium, is associated with numerous rare metals, viz.: osmium, platinum, rhodium, ruthanium and palladium, and also with iron and copper. Iridium possesses a white lustre resembling that of steel. In the cold it is quite brittle, but at a white heat is somewhat malleable. It is one of the heaviest of metals, having a specific gravity of 22.38. When an alcoholic solution of the sulphate of iridium is exposed to sunlight, it deposits an impalpable black powder, which has the very peculiar property of setting fire to a piece of paper saturated with alcohol when brought into contact with the slighest trace of it.

The iridium melted by the Holland process is compact and crystalline ; it is harder than the natural metal. The operation of sawing the metal is accomplished by means of a copper disc, making about 5,000 revolutions per minute, assisted by emery and water. When the metal is ground to a smooth

surface by means of emery on a copper wheel as described, it requires a good polish, which may be increased by using "crocus powder" afterwards on a similar wheel. Iridium which has been melted by Mr. Holland's process is nearly as hard as the ruby, which is next in hardness to the diamond. It cuts glass readily; the best files are ruined by attempting to file it. It has about the color of steel. It is not attacked by acids and does not tarnish. The best steel tools fail to make any impression upon it. A metal with this wonderful combination of valuable properties, will undoubtedly find many uses to which it can be applied with great advantage.

It has already been successfully applied to electric lights; for contract points for telegraphic instruments; for bearings for balances; for fine scales; for jewels for watches and clocks; for bearings for mariners' compasses; for stytuses; for drawing and ruling pens; for dental tools, etc. As iridium has a handsome, bright color, and is susceptible of a high polish, which does not tarnish or scratch, it promises to become an important factor in the manufacture of jewelry. Already it is being extensively used in combination with gold, silver and platinum, with which it alloys readily, in the production of sleeve buttons, pins, studs, etc. It is also used for jeweling watches, and promises to be more valuable than the ruby for this purpose. Watch cases will also be soon introduced made of iridium.

This metal is now produced by the American Iridium Company, of Cincinnati, and letters patent have been taken out for the United States, Europe and Canada. It can be produced in masses of almost any shape desired, and the company is now making it in a variety of shapes to fill orders from some of the largest manufacturing jewelers in the country. Unquestionably iridium has a promising future before it, and its adoption in the arts will be watched with interest.—*Jewelers' Circular.*

ENAMEL PAINTING.

Enameling is only done on gold and copper, silver swells up and causes blisters and holes in the coat of enamel. All enamel paintings are, in fact, done on copper or gold. The goldsmith prepares the plate that is to be painted upon.

The gold should be twenty-two carats fine; if purer, it would not be sufficiently stiff; if coarser, it would be subject to melt, and its alloy should be half white and half red—that is, half silver and half copper; whereby the enamel with which it is to be covered will be less disposed to turn green than if the alloy were entirely copper.

The workman must reserve for the edge of the plate a small fillet, which he calls the border. This ledge serves to retain the enamel, and hinders it from falling off when applied and pressed on with a spatula. When the plate is not to be counter-enameled it should be charged with less enamel, as, when exposed to heat, the enamel draws up the gold to itself, and makes the piece convex. When the enamel is not to cover the whole plate, it becomes necessary to prepare a lodgment for it. With this view, all the outlines of the figure are traced on the plate with a black lead pencil, after which recourse is had to the graver. The whole space enclosed by the outlines must be hollowed out so as to be of a depth equal to the height of the fillet had the plate been entirely enamled. This sinking of the surface must be done with a flat graver, as equally as possible; for if there be an eminence, the enamel would be weaker at that point, and the ground would appear. Some artists hatch the bottom of the hollow with close lines which cross each other in all directions; others make lines or scratches with the end of a file broken off square. The hatchings or scratches lay hold of the enamel, which might otherwise separate from the plate. After this operation, the plate is cleansed by boiling it in an alkaline lye, and it is washed first with a little weak vinegar, and then with clear water.

The plate thus prepared is covered with a coat of white enamel, which is done by burnishing a piece of enamel in an agate or porcelain mortar to a course powder-like sand, washing it well with water, and applying it in the hollow part in its moist state. The plate may meanwhile be held in an ordinary forceps. The enamel powder is spread with a spatula for condencing the enamel powder the edges of the plate are struck upon with this spatula. Whenever the piece is dry, it is placed on a slip of sheet-iron perforated with several small holes, which is laid on hot cinders; and it is left there until it ceases to steam. It must be kept hot till it goes to the fire; for, were it allowed to cool, it would become necessary to heat it again very gradually at the mouth of the furnace of fusion, to prevent the enamel from decrepitating and flying off.

The enamel plate, when cold, is to be washed in very dilute nitric acid, and afterwards in cold water, and a second coat of granular enamel paste is to be applied, with the requisite precautions. This, being passed through the fire, is to be treated in the same way a third time, when the process will be found complete. Should any chinks happen to the enamel coat, they must be widened with a graver, and the space being filled with ground enamel is to be repaired in the muffle. The plate, covered with a pure white enamel, requires always to be polished and smoothed with sandstone and water, particularly if the article has a plane surface; and it is then finally glazed at the fire. The painting operation now follows. The artist prepares his enamel colors by pounding them in an agate mortar, with a pestle of agate, and grinding them on an agate slab, with oil of lavender, rendered viscid by exposure to the sun in a shallow vessel, loosely covered with aguze or glass. The grinding of two drachms of enamel pigment into an impalpable powder will occupy a laborer a whole day. The painter should have alongside of him a stove, in which a moderate fire is kept up, for drying his work whenever the figures are finished. It is then passed through the muffle.—*Watchmaker and Jeweler.*

FIRE GILDING.

We are pleased to give our readers the following reliable formula for fire gilding, for which we are indebted to *Ackerman's Illustrated Zeitung.*

The story is told, that the King of Bavaria, Louis I., wishing to ornament the large hall in his palace with twelve colossal statues of his ancestors, cast in brass and plated with gold by the application of heat, sent his privy-councilor to Milan to confer with Manfredini, the most celebrated metallurgist in Europe at that time, as to the feasibilty of the undertaking. Manfredini's reply to the the councilor was: "If any one succeeds in gilding one of those colossal figures in the way you describe, without at least two men having lost their lives during the operation, I will cut off my own head."

King Louis, however, refused to be discouraged, and soon had the satisfaction of seeing himself surrounded by the

colossal statues, cast and gilded as he wished, without a single accident having occurred. As each one of the statues was successfully hoisted and placed upon its pedestal, the King used to say with a smile: "There goes another head off poor Manfredini!"

It is a strange freak of nature that gold, which resists the action of almost all acids, succumbs at once to the action of mercury.

If some pure gold is put into a crucible and melted, and then some mercury is poured into it, the two metals will immediately amalgamate. The molten mass, however, must be quickly transferred to a cooler vessel, or poured into cold water, as otherwise the mercury will evavorate, as it is unable to bear high temperature. When the amalgam is cooled it forms an alloy as soft and ductile as butter, and can be spread like paint upon any smooth surface. Any metal article plated in this way will look exactly like solid silver, owing to the presence of the mercury in the paint. To expel the mercury is the next process, and it is easily done by exposing the article to the heat of a very hot fire; the mercury evaporates, the gold sinks into the pores of the metal beneath, with which it becomes thoroughly amalgamated.

The mercury does not forsake the gold without a struggle; as it becomes more and more heated, tiny bubbles or beads appear on the surface, that must be immediately smoothed down or rubbed off with a horsehair brush, or the surface of the plating will be covered with small excrescences. When the mercury has entirely "vanished into thin air," there will remain upon the gold a precipitate or sediment, that must be brushed off; the article will be found plated finely and evenly with pure gold, having a very smooth, beautiful golden suaface.

The gold is of a very light color, but by gradually heating it several times, it can be toned down to any required tint. A reddish tinge can be given to it by coating it with gilders' wax, which is a mixture of beeswax, verdigris and hematite, and then heating it until the wax is burnt off, and the other ingredients are absorbed into the gold. A pale yellow tint can be obtained by washing the article, when the process of plating is entirely completed, with vinegar in which some verdigris, hematite and saltpetre have been dissolved, and then heating.

An exceptionally handsome frosted surface on the gold plating is obtained by spreading a paste over it, composed of four parts alum, eight parts saltpetre, two parts salt and one part pulverized glass. These ingredients are melted together in a crucible and spread upon the gold surface, which should also be well heated, while still boiling. As soon as it is well and evenly distributed, the whole article should be plunged into ice-cold water.

This process produces a frosted surface far more beautiful than what is usually seen, and equals, if it is not superior to, even the finest frosting ever done in Paris, where, as we all know, the manufacturers are famous for their exquisite frosted work.—*Translated for The Jewelers' Journal.*

RETURNING GOODS.

It is, we are aware, an enticing custom in certain departments of retail trade, to send merchandise to customers "on approbation." A lady can get an assortment of mantles or bonnets sent to her house for trial, the one which pleases her to be retained and the rest returned. Or paterfamilias can, if he sees a carpet which he fancies for his billiard room, have it sent home for the approval of his wife, to be returned if her taste does not agree with his. This may be legitimate enough; and sales are often effected by such means.

But it is a very different thing for a retail merchant in a country town 150 miles distant, to visit Hamilton or Toronto in March, buy a parcel of goods from an importer, and in April or May return a portion of them under the pretext that he has over-bought, or that trade is slack, or that he has "made a mistake." This may be a very convenient practice for the retailer, but is a nuisance to the wholesale dealer. Besides, it is not business. We have seen, in the letter-book of one wholesale house, a dozen transactions of this kind which have occurred this spring, and it appears as though, trade being slack, the country customer is taking advantage of the importer to throw upon his hands odds and ends of surplus stock, for it is practised upon a number of houses here.

One man sends back, on the 10th of May, certain pieces of dress goods amounting to $60, culled from a parcel bought by himself on the 7th April. Another coolly returns some $40 worth of fancy goods, which he professes to find "unsuited to his trade," as though his lack of judgment in buying them six weeks before could properly be visited upon the house which sold them. In isolated cases a merchant may take back a piece or two of stuff to oblige a customer; but that is a different matter from making a practice of returning goods at the whim of an inexperienced country dealer. The wholesale trade should not submit to it. The fact that the practice complained of exists appears to us to indicate over-trading, or an over-anxiety to humor the retail customer.

Retailers who know their business do not resort to such petty artifices. In the first place, they are unlikely to buy what they do not want; and if goods they have bought do not sell, common sense tells them that *they* must "grin and bear" the loss—not ask the importer to take a part of the load and do the grinning He is much more likely to do something more demonstrative. If an order be "stuffed" it serves the seller rightly to have the goods not purchased returned, and it is the receiver's business to return them promptly. So, too, if merchandise be imperfect or not as requested. But we regret to find instances where goods, shipped precisely as bought, have been returned on the flimsiest pretexts, or without any complaint being made. This, too, after having been kept a month, damaged, fly-blown, the packages frayed or covering torn. Such a proceeding argues a reliance on the good nature of the wholesale dealer that is child-like. Indeed, such modes of doing business are too childish to be submitted to, and we trust they will not be longer encouraged. —*Monetary Times.*

THE STORY OF A WATCH.

Thirty-one years ago a gentleman now occupying a prominent place in Masonic circles in San Francisco, Cal., then residing in an interior county of the State, sent an order to London for the manufacture of a fine gold watch, of English make, a duplex movement, heavy gold magic cases, and appropriate scroll work. During the following year, the watch, a masterpiece, costing $100, was received and worn by its owner for the next nine or ten years. In 1861 a friend started for this city on a visit, bringing the watch with him, since which time nothing has been seen or heard of him, the supposition being that he was murdered and plundered by some of the bad characters that

were so prevalent in San Francisco at that time. The missing man had abundant means, and left behind him a piece of mining property worth $30,000 or $40,000, which, by the lapse of time and the local mining laws, passed into other hands, showing conclusively that at least some accident had overtaken him. The owner of the watch mourned the loss of his friend, and regretted the missing time-piece. After some years he moved to San Francisco, where in time the above incidents became to memory as a dream. A few days ago he was conversing with a friend in a jewelry store, when a stranger stepped up alongside of him, laid a watch on the counter and asked the proprietor to purchase it, and, to the astonishment of our masonic friend, he recognized at the first glance the time-piece he had lost 21 years previously, and immediately claimed it. The stranger explained that he was disposing of the watch for a lady in destitute circumstances, and naturally insisted upon having some proof of the claimant's ownership before recognizing the claim. The two, by agreement, went to another jewelry establishment, the proprietor of which had formerly been in business in the same interior town with the claimant, and who had cleaned the watch once or twice twenty odd years before. The watch was handed him, and before any thing had been said in reference to it he said, "Why,——, this is your watch; the one you lost." Another friend who had last seen the watch in 1856 recognized it at first sight. Subsequent investigation revealed that about 1861-2 a gentleman of San Francisco purchased the watch of a man, possibly one who had murdered the visitor from the interior, for $350 and had carried it up to the day of his death, which occured in the Tucson, Arizonia, about a year and a half ago. In the settlement of his estate the watch was appraised at the low valuation of $125, and the sister of the deceased, knowing it to be valuable, took it as a portion of her interest in the property. Becoming reduced in circumstances, she put it in the hands of a friend to sell for her, with the result as above told. Not wishing to involve the lady in legal proceedings, and sympathizing with her destitute condition, the pleased owner of his newly found treasure magnanimously paid her $100 for the return of his property, which was found to be in as good condition as the day it was bought.—*Exchange.*

CURIOUS TIMEKEEPERS.

An American traveler once saw a rare Japanese timekeeper, which had been described in an old record. This clock, in a frame three feet high and five long, represented a noon landscape of great loveliness. In the foreground were plum and cherry trees, and rich plants in full bloom; in the rear a hill, gradual in ascent, from which flowed a cascade admirably imitated in crystal. From this point a thread-like stream glided along, wandering in its windings rocks and tiny islands, but presently losing itself in a far-off stretch of woodland. In the sky turned a golden sun indicating as it passed the striking the hours, which were all marked upon the frame below, where a slow creeping tortoise served as a hand. A bird of exquisite plumage resting by its wing proclaimed the expiration of each hour. When the song ceased, a mouse sprang from a grotto near by, and running over the hill, hastily disappeared.

In the South Kensington museum, at London, is a small watch about one hundred years old, representing an apple, the golden case ornamented with grains of pearl. Another old Nuremburg watch has the form of an acorn, and is provided with a dainty pistol, which, perhaps, serves as an alarm.

In London in an eagle shaped watch, within which, when the body of the bird is opened, a richly ornamented face is seen. They are sometimes found in the form of ducks, geese and skulls.

The Bishop of Ely had a watch in the head of his cane, and a prince of Saxony had one in his riding saddle.

A watch made for Catherine I. of Russia is a repeater and a musical watch. Within is the holy sepulcher and the Roman guard. By touching a spring the stones move away from the door, the guard kneels down, angels appear, and the holy women step into the tomb and sing the Easter song that is heard in all the Russian churches.

King George III of England had a watch not larger than a five cent piece, which had 120 different parts, the whole not weighing quite as much as a ten cent piece.

Clocks and watches must usually be wound up every day, though some clocks will run eight days without winding, and a few even longer than that. But there was a century clock at the great Centennial exhibition at Philadelphia. The man who made it says it will run a hundred years without winding, though it is hard to believe this.

There was another curious kind of a clock at the Centennial. It was fixed in a carriage, and tells just how many times the wheel turns round on a journey, and how many miles have been traveled, and how long the carriage has been in making the trip.—*Exchange.*

PRECIOUS STONES AS SYMBOLS.

The months, like the apostles, are symbolized by precious stones:

January, the jacinth or hyacinth, sometimes the garnet. The garnet stands for health and joy, and is also an emblem of constancy.

February, the amethyst, emblematic of sobriety and peace of mind. It is dedicated to Venus, notwithstanding its sober tendency. In the zodiac it stands for Sagittarius, and in metallurgy for copper.

March, the blood stone, emblem of courage and presence of mind.

April, the sapphire, and diamond standing for repentance and innocence. The first stone was thought to produce somnambulism and inspire the wearer with holy faith in all sacred things. In the zodiac it represents Leo. The second stone gives us spiritual ecstacy, trance and visions. In the zodiac it belongs to Virgo.

May, the emerald, success in love. In the zodiac it stands for Cancer.

June the agate, emblematic of health and long life. The agate was believed to quench thirst, and when held in the mouth, to allay the violence of fever. The ancients declared that it would render the wearer invisible. In the zodiac it represents Scorpio.

July, the cornelian, symbolizing a contented mind and a good memory.

August, the sardonyx or onyx, emblematic of conjugal felicity. Rabbi Benoni, of the fourteenth century, tells us that the onyx is a dangerous stone, for it contains a little demon which comes out of it at sunset and fills the mind of the wearer with disturbing dreams. The parings from the nails of Venus fell into the Indus and were changed to onyx.

September, the chrysolite, emblematic of *Mens sana in carpore sano.*

October, the aqua-marine, opal, and beryl, standing for hope.

November, the topaz, emblematic of fidelity and friendship.

December the torquoise or ruby,

JOHN SEGSWORTH & CO.,

WHOLESALE IMPORTERS OF

Watches, Jewelry, Etc.,

NO. 23 SCOTT STREET.

Canadian Wholesale Agents For

AMERICAN WATCH CO.,

Waltham, Mass.

"LONGINE" WATCH CO. "AGASSIZ" WATCH CO.

TORONTO, AUGUST 1ST, 1882.

It is with great pleasure that we take this opportunity to thank our numerous customers throughout the country for their kind patronage during the past half year; also to inform them that our Mr. J. Segsworth is at present in Europe where he is engaged in selecting a very complete and well assorted stock for the Fall Trade, which, if we may trust indications, will be very large.

From the facilities which we have of buying for CASH, thus securing the lowest possible prices, also from Mr. Segsworth's well-known reputation as a close buyer, we will be able to offer our Goods at the lowest possible figures.

It only remains to be said that this Fall we will show the largest and most complete stock in the Province, which it will be to the advantage of every Jeweler in the country to see. Wishing one and all a very prosperous business this Fall.

We remain, yours truly,

JOHN SEGSWORTH & CO.

symbolizing prosperity and great success. The torquoise pales when the fortunes of its owner wane. The ruby was believed by the Burmese and Hindus to ripen like the mango. They described it as turning successfully yellow, green, blue, and, last of all, brilliant red.—*Watchmaker and Metalworker.*

THE BRAZILIAN DIAMOND MINES.

These mines lie in the province Minas Geraes, a depression surrounded by mountains. Admittance is strictly prohibited and only granted in very exceptional cases, and the narrow passes leading to the mines are guarded by soldiers. The yield has lately much decreased, and only about 1,000 workmen (about one-third of those formerly employed) are at present occupied with diamond washing. Negroes are exclusively employed, and although the number of overseers is very large, the former understand to cheat the latter with much adroitness. The stolen diamonds are sold to smugglers who venture into the mines under the cover of the night, and at the risk of life, remaining hidden for days in the cabins until a chance is offered them to slip out unobserved. The condition of the negroes is pitiable; they receive a mere pittance for this work, and are compelled to labor till night, without interruption or meals. They stand in water all day, constantly exposed to the danger of being buried by the cavings of the banks, and many other dangers; yet they perfer this work to any other, in view of the money they may procure from the sale of a stolen diamond, or in hopes of their manumision, should they happen to find a diamond of thirteen or more karats. If a negro has found a diamond, he must raise it between thumb and first finger, show it to the supervisor, and then place it into a box suspended from the roof of the wash house. At night the box is handed to the special administrator, who weighs the diamonds, and puts them into a bag, which he constantly carries about him. They are handed to the treasurer at the end of each month, who again weighs them and notes it in his books. They are sorted annually, being sifted through twelve differently meshed sieves, put into twelve bags, packed in a box, which, having been sealed by the three highest officials, is sent under military escort to Villa Rica, and thence to Rio de Janero. At Villa Rica, the list again is sealed by the general stationed there.—*Exchange.*

A CURIOUS CLOCK.

The Rutland *Herald* says Mr. S. Holton, a jeweler and watchmaker of Middlebury, Vermont, has recently constructed a curious clock, which acts out to perfection the assassination of President Garfield. The machine is a common cuckoo clock under which is a miniature depot. At one window is a ticket agent dealing out tickets, while at another a telegraph operator is seen busy at his work, and truckmen, porters, train despatchers, etc., are all flying around as natural as life. All of these figures are of wood, about two inches long. At the end of each hour the cuckoo announces the fact, and immediately Garfield appears on the platform, accompanied by Mr. Blaine. Guiteau is seen to follow him, having just alighted from a truck waggon, and as he fires at the President the latter falls. Just then a train of cars comes dashing in, and in the confusion all the principal actors re carried into the depot out of sight. After the train despatcher has given the signal and the train has gone, a small door at the left opens and a priest appears, book in hand, in the act of reading a funeral service, while at the same time another door at the right opens and Guiteau appears on the gallows. The priest retires, and shortly after the gallows disappears with Guiteau and the doors close. This is acted out at the end of each hour, and takes three minutes. Mr. Holton is quite a noted inventor, but this seems to be his masterpiece, and has to be seen to be fully appreciated.

BUSINESS CHANGES FOR JULY.

E. Maycock, Woodstock, Ont, Fancy Goods, has sold out; Chalmers & Carney. Emerson, Man., Hardware, sold out to Cooper & Co.; G M. Butchart, Owen Sound, Hardware, damaged by fire; P. Wilker, New Hamburg, Hardware, sold out to Brodricht & Feik; W. B. Stephens, Owen Sound, Hardware, burnt out; M. Forhan, Owen Sound, Jeweler, burnt out; Woltz Bros., Jewelers, closed their Winnipeg branch; J. W. Keetch, Orangeville, Jeweler, removed to Chesley; R. H. Gordon, Ridgetown, Jeweler, skedaddled; John Bertram, Hardware, sold out to M. Miller.

BUSINESS NOTES.

Mr. W. G. H. Lowe, of the firm of Zimmerman, McNaught & Lowe, of this city returned from his European trip last week. His jewelry purchases are also to hand, and the firm are of the opinion that tney will this fall show one of the best assorted stocks in Canada. They invite the retail jewelry trade generally to give them a show.

In a lacrosse match between employees of Messrs. Smyth & Fulger, and Messrs. W. H. Bleasdell & Co. last week, the former won.

R. H. Gordon, a jeweler in a small way at Ridgetown, Ont.; who moved thither about a year ago from Tilsonburg, where he had borne a good character, has gone from the gaze of his creditors.

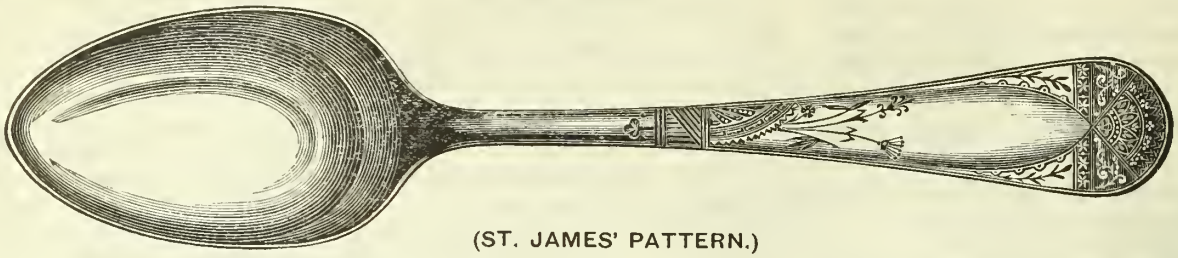
As will be seen from our advertising columns, Mr. John Segsworth, the well-known wholesale jeweler of this city, is at present in Europe on a purchasing tour for his firm. We wish him a successful trip.

Mr. John Zimmerman, senior partner of the well-known jewelry house of Zimmerman, McNaught & Lowe, is at present *en route* to Winnipeg. He carries with him a large stock of the newest lines of English and American jewelry, also the special lines manufactured by the firm themselves. He will probably stay in Winnipeg till about the middle of August, so that any customers in the North-West desiring to do so can have an opportunity of examining his stock.

Our readers will be pleased to learn that Mr. John Inglis, the well known and respected traveller for Vidal & Co., of Montreal, has, n conjunction with Mr. Picard, their bookkeeper, bought out the business of their late employers, and is now carrying it on under the style of Inglis, Picard & Co. Mr. Inglis has been so long and favorably known by the jewelry trade of Canada that it would be superfluous in us to attempt to make mention of his many good qualities. He is a good fellow, and we wish him and his partner the utmost success in their new venture.

The old adage "the course of true love never runs smooth" was amply verified in the experience of a jewelry traveller hailing from this city, a few days ago. It appears that the traveller had fallen in love with the daughter of a hard hearted express agent some where up North, and finding that he was not likely to get the stern parent's consent, iuduced the damsel to elope with him. Although they fled as fast as steam could carry them they failed to get ahead of electricity, and a telegram from the stern and wrathy parent caused their arrest. They were locked up in an hotel for a few hours, until the father could be communicated with and finally brought to reason, the result being that they gained his consent and were lawfully married in the usual orthodox fashion. If the old gentleman is satisfied, the young couple certainly are, and we wish them happiness and prosperity in their wedded life. All's well that ends well.

Bogus Canadian Gold.—A case that has excited a good deal of attention among manufacturing jewelers in this country has just been decided by one of the Judges on the Chancery Division of the High Court of Justice. The action was brought by Messrs. Levelus Brothers' manufacturing jewelers of Birmingham, to prevent a Mr. Ellis Newton, who describes himself as 'The American Auctioneer," from selling watch chains and other jewelry as "Canadian" gold. The plaintiffs—one of whom was for some time resident of Montreal—urged that the term "Canadian gold" was a fancy name used in the market to designate imitation gold jewelry of their manufacture. 'Canadian gold" was, they claimed an amalgam, the secret of which was known only to themselves. His Lordship, however, pointed out as it was a matter of common knowledge that gold was found in Canada, and any ordinary person would imagine that "Canadian gold" was really gold that had come from Canada, he must dismiss the case, and he accordingly did so.

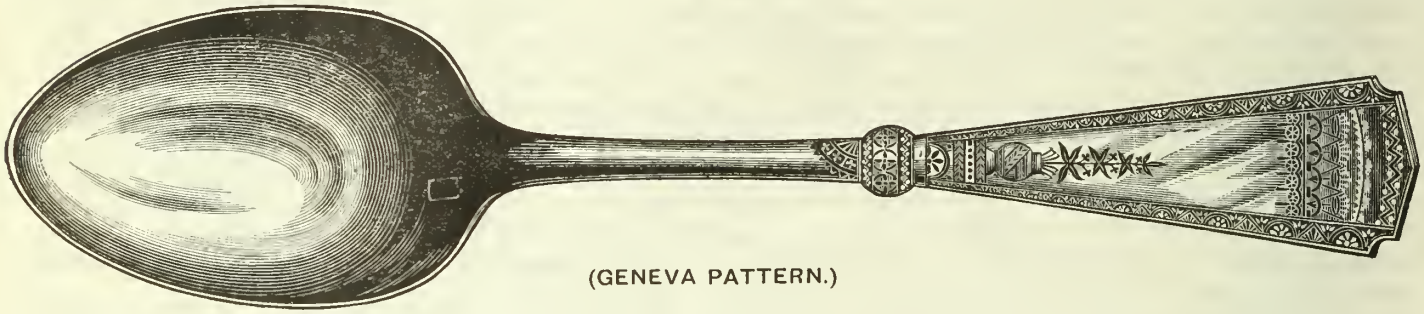


(ST. JAMES' PATTERN.)

Simpson, Hall, Miller & Co.,

Manufacturers of

FINE SILVER PLATED WARE.



(GENEVA PATTERN.)

INCLUDING THE WM. ROGERS'

SPOONS, FORKS, KNIVES, ETC.,

MADE IN

EXTRA, DOUBLE, TRIPLE; ALSO IN SECTIONAL PLATE.

Extra Plated upon all points most exposed to wear.

STAMPED "WM. ROGERS X12."

FACTORIES:

WALLINGFORD, U.S. — AND — **MONTREAL, CANADA.**

The Wm. Rogers' Goods sold by us are made under the supervision of Mr. Wm. Rogers, formerly of Hartford and West Meriden, son of the old original Wm. Rogers, who died in 1873. Please do *not* associate us with goods made in Hartford, Ct., with which we have no connection. We make all the goods we sell, and have our own especial patterns.

SIMPSON, HALL, MILLER & CO.

WORKSHOP NOTES.

Grease spots in paper are first dampened with a fine camel's hair brush dipped in rectified spirits of turpentine, which, when dry, is completely removed by applying a little alcohol.

German Silver of a very fine grain and excellent quality is produced by melting in a crucible 55 parts copper, 23 nickel, 17 zinc, 3 iron and 2 tin. This alloy is equal to silver, of the same hardness, and not vitreous.

To Protect Steel.—After having cleaned the iron or steel article, anoint it with a solution of wax in benzine, using a fine camel's hair brush. By this treatment articles exposed to acid vapors may be protected against rusting, tools, etc.

Nickel-plated brass or iron, which has become coated with burned grease and dirt, may be cleaned without injury to the nickel surface, by boiling in a strong solution of soda or potash, rinse in water, and rub first with moistened and then dry rouge or chalk.

It is sometimes necessary to bore one or more holes in porcelain, but the usual way of doing this is not easy. If, however, an ordinary drill be hardened and and kept moist with oil of turpentine, it will easily penetrate the porcelain. The drill commonly employed in connection with scroll-cutting machines answer very well.

Good Cement.—Stir to a thick batter with silicate of soda, 12 parts Portland cement, 6 parts fine sand, 1 part infusorial earth. Very excellent for marble and alabaster. The cemented object need not be heated. After 24 hours, the fracture is firm and the place can with difficulty be found.

Recovering Gold from Galloons.—Previously boil the galloons for a short time with pure wood lye or solution of potash, intensified with calcined lime. When all the gold or silver spun silk threads are dissolved, wash the remaining metals several times with pure water, and collect upon a filter of blotting paper.

Quickly Prepared Cement.—Break an egg and empty its contents; add to the small remainder in the shell the point of a penknife full of white lead, and with your finger stir it into a batter. Slightly warm the fractured faces, and apply the cement. The piece will adhere very firmly after twelve or fourteen hours.

Another coating may be made if the steel or iron is covered with a layer of a mixture obtained by boiling sulphur with turpentine oil; this evaporates and leaves the sulphur upon the surface as pure sulphur, which again combines with the metal and forms sulphuret of iron, by heating the articles, if small, over a gas or alcohol flame.

Varnish for writing on glass may be made of 500 grains ether, 30 grains sandarac and 30 grains mastic. Dissolve and add benzine until the varnish imparts to glass a roughened appearance. Use cold.

The teeth of the anchor escape wheel of watches should receive a little oil. By steel forks, many watchmakers give a little oil to the ruby pin, to prevent the rusting of those steel parts; none is given, however, to those of aluminum, bronze, brass or gold.

A new method of tempering steel has been published by M. Clemandot. The metals are heated to a cherry red. and then compressed strongly until they are cold. The result is great hardness and an exceedingly fine grain. Steel thus treated makes excellent permanent magnets.

To obtain gold from old watch plates, take equal quantities of saltpeter and borax, and dissolve in a small quantity of water. Next glow-heat the gilt pieces and plunge them into this solution. By repeating this several times, the gold will loosen and precipitate in the fluid.

Soldering cast iron, says the *Engineer*, is generally considered to be very difficult, but it seems to be only a question of thoroughly making bright the surface to be soldered, and using good solder and a clean swab with muriatic acid. Sodium amalgam might be usefully employed for the purpose.

Gold Varnish for Metals.—Dr. Kaplas has found in picric aud boric acids a gold varnish for metals, giving at once a firm and handsome surface. He recommends a clear solution of shellac in alcohol, with an addition of picric acid, and about ½ per cent. of boric acid.

Steel which has rusted can be cleaned by brushing with a paste composed of ½ ounce cyanide potassium, ½ ounce castile soap, 1 ounce whiting, and water sufficient to form a paste. The steel should first be washed with a solution of ½ ounce cyanide potassium in 2 ounces of water.

A cement that resists acids is made by melting 1 part India rubber, with 2 parts linseed oil, and add sufficient white bolus for consistency. Neither muriatic nor nitric acid attack it; it softens a little in heat and its surface does not dry easily; which is produced by adding 1/5 part litharge.

Steel tempered in oil is not as hard as that in water; softer in tallow than in oil; softer in sealing wax than in tallow. Small drills hardened in sealing wax require no annealing; very thin ones may be tempered by drawing them with a quick motion through the air; they also need no annealing.

Sweaty Hands.—Immerse your hands in freshly drawn well or spring water, and leave them therein until chilled; the evil of perspiring hands may thus be removed in about two weeks. The gentlemen who recommends above treatment says that he has handled polished steel on the hottest summer day since, without even leaving the imprint of his fingers thereon.

It is very injurious to expose a watch or movement to the heat of the sun for any length of time, especially when lately cleaned and oiled—the oil evaporates and becomes viscid. The generated vapors will stick to the train and give it a dull, dark look. It sometimes occurs in anchor watches that the shellac will soften and cause the pallets to loosen; wherefore it is necessary to protect the watch as much as possible against the sun.

To color iron and steel brown, dissolve in four parts water, 2 parts chrystalized chloride of iron, 2 chloride of antimonium, and a trifle of tannic acid, and apply this mixture with a cloth or sponge upon the surface, then let it dry. Repeat the application, according to the depth of the color desired. This coating fully protects the steel against humidity. The chloride of antimonium should be as little acid as possible.

Grease Spots in Marble.—Saturate carbonate of magnesia, previously heated to remove every trace of mechanically adhering humidity (still better is freshly calcined, cold magnesia—the so-called magnesia usta) with sufficient pure benzine, that it imbibes without parting with an excess, which only must occur upon being pressed together. Throw a sufficient quantity of this matter upon the provoking grease spot, and rub it upon the place. Perform this operation several times, and the spot will have completely disappeared.

Protection of Polished Brass.—To protect polished brass against dimming, it must be coated with a transparent varnish. Such a one consists of one part white shellac and 5 parts alcohol; or, one part shellac, 1 mastic, and 7 alcohol; or, 8 parts shellac, 2 sandarac, 1 Venetian turpentine, and 50 parts alcohol; or, 12 parts sandarac, 6 mastic, 2 elemi, 1 Venetian turpentine and 64 alcohol. The articles, before being varnished, must be well cleaned, and no more be touched by the hand, and heated to about 75° C.

To Perforate Glass.—To perforate glass by electricity, Fayes, (*Chem. Zig.*) makes a sheet of hard caoutchouc, 18 cm. long and 12 cm. broad, for a battery of 12 cm. spark, runs a brass wire through it, and fastens it with a screw. The wire end he moistens by a few drops of olive oil, places the glass plate upon it, and passes the current conduit of the other pole over the glass. The spark is then permitted to pass through the glass. By drawing the glass plate slowly over the caoutchouc, many small holes, closely situated together, are obtained, and the glass may be broken in their direction.

This is Mr. A. A. Common's receipt for the silvering of glass: Solution 1—Nitrate of silver, 1 ounce; water, 10 ounces. Solution 2—Caustic potash, 1 ounce; water, 10 ounces. Solution 3—Glucose, ½ ounce; water, 10 ounces. The above quantities are estimated for 250 square inches of surface. Add ammonia to solution No. 1 until the turbidity first produced is just cleared. Now add No 2. solution, and again ammonia to clear; then a little solution, drop by drop, until the appearance is decidedly turbid again. Then add No. 3 solution, and apply to the clean surface. A film was obtained in 43 minutes at a temperature of 56° Fahrenheit.

Lyons Gold, or Tombac.—According to Prof. Dr. Bottger, Frankfort, brightly scoured or polished copper articles, if immersed in a boiling concentrated solution of caustic soda, in which so-called tin grey, that is finely powdered metallic zinc were boiled for some time, with an excess of the former, in the alkaline zinc solution, becomes coated with a mirror-lustrous layer of metallic zinc. If an article thus coated, in a dry state, is dipped into olive oil, heated to 120° to 140° C., or sand of the same temperature, the zinc coat will unite with the copper base, and produce the gold colored alloy known by the name of tombac, or Lyons gold.

Cleaning Mat Gold Articles.—For cleaning mat gold articles that have become blackened by exposure, I would recommend a solution of 60 grams carbonate of soda, 30 g. cloride of lime, 15 g. table salt, and ½ quart water. It is best to restore the lustre either of bright or mat gold. Another recipe gives different proportions: 80 grams cloride of lime, 80 g. bicarbonate of soda, and 20 g. table salt; dissolve these ingredients in 3 litters distilled water. For cleaning an article, lay it into a porcelain dish, cover it with the fluid, and if difficult to clean, heat the latter; next rinse in alcohol and dry in sawdust. The fluid used is no longer good. Store the remainder for use, in glass bottles.



14 AND 18 KARAT GOLD WATCH CASES,

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All Cases of our Manufacture are Stamped (A. W. CO.) which indicates that they are manufactured by the American Watch Company.

We are informed that cases are offered to the trade stamped W. W. Co. This is evidently done with the intention to deceive and further the sale of inferior cases. There is no Waltham Watch Co., but the name is used by us as a registered trade mark on a well known grade of movement.

AMERICAN WATCH CO.,

ROBBINS & APPLETON, - General Agents,

NEW YORK.

SCIENCE NOTES.

BELOW is a list of certain alloys of different colors, such as occur often in the practice of the jeweler.

18 karats, red : Fine gold, 750 parts ; red copper, 250.

18 karat, rose: Fine gold, 750 parts; fine silver, 50 ; red copper, 200.

Green : Fine gold, 750, fine silver 250.

Gray: Fine gold, 750, iron filings, 250. These must be stirred into melted borax, and quickly added to the melted gold. Give much heat.

17 karats, red : Fine gold, 655 ; fine silver, 200 ; copper, 145.

15½ karats, 18 karat color: Fine gold, 635; fine silver, 200 ; copper, 165.

14 karats, common: Fine gold, 560; fine silver, 200 ; copper, 240.

13 karats, red : Fine gold, 540 ; fine silver, 150 ; copper, 310.

13 karats, white : Fine gold, 540 ; fine silver, 300; copper, 160.

9½ karats, reddish color : Fine gold, 392 ; silver, 150 ; copper, 458

To preserve in low-grade golds the color of 18 karats, the alloy to be added must be in equal parts.

EXPORT.—The Grand Duchy of Baden, during 1881, exported watches and watch material to the value of M. 23.068 to the United States. The value of gold ware amounted to 39,902 marks.

TIME OF NIGHT.—Many large cities, as is well known, are poor in illuminated clocks, whereby to know the time at night. Antwerp, Holland, has lately had a clock inserted into each street corner lamp post, whereby the passer is enabled to know the time.

A DISTRACTED HOROLOGIST.—The *Revue Chronometrique* speaks of a watchmaker who sits in his shop surrounded by clocks awaiting to be regulated. and ticking away in a manner understood only by non-regulated timepieces. He suddenly remembers an appointment at four o'clock. The day wanes, and inquietude seizes him, so, rushing out on the street he inquires of the first passer-by, "What time is it, if you please?"

RECENTLY while Dr. A. H. Best, of Savannah, Ga., was silverplating a small article with silver cyanide solution, he used an old Spanish silver coin as anode. The coin was worn perfectly smooth, aud had been hammered to twice its original size ; yet in a little while after it was put in the bath, every letter and figure became plainly visible. The date, 1800, though defaced so as to be beyond deciphering with a powerful glass, became plain.

AN INVENTOR, whose name was known to but a handful of the present generation, but of whose discoveries was of revolutionary importance has just died—David Thomas, who in 1837 invented the process of smelting with anthracite. Mr. Thomas was a Welshman, born in 1794. His first anthracite furnace was set up at Catasaqua, Pa., and from that beginning the industry has progressed till last year 5,000,000 tons of iron were melted with anthracite. The State of Pennsylvania owes more to this man than it ever owed to William Penn.

THE PARIS correspondent of the *Nature* lately inspected at Feil's workshop, the large flint glass disk which has been cast for the Lick Observatory in California, and purchased by the Trustees for $10,000. It is now on its way to Clarke's for polishing. Its diameter is 97 centimeters, its thickness 55 centimeters, and its weight 170 kilogrammes. The casting occupied four days, duriug which eight tons of coal were consumed. The cooling of the mass required 30 days. The optical tests showed that the glass was perfect in all its parts. At the time the correspondent wrote, the crown-glass disk was cast, and the process of cooling was going on.

MAT BRUSHING.—The fine wire matting-brush should run at a speed of about 2,500 revolutions a minute, while brushing, rain water, or sour beer mixed with water, or a juice derived from boiling liquorice wood in water, should drop on the place where the brush strikes the work, and occasionally a piece of sand paper held against the brush. When the wire points are too straight, let them strike over a piece of wire, take care not to hook the points too much, which would prevent matting. Keep the brush in good order constantly, and when the wires become tangled or form knots, they should be separated or knotted brushes cut out. When the work is matted, brush it in soap-water with a soft hair-brush, then rinse in warm water, containing a little spirits of ammonia and caustic potash, lay it for awhile in pure alcohol, and finally dry off in sawdust.

The Watchmaker, Jeweller and Silversmith,

A Monthly Illustrated Journal. Published in London.

The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

This important Trade Organ, now in its seventh year of publication is in the hands of every British Watchmaker, Jeweller and Silversmith, and is therefore a most valuable medium for manufacturers requiring publicity in Great Britain.

Our list of permanent contributors includes such names as : J. U. Poole, Richard Whittaker, Henry Ganney, Moritz Grassmann, J. Herrmann, E. J. Watherston, W. H. Singer, an ample guarantee for the sterling value of the journal. Subscription 5s. per annum.

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In consequence of their removal the undersigned have For Sale Very Cheap, Five First Class Nickel Show Cases, made by Millichamp, of Toronto. The Cases are square shaped, 12 feet long, 30 inches wide, and 20 inches deep, with Handsome Stained Stands. Are suitable for Fancy Goods or Silver ware. Cases and Stands cost $116. Will be sold for $80 cash.

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of the North west,

CONTAINING 56 PAGES OF

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Jewelers' Publishing Company, Publishers,

149-151 STATE STREET, CHICAGO.

New York Office, 206 Broadway, Room No. 9.

DANIEL STERN, Manager.

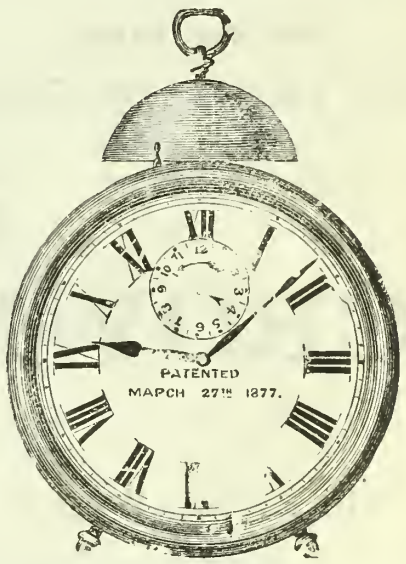
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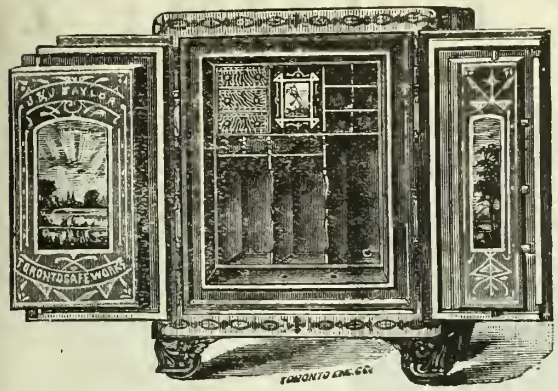
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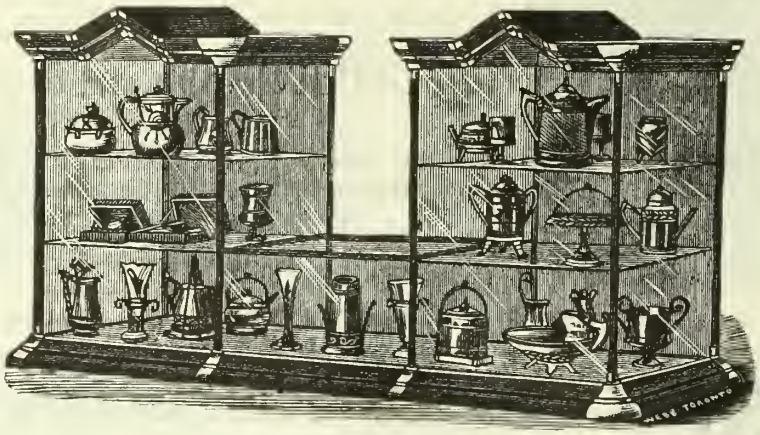
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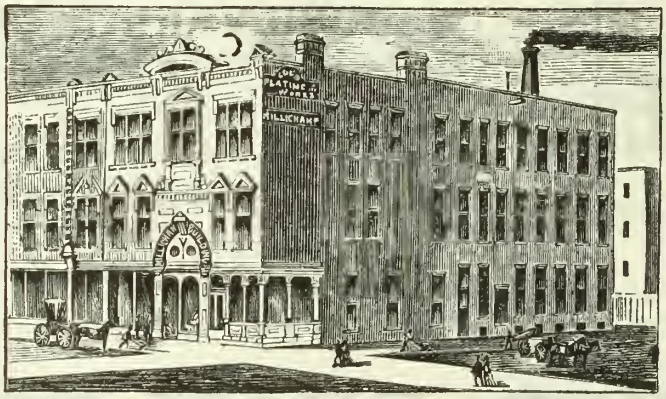
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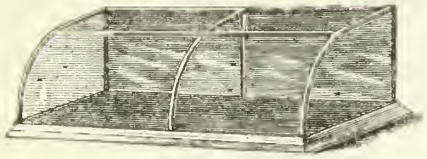
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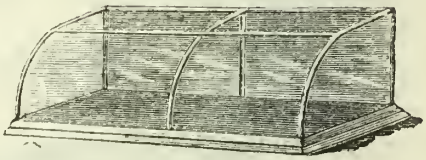
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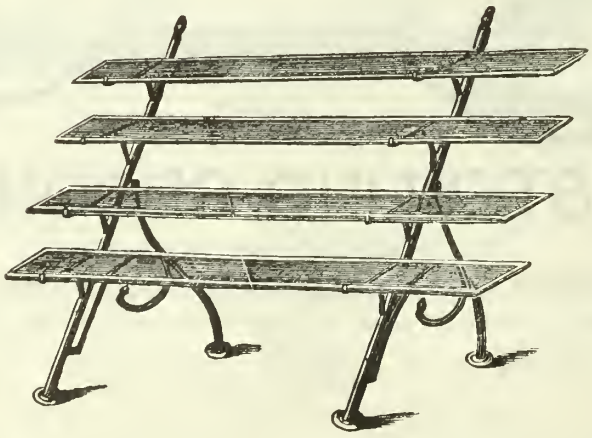
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THE TRADER.

TORONTO, ONTARIO, SEPT., 1882.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 27th of each month.

Editorial.

PROGRESS.

With this number "THE TRADER" commences the fourth year of its existance, and we trust that it may not be out of place for us to draw the attention of its readers in every part of the Dominion of Canada to the great improvement that the present issue shews over its initial number.

When the paper was launched, we stated in our first number "that we hoped that the advertisements would defray the cost of publication, and by distributing it free to every Jeweler and Hardware Dealer in Canada, it would fill a long felt want, by affording a sure and inexpensive means of interchanging the ideas between the wholesale and retail trades."

Although looked upon as chimerical by the knowing ones in the newspaper business, we are glad to say that our anticipations in regard to this part of its mission have been fully realized, and although THE TRADER has not yet reached the goal for which it set out, it has shewn a steady and satisfactory progress in that direction. The first number of THE TRADER was an eight page paper, five of which were advertisements and three of editorial and selected matter; our last issue contained ten pages of advertisements and ten of editorial and selected reading matter, in all, twenty pages, or two and one-half times the size of its original number.

The outward appearance of the paper has been greatly improved by the addition of an expensive colored cover, while the general excellence of the typographical work has been such as to evoke expressions of praise from practical printers.

We have aimed to furnish our readers free of charge, a paper at once readable and instructive, and the many flattering encomiums that we have received from different parts of this vast Dominion seems to indicate that our efforts have not only been successful, but they have been thoroughly appreciated.

We have at various times published selections from our exchanges, written by some of the greatest of living horological writers, and we may say without any egotism, that there is not a jeweler in this country who cannot find some useful as well as interesting information in any of our numbers.

We should be pleased to have the Jewelry trade use our columns freely for the interchange of their ideas upon trade or mechanical topics, and we are of the opinion that if such things were more frequently discussed and thoroughly ventilated, much practical good would result therefrom.

Any one taking up one of our American Horological contemporaries cannot but be struck at the large number of intelligent and thoughtful contributions from practical men upon all conceivable subjects connected with the mechanical construction of our present time keepers.

That this interchange of ideas among practical watchmakers can result in other than good cannot be doubted for a moment, and we trust that the attention of our Canadian Craft have only to be drawn to this subject in order to ensure their taking advantage of it to the fullest extent. They may rest assured that if THE TRADER can do anything to further this interchange of ideas by giving them space, its columns shall be freely placed at their disposal for that purpose.

In conclusion, while apologising for saying so much about ourselves, we have only to add that we propose in the future as in the past to speak out plainly regarding any trade abuses or business topics that may come up for discussion. As we have no political axes to grind, we can afford to be independent, and treat subjects entirely upon their own merits whatever they may be.

As heretofore, we shall be glad to secure communications from our readers, and our columns will always be open for the free discussion of subjects that will tend to advance sound principles, and elevate the standard of commercial morality.

THE INDUSTRIAL EXHIBITION.

The fourth Industrial Exhibition which commences in this city on the 5th of this month and lasts until the 19th, promises to be the greatest thing of the kind ever held in Canada.

The entries especially in manufactures are in excess of any previous Exhibition, while the rapid strides we are making in manufactures make it certain that their quality will be far in advance of the average exhibits of former years.

In the way of attractions, besides the many that the city has always to offer, the directors of the Industrial Exhibition have made most elaborate preparations for the entertainment of the myriads of visitors that are expected at the time. In addition to athletic games, and military reviews, they have arranged to have a mock bombardment and torpedo explosion in the lake immediately fronting the Exhibition grounds.

They also propose to light up the grounds and buildings with the electric light, a novelty and a boon that should be appreciated by many who would otherwise find it impossible to visit the collection of exhibits that Canadian enterprise and rivalry have gathered together.

The Exhibition in itself will be a grand one and well worthy of a lengthened visit, but with the additional attractions provided by the directors it will become of more than ordinary interest. Excursions have been arranged on all the railroad and steamboat lines coming into the city, and the very low fares thus obtainable will make this an unusually favourable opportunity for the people of other parts of Canada to see the "Queen City of the West" at its best.

The low fares thus obtainable will also make the Exhibition time a good one for merchants to visit Toronto, and by a personal inspection, select the goods needed for their fall trade. We trust that as many merchants as can make it convenient to do so, will avail themselves of this opportunity, and we can assure them that they will find the wholesale men of this city ready to give them a warm reception and extend to them every courtesy that lies in their power.

THE SUPPLY OF IVORY.

Every merchant who has dealt in Ivory goods of any kind for years past, knows that every year the price gets higher and higher, and it is now a question how long will it be before Ivory gets so dear as to get beyond the purchasing reach of the many millions of toilers who now use it as a matter of common convenience. In the article of table cutlery alone the annual consumption is something enormous, and although Ivory-handled cutlery is to-day common, we are strongly of the opinion that in less than half a century from the present time it will be ranked as a curiosity. That some good substitute will be produced by scientific men we have no doubt, but so far, all their efforts have fallen short of the requisite qualifications for a good substitute for elephants' tusks.

If any inventor could discover an inexpensive process of making hard white rubber, he would have a material that would fill the bill as far as cutlery and similar articles are concerned.

The best cutlery handle in the market to-day for practical usefulness, is by all odds the patent hard rubber handle. It is hard, takes a fine polish, does not crack and will stand any amount of rough usage. Its only objection is its color, few people like to have black handled table cutlery, but apart from that objection it is the best material for handles yet placed upon the market. If the objectionable color could only be removed and white rubber produced as cheaply and as perfect as the black now is, it would push all other imitations out of the market and damage even the sale of the genuine ivory itself. Whether this can be accomplished or not, we cannot say, but the day is not far distant when this or some other equally good substitute must be found to take the place of the gradually decreasing supply of ivory.

In this connection the *Ironmonger* in the course of a very interesting article upon this subject says:—

"The small supply of ivory, and the consequent augmented prices realised, at the recent sale of that material in London and Liverpool will, doubtless, have a tendency to cause those who are searching for substitutes for it to increase their exertions. Good judges have long been of opinion that the world's supply of elephants' tusks is growing smaller each succeeding year, and now that the "civilisation" of Africa is being so energetically conducted by European travellers there can be little doubt that good ivory will soon be spoken of in the past tense. Those who have perused the records of the travels of Stanley, Selous, Thompson, and other modern travellers in Africa will have noted the relative scarcity of elephants over wide tracts of country in which they were quite numerous not many years ago. This is especially the case in the Eastern parts of South Africa, where the extension of colonisation and the persistency of exploration have driven away such of the herds of elephants as have escaped the rifles of the hunters. There is, therefore, no need for wonder that prices should rise or that fine ivory should command prices not very remote from 1,000*l.* a ton. It is, further, quite certain that as time goes on the supply will gradually grow smaller, particularly as the demand is concurrently becoming greater. The level will be reached sooner or later, therefore when ivory will become a real luxury for cutlery purposes, and not, as now, an article procurable at a moderate price. When that limit shall be reached it is evident that such cutlery will only be purchased by the wealthy; hence our manufacturers will be compelled to devote themselves to the production of substitutes to replace ivory for hafting uses. Action in that direction has been taken, we are aware, by some manufacturers especially in the United States. In that country xylonite and two or three other kinds of hafts are favourably spoken of, whilst in this country Joseph Rodgers & Sons, and possibly one or two firms besides, have for several years sold table-knives with special handles which deserve to be highly commended. These are at present exceptions: They will ultimately become the rule, albeit the day when ivory shall be wholly superseded, even in ordinary cutlery, may be far distant That epoch will, and must, come, however; consequently it is but common prudence to recognise its inevitable advent, and to take precautions accordingly. It is rarely safe to prophesy "unless you know," but this appears to be a matter in respect of which it may be safely foretold that the man who provides a cheap and really effective substitute for ivory will not only earn the gratitude of the trade and of the public, but will indubitably fill his own pockets."

Selected Matter.

A ROYAL TESTIMONIAL.

The Emperor of China recently presented the Chinese merchants of San Francisco with a very fine scroll, as a testimonial of his appreciation of the contributions sent by them to the victims of the Chinese famine three years ago. This scroll, which is four feet high and twelve feet long, is described as follows: "The surface is entirely cross-grained and indented with miniature squares formed by lines running from opposite corners. These squares, uniformly covered with old gold, stand out in bold relief by means of a darker shade of gilt with which the lines are traced. Four large Chinese letters in ebony are carved at regular intervals across the face of the scroll, around which is a rich border of flowers and fruits. The scroll itself is enclosed by a deep, wide frame, upon which is carved a large number of allegorical figures, so wrought and blended together as to appear to have been made of one solid piece of wood. At the lower corners are placed two figures of Chinese gentleman, each holding a sword, the upper corners being devoted to two maidens, each having a tambourine, and depending from which is a long veil, completely encircling their body. The space intervening between the figures is blocked with dark glass, so that under an artificial light the effect is very beautiful." The imperial present has caused a commotion among the Chinese, and great interest and curiosity is manifested by the public in general.—*Ex.*

BURNISHING.

By burnishing the roughness of an object is flattened down until the surface is smooth and polished like a looking glass. Burnishing is an important operation for electro-deposits, which consists of a multitude of small crystals, with intervals between them, and with facets reflecting the light in every direction. The deposited metal is hardened, and forced into the pores of the underlying metal, and the durability is thus increased to such an extent that, with the same amount of silver, a burnished article will last twice as long as one which has not been so treated. The instruments employed for burnishing are made of different materials, and must be of great hardness and a perfect polish. Such are hardened cast steel, agate, flint and blood stone. For metallic electro-deposits steel and blood stones are especially employed. There are several qualities of blood stone; its grain should be close, hard, and without seams or veins; it should leave no white lines on the burnished parts, nor take off any metal, and its color should be of an intense black red. The steel must be fine and close grained, and perfectly polished. Should the polish of

any burnishing tool alter by use, it is restored by friction upon a skin or leather attached to a wooden block, which is fixed to the bench. The leather is covered with polishing ronge in impalpable powder, or, preferably, with pure alumina, obtained by calcining ammonia alum in a forge fire. Venetian tripoli, rottenstone, tin putty, emery, or many other hard substances finely powdered may be employed. The burnishing tools are of various shapes, such as a lance, a tooth, a knife, a half sphere, or a dog's tongue, and a considerable stock is necessary. The burnishing is divided into two distinct operations. The first consists in ronghing, and the second in finishing. The tools for the first have a sharp edge, while for the second operation they have a rounded surface. The tools for the hand or the lathe are fixed by copper ferrules into short round wooden handles, so that the hand is not influenced by their weight. The tools for the arm or vice are fastened to wooden handles, sufficiently long to rest their slender part upon the arm or shoulder. The stouter lower portion is grasped by the hand. The burnishing tools and the objects must be frequently wetted by certain solntions, some of which facilitate the sliding of the instrument, or with others which have a chemical action upon the shade of the burnished articles. Of the first are pure water, solutions of soap, decoctions of linseed and infusions of the roots of marsh mallow or licorice. The second includes wine-lees, cream of tartar, vinegar, alum in water. When burnishing gold applied upon electro-deposits of copper, as is gilding with a dead luster by that method, use pure water, for fear of producing a disagreeable red shade. A solution of green soap is sometimes preferred by operators, although when old, it imparts an unpleasant tinge, owing to the sulphides of the liquor. When the burnishing is completed, the surface is wiped longitudinally with a soft and old calico rag. The polish obtained by burnishing is called black when it reflects the rays like a mirror, and should the presence of mercury or a bad deposit prevent the tool from producing a bright surface, the object is said to be greasy. Articles which have been previously polished, and which generally receive a very trifling deposit, are not burnished, but rubbed with chamois leather and the best polishing ronge. Too thick or too rapid electro deposits cannot be burnished, but must be polished by rubbing with a leather and a mixture of oil and powered pumice stone, tripoli, or tin putty. Coarse powders are used at the begining, and impalpable ones at the end of the operation. Polished silver deposits are more agreeable to the eye than burnished ones, but the hardening of the latter renders them more durable.—*Scientific American.*

REMARKS ON THE WATCH.

Of all the different escapements, a well constructed anchor is undoubtedly the best for all practical purposes. A pocket chronometer is not as reliable, while, if of larger dimensions, and provided with all the possible mechanical appliances, adjuncts, and improvements, a marine chronometer doubtlessly is the best timepiece constructed. When we say "for practical purposes," we do not by any means wish to have it interpreted that the watch may be treated with impunity to any and every indignity, or be used as a toy for children. Let us examine any other piece of machinery ; how strong and powerful it is in any and all its parts : still, it is never required to perform one-half the work of the tiny watch, which unremittingly labors day and night, week day and Sunday, month and year, without intermission or stop, and if it has been duly cared for and tenderly treated, it may arrive at the good old age of one hundred years, while the ponderous machinery is cleaned and oiled every day, with hosts of men to attend to its wants, and lasts only for a span of years.

It will be easily seen that any exterior motions exert an important influence upon the vibration, and consequently upon the arbor and pivots of the balance. If this external motion is in the direction of the vibrating plane of the balance, and a vibration occurs simultaneously in the same direction, the vibration arc is increased ; if in the opposite direction, such an arc will be decreased, and it is only without damage if it occurs vertical to the balance axis.

The most ordinary external motions, however, occur in another direction than that of the balance, whereby a sensible pressnre is exerted upon the axis of the vibrating mass, productive of an increased friction of the pivots upon their bearings, etc., and a retarding, never an acceleration, takes place. For instance, the balance of a watch of a better construction vibrates 18,000 per hour, consequently 432,000 vibrations in twenty-four hours.* Let us suppose such a watch were quietly laid down or hung up for about ten hours—whereby it would go correctly ; but in the next succeeding fourteen hours, it would be worn, the general length of time, and if each vibration of the balance were retarded only by 0.0001, it would be equal to fourteen hours to 25.2 vibrations, or 5.01 seconds ; by a regular use, therefore, in one week, 35.28 seconds, and in one month, 2.52, or nearly three minutes.

By most watches, where the pivot holes are of ruby, the retard of a watch is far larger, and stands pretty well in ratio with the construction and finish of the movement.

A marine chronometer, regulated to an almost imperceptible difference, and having proved excellent upon a long sea voyage, would, when worn as a watch, in consequence of the external motion experienced, go too slow, and far more so than a good anchor watch. Beside all imaginable advantageous improvements, these chronometers are fitted into a separate box, in the so called compass suspension, and suspended in such a manner that they do or should remain in an equal position in all the different motions of a ship.

From the preceding remarks it is very clear that a careful treatment of any, especially a fine-graded watch, is of great moment, and only with such care it will go apparently correct. The winding should be performed slowly, and strong external motion be prevented, and always be done in the morning ; it thus will work well during the day, with the best traction power of its spring, whereby the external motions to which it is exposed during daytime, are pretty well counterbalanced, and immensely better than when wound at night, because it has only the weakened spring to offer as resistance next day. The breaking of the spring, also, need not be feared, as it is no longer at full tension during the night,

*Vibrations-18,000 per hour ; 432,000 per day 12,960,000 in 30 days (one month); 157,680,000 in 365 days. A seconds pendulum makes 3,600 oscillations in one hour ; 86,400 a day ; 2,592,000 in 30 days (1 month); 31,536,000 in 365 days—one year: A marine chronometer, which marks ½ seconds, makes 14,400 in an hour, 345,600 per day ; 10,368,000 in 30 days ; 126,144,000 in 365 days.

and can stand better the ensuing cold. The morning hour is also better fitted for such winding, because dressing takes place at nearly the same hour, more so than going to bed at night.

Keys of soft metal should be shunned; also those which fit badly, because ruining the winding square, and leaving metallic dust in the movement. If the watch is laid either at an inclination, or flat, or suspended at night, it should always be done in the same manner—not differing every night. The rate difference between vertical and horizontal is often significant; by second rate watches sometimes two or three minutes in one night; if it is suspended from a nail, in such a manner that it will rock to and fro with the vibration, an accident which occurs often, and a watch provided with a heavy balance will gain, and, *vice versa*, one with a light one will lose. Of conrse this is in the nature of things. Similar observation have been made by clocks which were not firm within their case.

The temperature difference between the heat of the pocket and a wall nearly to the freezing pomt, is about 20° or 25° Celsius, and a watch shonld, therefore, never either be suspended or laid npon it; the sudden change of temperature may produce the sudden breaking of the spring also the oil thickness, especially if no longer pure, which as aforesaid, produces irregularities of rate; if the balance of the watch is not compensated, it must gain from the above-mentioned carelessness, and if it possesses constructive defects, it may stand still from the cold.†

It is necessary to clean the watch pocket frequently, to free it from all accumulating dust and fibres. Even by the cleanest pursuits, a sort of fiber dust will gather in the pocket, caused by the friction of the watch case, and this is very easily transported to the interior of the movement, and is much more pernicious than common dust, by wrapping around the little component parts, and retards—sometimes prevents their motion, similar to the cobweb with flies.

† The author leaves his watch always in the vest pocket, and hangs this on a peg; the watch is thereby prevented from rocking, and escapes other misfortunes, especially when traveling and lodging at strange hotels, where one is called late at times, and something is generally forgotten in the hurry; it is also possible that the watch, instead of being placed in the watch shoe, may be immersed in the holy water vessel, as happened a friend of ours in a Catholic country.

No other article should be carried in the watch pocket, such as keys, coin, etc.; it is often done, yet highly detrimental and careless. Watch crystals may be broken, and the dials and hands be injured; if the case is not strong, parts of the train are liable to injury, but in the most favorable condition, the case itself may be injured. The watch should never be worn against the bony part of the body.

The dust cover shonld never be opened without necessity; dust and fiber is always located aronnd the rim, also the air is continuonsly charged with dust particles. The canons of the key equally may introduce dust, tobacco and other impurities into the movement, and it should be cleaned frequently. But by even the greatest of care, it is impossible that the watch can go forever without occasional repairs, and it should be cleaned at least once every year. All manner of machinery requires an occasional supervision, and it should be performed at least once a year on a watch, the oil has dried np by this time and become mixed with particles of metallic dust, which act like emery. The author, dnring a long practice, has had occasion to manipnlate costly watches, and several of them were almost ruined beyond repair by having run beyond the time. They generally belonged to people who were afraid to trnst their timepieces to bad workmen, and rather risked the consequences. In such a case, it would be better to lock the watch away.

We have endeavoured to give a few of the details of how a watch should be treated. Entire chapters could be written without exhausting the subject, but let the above suffice for the layman.—*Jewelers' Circular.*

HOW AGATES ARE CUT.

The variety of quartz known as Agate is a variegated chalcedony, with the color distributed in clouds, spots, or concentric layers. The variety called Moss Agate occurs in veins, while the banded agate is found in the form of geodes or balls, and occasionally there will be found in the side of these balls a sort of funnel through which was introduced the silicious matter forming the layers.

Judging from the number of these agates to be seen one might be led into the error of snpposing that they could be found almost anywhere along our shores, and as the prices at which they are sold are very low, it is evident that the cutting and polishing must be done in some country where labor is cheaper than here. However, the explanation is given when we are told that they are German Agates, for although for a number of years comparatively few agates suitable for cutting have been found on German soil, yet we may safely say that, at the present time, nine-tenths of all the commercial agates now in Sonth America, where, especially in Brazil, they occur in great numbers. They are shipped thence as ballast in vessels bound for Hamburg, and from this port and forwarded by rail to Oberstein, where they are sorted into lots, usually in the yard of some well-known inn, and sold at auction. When purchased, they are sent to the agate mills, where they are cut and polished on wheels turned by water power, though of late years steam has been introduced in a few mills.

Along the Idar River, between the towns of Idar and Oberstein, there were, in 1867, one hundred and fifty-three mills, working seven hundred and twenty-four stones. Each mill contains from three to five stones, set on a horizontal axle, one end running outside the workshop and communicating with the water-wheel. The mill-stones are usually red sandstone, about five feet in diameter, and rotate in a vertical plane, the broad edge of the wheel being kept moist by a stream of water trickling down upon it from above. The choice agates are usually cut into shape with steel wheels and diamond powder. The common ones, however, are not sawn, but roughly dressed with hammer and chisel, the workmen acquiring, by long experience, great dexterity in applying their blows so as to obtain the desired fracture.

The grinding is done on the broad edge of the wheel, which is furrowed with channels corresponding in shape with the form which it is desired to give the object in hand. The agate is usually attached to a small stick, and thus applied to the moving wheel.

Each stone accommodates two men, but these men, instead of sitting at the wheel, are stretched in an an almost horizontal position upon a wooden stool made to fit the body. The limbs are thus left free, the hands holding the agate to the wheel, while the feet are strongly pressed against blocks of wood fastened to the floor. After being ground, the agates are polished on cylinders of hard

wood, or on lead or zinc discs, fed with a mixture of Tripoli and water.

Many of the agates, beautiful as they are in nature, are artificially colored in the following manner: Having been well washed, they are placed in a sirup of honey and water, sometimes in olive oil; after this, they are exposed for some time to moderate heat in a vessel embedded in hot ashes, care being taken that the liquid does not boil. When removed, they are washed, placed in sulphuric acid, and exposed to gentle heat. After they have taken color they are again washed, and it is often the practice finally to lay them in a bath of oil, which improves the lustre. Some layers of agate are quite porous, while others are dense and well nigh impervious. When steeped in oil only the porous layers absorb the liquid, which, being deoxidized and blackened by the acid, makes the contrast between the layers more striking, thus enhancing greatly the beauty and value of the agate. Other colors are given agates by various processes; some, such as the reds, by simple exposure to heat; others by immersion in certain solutions; but these methods vary with the different lapidaries, and are more or less trade secrets.—H. L. Preston, *in Jewelers' Journal.*

GOLD.

Gold is the most malleable, ductile, and most brilliant of all the metallic substances; and, next to platina, the heaviest and most indestructible.

Gold is seldom found except in the metallic state. It has been obtained in every quarter, and almost every country of the globe; but North and South America supply a greater quantity than all the rest of the world.

Many laborious experiments have been repeatedly made by able chemists, who appear to have established the fact, that gold exists in vegetables.

A single grain of gold can be made to cover an area of more than 400 square inches; a wire of one-tenth of an inch in diameter will support a weight of 500 pounds; and Dr. Black has calculated that it would take fourteen millions of films of gold, such as cover some fine gilt wire, to make up the thickness of an inch, whereas the same number of leaves of common writing paper would make up nearly three quarters of a mile.

Though opacity is enumerated as one of the characters of the metals, yet gold, when the $\frac{1}{282000}$th of an inch thick, which is about the thickness of ordinary gold leaf, transmits light of a lively bluish green color. Perhaps all the other metals, if they could be equally extended, would show some degree of transparency, but none of them can be made so thin.

The specific gravity of unhammered gold is 19.258, and is increased but little by hammering. Its hardness is 6. It melts at 32° of Wedgwood; and, if pure, its color when in fusion is not yellow, but a beautiful bluish green, like the light which it transmits.

Gold cannot be volatilized, except at an extreme heat. The utmost power of Parker's celebrated burning lens exerted upon it for some hours, did not cause it to lose any weight which could be discovered; but Lavoisier found that a piece of silver, held over gold melted by a fire maintained with oxygen gas, was sensibly gilt; and perhaps the same delicate test would have shown its volatility by the lens.

After fusion, gold will assume the crystalline form. Tillet and Mongez obtained it in short quadrangular pyramidal crystals.

Gold unites with most of the metals. Silver renders it pale; when the proportion of silver is about one-fifth part, the alloy has a greenish hue. Silver separates from gold as from platina, if the alloy be kept for some time in fusion.

Gold is strongly disposed to unite with mercury; this alloy forms an amalgam, the softness of which is in proportion to the quantity of mercury. It is by mercury, that in South America, gold is chiefly obtained from the earth with which it is mixed, and the gold is separated by distillation. This alloy readily crystallizes after fusion. It is applied by gilders to the surface of clean copper, and the mercury is driven off by heat.

Gold unites freely with tin and lead, but both these metals impair its ductility. Of lead, one quarter of a grain to the ounce renders the gold brittle; but tin has not so remarkable an effect.

Copper increases the fusibility of gold, as well as its hardness, and deepens its color. It forms the usual addition to gold for coin, plate, etc. The standard for gold in America, Great Britain and her Provinces is twenty-two parts pure gold and two parts copper; it is, therefore, called "gold of twenty-two carats fine."

Iron forms an alloy with gold, so hard as to be fit for edge tools. Its color is grey, and it obeys the magnet.

Arsenic, bismuth, nickel, manganeze, zinc and antimony, render gold white and brittle. When the alloy is with zinc in equal proportions, it has a fine grain, takes a high polish, and from these qualities, and its being not liable to tarnish, it forms a composition not unsuitable for the mirrors of telescopes.

For the purpose of coin, Hatchett considers an alloy consisting of equal parts of silver and copper as the best, and copper alone as preferable to silver. The same distinguished chemist gives the following order of different metals, arranged as they diminish the ductility of gold, viz., bismuth, lead, antimony, arsenic, zinc, cobalt, manganese, nickel, tin, iron, platina, copper, silver. The first three were nearly equal in effect, but the platina was not quite pure.

The nitric acid will take up a very minute quantity of gold, but the nitromuriatic and oxy-muriatic acids are its only real solvents. The two latter acids are of a similar nature, and their effects on gold are increased by concentrating them, by enlarging the surface of the gold and by the application of heat. The solution is of a yellow color, caustic, and tinges the skin of a deep purple. By evaporation it affords yellow crystals, which take the form of truncated octahedrons. These crystals are a muriate of gold; they may be dissolved in water, and will stain the skin in the same manner as the acid.

Most metallic substances precipitate gold from its solution in the nitromuriatic acid; lead, iron and silver, precipitate it of a deep and dull purple color; copper and iron throw it down in its metallic state; bismuth, zinc, and mercury likewise precipitate it. When precipitated by tin, it forms the *purple precipitate of Cassius*, which is much used by enamellers and manufacturers of porcelain.

Ether, naphtha, and essential oils, take gold from its solvent, and from liquors which have been called potable gold, and are used in gilding. The gold obtained from these fluids by evaporation is extremely pure.

If diluted nitromuriatic solution of gold be used to write with upon any substance, and the letters while yet moist,

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be afterwards exposed to a stream of hydrogen gas, the gold will be revived and the substance will appear gilt. Ribbons may be gilt in this manner. Sulphurous acid gas revives the gold in the same manner.

Lime and magnesia precipitate gold from its solution in the form of a yellowish powder. Alkalies do the same, but an excess of alkali re-dissolves the precipitate. The precipitate obtained by means of a fixed alkali appears to be a true oxide; it is taken up by the sulphuric, nitric and muriatic acids, but separates by standing with crystallizing. The precipitate by gallic acid is of a reddish color, and very soluble in the nitric acid, to which it communicates a blue color.

Gold precipitated from its yellow solution by ammoniac, forms a powder called *fulminating gold;* this dangerous compound detonates by friction, or a very gentle heat. It cannot be prepared or preserved without great risk. Macquer gives an instance of a person who lost both eyes by the bursting of a bottle containing some of it; and which exploded by the friction of the glass stopper against an unobserved grain of it in the neck of the bottle.

Green sulphate of iron precipitates gold of a brown color; but this soon changes to the color of gold.

The alkaline sulphurets precipitate gold from its solution; the alkali unites with the acid, and the gold falls down combined with the sulphur. The sulphur may be expelled by heat.

The alkaline sulphurets will also dissolve gold. Thus, if equal parts of sulphur and potass, with one-eighth of their joint weight of gold in leaves, be fused together, the mixture, when poured out and pulverized, will dissolve in hot water, to which it gives a yellowish green hue. Stahl wrote a dissertation to prove that Moses dissolved the golden calf in this manner.

Sulphur alone has no effect on gold. The process called dry-parting is founded upon this circumstance. This is used for separating a small quantity of gold from a large quantity of silver. The alloy is fused, and flowers of sulphur are thrown upon its surface; the sulphur reduces the greater part of the silver to a black scoria. The small remainder of the silver may now be separated by solution in nitric acid. The advantage of the operation consists in saving the large quantity of nitric acid which would have been required to dissolve the silver of the alloy in its original state.

The heat produced by the electro-galvanic discharge reduces gold to a state of a purple oxide.—*Jewelers Journal.*

WATCH OIL—CARE TO BE USED IN ITS APPLICATION.

Among the substances used by the watchmaker, oil is one occupying a first rank, being of the greatest importance. No matter how carefully has been the construction of a time-piece, its functions are subordinate to the continuous presence of a fatty body introduced into all the parts where friction occurs; without this precaution, the organs in contact would very soon be subject to early wear and destruction, thus producing the stoppage of the mechanism; the same would equally result if the oil employed were to loose its fluidity, and by its solidification seriously interfere with the rate. It is true that there exists no lubricating agent which indefinitely preserves its primitive conditions; all change with the lapse of time. The duration of the correct rate of a clock or watch is consequently limited by the time until the lubricator degenerates; clocks which possess a large motor and small resistance preserve their oil longer. Cases are not wanting in which they kept correct rate for ten or fifteen years, but as for watches, whose motive power is small, the least thickening of the oil in the last moveable parts, occasions a resistance which soon is impossible to overcome, and the watch stops. The timepiece must be taken asunder, cleaned and fresh oil applied. Its duration does not last beyond one and one-half or two years at most, and these little mechanisms are only in good order when in conditions of having been cleaned at short intervals, so imperfect is the agent used by the watchmaker for lubricating.

It will be seen that a judicious choice of oil must be all-important to him. Watchmakers and chemists have occupied themselves with the question, and more than once the results have, at least in theory, led to the anticipations that the grand desideratum was discovered at last, but practical experience very soon destroyed all hopes—no oil prepared by any new processes has as yet resulted in anything permanent.

Choice of Oil.—We will quote M. H. Robert by saying that the best watch oil is made of olives. Some prefer animal oils, notwithstanding its greater viscidity; they find it to withstand the influences of the sea better than that from olives. Experiments have been tried with neats', mutton, even ducks' foot oil, and all, with due care, have given good results.

Animal oils are submitted to a pretty high temperature, for extracting, while those from olives should not be heated beyond 50°.

There exists no other means, actually, than a sufficiently long experience for distinguishing good or bad oils. The watchmaker, consequently, is reduced to confidence when purchasing it. The good faith and renown of the manufacturer are his only guarantees. These remarks are specially applicable to olive oil.

It is believed that certain indications will betray the quality, from the manner in which it behaves when brought into contact with brass for several days. It would not be prudent to put too much faith in the presumptions, as they may occasion mistakes.

A good watch oil should have the following qualifications: 1. It must preserve its primitive fluidity for a long time; 2. It must not attack the brass with which it is brought into contact; 3. Possess a good fluidity; 4. It must not thicken on exposure to cold; 5. It be absolutely free from all glutinous or resinous substances.

Of all these qualifications, the preservation of its fluidity is the most important; of course, no oil preserves it forever, all thicken and solidify with time, and it may be expected that a retardation of rate will commence with the change. Oils prepared by the watchmaker himself may last for three years, and clocks may still continue to preserve a good rate for longer time. Astronomical clocks will go as long as twelve years before requiring a cleaning, but chronometers should never be let go more than three years; watches require to be cleaned every eighteen months at longest.

Brass oxidizes more or less in contact with oil this will even eat into it, and it assumes a clear green, and at times a black color. If these symptoms appear in a pronounced manner, at the end of a short time, the oil had better be thrown one side as unfit.

A fluidity more or less great is of no importance, but it is utterly indispensable

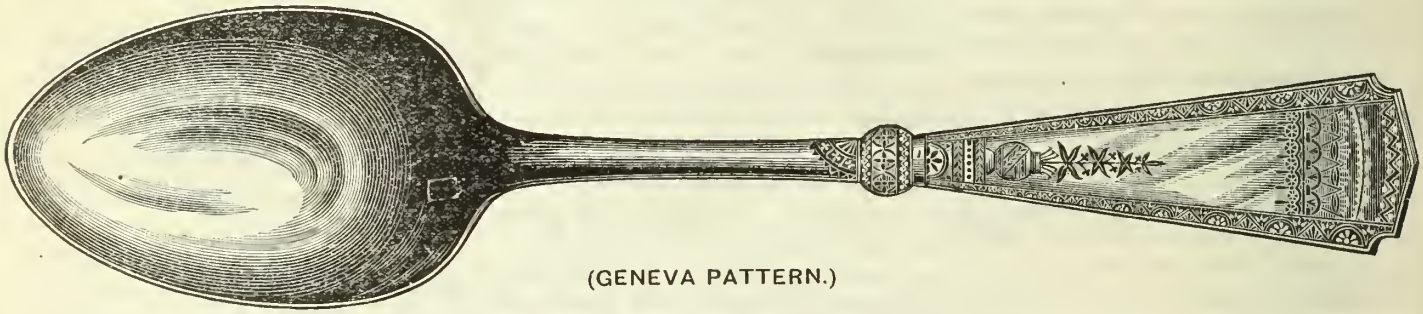


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that the oil should preserve it without thickening. If attention were bestowed simply to the inconvenience occasioned by the resistance on the pivots, the most fluid would only be used, especially for the latter moveable parts, whose velocity is greater and power less; but we have on this side the fact that too fluid an oil does not keep. Thus, if one too fluid in consistency were used on cylinders, the parts would very soon run dry, but the same kind of oil would answer very well for the smaller pivots, by reason of their greater adaptability to the sinks. The consistency of the oil should therefore be in proportion to the pressure, and a thicker oil will be found better adapted for the first moveable parts. It is rare however, that the watchmaker uses all the care requisite, chronometers excepted; the same kind of oil is used at all train parts.

Animal oils, being generally thicker, are better adapted for large clocks; they could be well used for lubricating the blade and pivots of the mainspring. Some chronometers makers prefer them to that from olives, and think it is better preserved at sea.

Freezing.—Olive oil shows a very variable manner under the action of cold, even when appearing to be identical in their nature. It is not good to judge of the quality by the temperature in which it congeals. This change of state occurs from 4° to 20.°

Congealed oils neither have the same appearance nor the same state. Thickened oils are more viscid than fresh ones under the action of cold, and offer greater perturbations in the rate than the latter. In general, an oil curdling with an average degree of cold is not objectionable for the first wheels; it suffices it hould preserve its fluidity with—4°. The rate of the timepiece is not affected thereby. A contact with metal will keep oil fluid; and it may still be so at the pivots while that in the bottle from which it has been taken has already become congealed.

Many causes contribute to degenerate oil. Thus,

1. The nature of the oil itself. Every oil deteriorates after a while of itself, independent of foreign influences.

2. A contact with the air. The elements in the air combine little by little with it, and modify its nature.

3. An action of light. This influence singularly favors a degeneration.

4. Humidity.

5. A rise of temperature, or an intense cold; in fact, every sudden variation of temperature.

6. Emanations arising either from persons or localities; chronometers frequently deteriorate at sea, and on some vessels more than on others. Some persons are obliged to have their watches cleaned oftener than others.

8. Clocks enclosed in not thoroughly seasoned oak timber; the tanic acid given off slowly decomposes the oil.

8. The nature or composition of the metal or alloy employed.

9. The state of the lubricating surfaces.

10. The kind of friction. A pivot badly rounded or polished, or working in too large a hole, is liable to wear; also a high pressure, etc.

The different kinds of brass do not behave alike with oil; certain ones alter more or less, and are more or less affected by others; simple cast brass is very inferior to the drawn or hammered article. The same kind of brass even acts differently, in accordance with having been hammered more or less in a cold state.

The gilding of watch trains by means of mercury serves the double purpose of stopping the oxidation and keeping the oil from spreading; it is caused by the graining left by the gold amalgam on the parts.

Gold, of all metals, preserves oil best; next to gold, gilt brass. Brass of good quality, well hammered, alse gives good results. When simply cast, it alters the oil very rapidly. All other metals tried up to date, copper included, are inferior to brass, as far as regards their oil preserving qualities.

PRESERVATION OF OIL IN THE RUBBING PARTS.

It now remains to examine how oil behaves on subjects, and what precautions must be taken to prevent its spreading. This action, altogether mechanical, is regulated by natural laws, and may be determined beforehand; but these questions appear to have little engaged the attention of artisans, and we are forced to collate them from works of different authors, who have barely spoken of them.

The interior cylinder walls retain the oil well. This fact favored by the form of the club teeth of the scapewheel, has eminently contributed to the success of the cylinder escapement, and explains in a great measure the universal regard in which it is held. A number of escapements, obsolete to-day, do not deserve their fate, but for the difficulty with which they retain oil. A lack of this is followed by the wearing of the rubbing parts; destruction progresses, and the timepiece soon becomes unfit for use, giving rise to frequent repairs. Thus, a service of only short duration is obtained, which of itself is a capital offense of the mechanism subject to many other accidents. The cylinder escapement, if executed on sound principles, will go a long time without wear.

If the scapewheel teeth are pointed, the oil is kept from spreading by filing on the face of each tooth a little groove; it is well to extend it to the other side, it may be cleaned with greater dispatch. The oil tending to run to the wheel's center, is forced to stop at or near the point. Th. Reid, an English horologer, practised this disposition with success. Others have found it practicable to file a little cleft at the end of each tooth, to serve as sink. Mr. Robert, in his carefully constructed timepieces, pierces each tooth of the scapewheel for the same purpose.

Others make these teeth of concave form; the oil being driven from the two sides finds a place to lodge.

Cavities introduced for the purpose of storing oil at the pivot holes, to lubricate the rubbing part, are known by the name of sinks. Their forms must comply with three conditions, viz., Maintain the oil at the same place—without running; inclose the largest possible quantity; prevent an exposure to air of the oil.

A certain amount of oil, put into the sink will remain there without spreading; by increasing the quantity, it will run out and the pivot runs dry. Only use sufficient, for fear of running out.

As a contact with air changes the oil and forms a pellicle over it, this destructive agent must be guarded against by offering the least surface possible.

To apply oil intelligently, plunge a clean steel rod into the bottle, and withdraw it quickly; the oil remaining attached thereto is put into the oil cup; and with a little steel staff or drill apply it to the parts; put it exactly to the bottom of the hole, only in a quantity sufficient to be contained within the sink; taking care not to touch it elsewhere, it might call out the other oil, by offering it a facility to run.

Preservation.—It is not sufficient that the watchmaker be provided with good oil, he must seek to preserve it, as follows:



WE BEG TO CALL THE ATTENTION OF THE TRADE to the well known quality and elegance of finish of our Gold Cases, guaranteed by us to be of eighteen karat Gold, U. S. Mint assay, or of fourteen karat Gold, as may be stamped, and also to our mode of selling the same, charging only for the ACTUAL WEIGHT *of the gold used, and not for the base metal comprised in springs, key pipes, filling of crown, etc. To illustrate which we here show copy of tag accompanying each one of our Gold Cases, which plainly indicates not only the gross weight of the Case, but also the* NET *weight of the gold.*



AMERICAN WATCH COMPANY,

ROBBINS & APPLETON,

New York, August 1st, 1881. General Agents.

IN EXPLANATION OF THE ABOVE we desire to say that the old plan of charging for the gross weight of the case, as if it were all gold, worked well enough as long as the manufacturers were content with the amount of brass and steel actually required in its construction; but when the business was degraded into a contest as to who should get the most base metal into the least quantity of gold and call it a GOLD case, then the time came when, in the interest of dealers in American Watches, it became necessary to adopt a plan of selling, showing the buyer exactly how much GOLD each Case contained.

In adopting this method we act in conformity with the earnest wishes of the leading houses of the Trade, some of whom have already undertaken to carry out the same idea in their own business.

ROBBINS & APPLETON,

GENERAL AGENTS.

1. By keeping it in shelter, from contact with the air; the bottle must constantly be kept vertical, and it should be long, narrow, and carefully corked. Never tip the bottle to one side, to pour out; let none run on the sides. Let the cork be of the best quality.

2. Keep it in a perfectly dark place, and do not expose the bottle to the light any longer than necessary to take oil therefrom, in the manner prescribed.

3. Keep it under cover in a dry and sweet place; removed as much as possible from all agitations of the air and exposures to sedden changes of temperature.

We have endeavored to elucidate the question, and leave it to the practical experiment of the watchmaker to "charge, alter, and amend." Every intelligent horologer will concur in saying that we are not yet by any means in possession of the best lubricating agent possible.—*The Jewelers' Circular.*

BUSINESS CHANGES FOR AUGUST.

Rob. Wilson, Odanah, Hardware, style now Wilson & Harrison; Adam Hope & Co., Hamilton, Wholesale Hardware, Mr Adam Hope of this firm dead; Thexton Bro., Lindsay, Hardware, offering 50c on the dollar; A. D. Cooper, Midland, Jewelry, removed to Waubaushene.

BUSINESS NOTES.

H. Lafontaine, watchmaker of Sorel, is making a watch to indicate the seconds, hour, day of the week and month, and the moon's phases. It will be composed of 500 parts.

Mr. John Segsworth has just returned from his English trip, and looks much the better for the change. He brings with him a large stock of new jewelry, and intends to rush things during the next few months.

We are glad to notice the return from Europe of Mr. R. Y. Ellis, of the firm of P. W. Ellis & Co., Wholesale Jewelers, of this city. Mr. Ellis looks well, and says he had a splended time while away, and is now fit to do any amount of work. From present indications he will have plenty to do before the year is out.

As will be seen by our advertising columns, Mr. A. C. Anderson, Wholesale Jeweler of Hamilton has recently returned from England, where he has been on a business trip. His selections will be found of the latest styles and his customers may depend upon getting good value.

Says the *Monetary Times*, "An Oshawa hardware man, Mr. T. W. Gibbs, has been in trouble for a long time. Several years ago he got an extension of time and carried out the arrangement. Now, we are told that his Montreal creditors have again consented to favor him. He has made earnest efforts to succeed.

Mr. Samuel Stern, who has been absent in Europe for the past three months, is home again, after having personally supervised the shipment of his fall purchases. His stock of clocks and fancy goods will be unusually complete this year, and buyers visiting Toronto should drop in and inspect his goods before placing their orders.

The new telephone recently placed in Messrs. Zimmerman, NcNaught & Lowe's office is the first and only one in any jewelry establishment in the city. The firm find it exceedingly useful in many ways, and fully appreciate the saving in time effected by its use. Buyers visiting the city are invited to avail themselves of its assistance, where possible, in the transaction of their business.

The Toronto Silver Plate Co. are getting rapidly into shape, and expect to have some goods of their own manufacture upon the market in the course of the next few weeks. Under the able superintendance of Mr. J. A. Watts, the machinery is being put in, and the other arrangements pushed rapidly forward. They have already about thirty hands at work and expect to employ about fifty more when in full running order.

Hon. Adam Hope, who died last month of paralysis, was a well known and honored Canadian merchant, of amiable character and marked ability. He was born in East Lothian, Scotland, and at the time of his death was in his 70th year. Having been some six years in the counting-house of a Leith firm, in which Mr. David Davidson, formely General Manager of the Bank of Montreal, was then a partner, Mr. Hope came to Canada in 1834, and entered the office of Young, Weir & C., merchants, Hamilton. Beginning business on his own account in St. Thomas in 1837, he removed to London in 1845, where the firm was Hope, Birrell & Co., the late Mr. John Birrell being the partner, and subsequently to Hamilton in 1865, when the firm became Buchanan, Hope & Co. The deceased gentleman was senior partner in the wholesale hardware firm of Adam Hope & Co., Hamilton, President of the Hamilton Provident and Loan Society, and Director of the Canadian Bank of Commerce. He had been, too, the first president of the Huron & Erie Loan Co., founded about 1864 in London. M. Hope was called to the Senate by Hon. Alex. Mackenzie five years ago.

New Premises.—A Strathroy Exchange says: Mr. W. F. Snell can now be found in his new store two doors west of his old stand. Mr. S. has shown considerable taste in the arrangement of his new premises. In addition to the plate glass front the walls have been nicely papered and bordered, and the ceiling very handsomely frescoed. Tables of cherry with walnut trimmings are used in place of counters, on which rests his show cases; walnut bracket shelves are arranged on the east wall for to show off his stock of clocks and the west wall is to be filled up with glass show cases for silver and plated ware. In the rear is a large storeroom and workshop. When completed Mr. S. can boast of having one of the finest jewelry establishments west of Toronto.

WORKSHOP NOTES.

Scarce Brass Alloys.—Bristol brass (Prince metal), 6 parts copper, 2 zinc; Japanese brass (Sinchu), 10 parts copper, 5 zinc. White brass, 1 part copper, 8 zinc, 1 iron — very suitable for statue casts in place of bronce.

Rust.—Nuts are oftentimes so tightly rusted upon screws that other means must be made use of to loosen them; kerosene or naptha, even turpentine, will in a short time penetrate between nut and stem. Next heat them in fire which quickly severs them.

Bronce.—Bronier claims to have discovered a simple method to make bronce malleable; it consists in the addition of from ½ to 2 per cent. of mercury, and appears to act rather mechanically than chemically. It is added to one of the metals of which the alloy is made.

Varnish for Pasteboard, Wood, Metal, &c.—Marine glue, 2 parts, yellow, gum lac, in scales, 1 part. Dissolve in wood spirits (pyroligneous spirits). This varnish may be applied to paper, pasteboard, wood and metals. If thick it may be used for gluing wood.

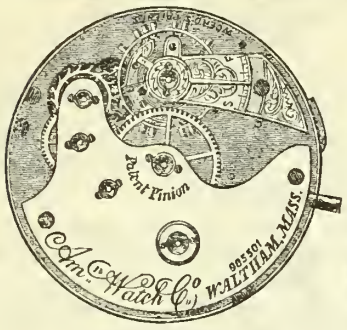
Bronzing Medals.—According to the *Revue ind.*, medals are bronced in the Paris mint by boiling them in a copper kettle, not tinned, however, in a solution of 500 grams pulverized verdigris, and 475 g. pulverized sal ammoniac, in 160g. strong vinegar and 2 liters water. The medals are kept apart by wood or glass rods.

Varnishes.—*Gold varnish for brass objects, physical instruments*, etc.: Gum lac, in grains, pulverized, 90 grams; copal, 30 g.; dragon's blood, 1 g.; red sandal wood, 1 g.; pounded glass, 10g.; strong alcohol, 600g.; after sufficient maceration, filter. The pulverized glass simply serves for accelerating the dissolving, by interposing between the particles of gum lac and copal.

Polishing Steel.—If the steel is of moderately good temper, use a zinc polisher with diamantine; a tin polisher is better for soft steel. The diamantine should be mixed on glass, using a beater also of glass, with very little watch oil. Diamantine mixed with oil becomes gummy, and quite unfit in a day or two, and turns black, if brought into contract with metal in mixing.

Cleaning Rags.—The rags, which are excellent for polishing metal surfaces, are prepared in the following manner: Dip flannel rags into solution of 20 parts dextrine and 30 parts oxalic acid in 20 parts logwood decoction, wring them gently, and sift over them a mixture of finely pulverized tripoli and pumice stone. The moist rags are piled above each other, placing a layer of the powder between each two. They are then pressed, taken apart and dried.

Wrapping Paper for Silver.—The *Archiv. d. Pharm.* gives the following for preparing a good wrapping paper: 6 parts caustic soda are dissolved in sufficient water until the hydrometer shows 20° Beaumé; 4 parts oxidized zinc are added to this solution and boiled until dissolved. Sufficient water is then added to dilute the mixture to 10°B. The paper or calico is dipped into it, and dried. All silver articles wrapped in it, are protected against the sulphuretted hydrogen, which, as is known, is contained in the air of all large cities.



INGLIS, PICARD & CO.,

(Successors to H. VIDAL & CO.,)

IMPORTERS OF AND JOBBERS IN

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TOOLS, WATCH GLASES, ETC.,

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Importer of

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T WHITE & SON,

Manufacturing Jewellers, Gold and Silver Platers, and

LAPIDARIES,

12 Melinda St., Toronto

Canadian Agates, Amethysts, &c.,

polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

Stones, Imitations, Locket Glasses, &c.

Unsurpassed in the Dominion.

IMPROVED

CROWN FILLED CASE.

The Smallest,

most Compact,

and Symmetrical



Filled Gold Case

ever offered

to the Trade.

SUPERIOR QUALITY. SUPERIOR FINISH.

SOLD BY LEADING JOBBERS.

CEMENT FOR CAOUTCHOUC.—It is recommended to macerate pulverized shellac in ten-fold its weight of a strong aqueous solution of ammonia, so-called spirits of hartshorn, whereby a transparent, gelatinous mass arises, which becomes fluid if the bottle containing the gelatine is immersed in hot water. It also becomes fluid after standing from three to four weeks. When to be applied, both surfaces to be united are moistened with the mass and pressed together. As soon as the ammonia is evaporated, the caoutchouc becomes as hard as the homogenous caoutchouc mass itself. The cement is also suitable for uniting caoutchouc to glass, metal, etc., in fact, upon all smooth surfaces.

SOFT GOLD SOLDER.—Melt equal parts of 14-karat gold and silver solder, and hammer it into a thin sheet upon the anvil. This solder will satisfy all the demands of a watch repairer. It is advisable to use silver solder for low grade, say 6 or 8-karat gold goods, which consists of 2 parts fine silver and 1 brass, with the addition of a gram of tin. Another nice soft solder for 8 and 14-karat gold, consists of 1.5 parts fine silver, 0.5 fine copper, 1.16 14-karat gold and 0.4 zinc: the first three metals are well melted and mixed together, and when well in a fluid state, the zinc is added, the whole left for a few moments in fusion, until it melts, not volatilizes, and then cast.

TO SILVER GLASS.—Dissolve 3 grains of ammoniacal nitrate of silver in 1 oz. distilled water, which solution must be rendered somewhat clouded by sufficient nitrate of silver, and then filted. Immediately before use, mix 1 oz. of this solution with 2½ grains Rochelle salt. The glass to be silvered having been cleaned to its utmost, is placed into a suitable vessel, the bottom of which is provided with a few cones, thus raising the glass about one inch above the bottom, and the fluid is poured over it. The vessel is placed on the northern part of the house, or in a place with deadened light, and the silver precipitated will be sufficiently thick in two hours. It taken out, washed and dried; if the glass with the silver pellicle is to be used as reflector or speculum, the coating must be protected by varnish.

CRYSTALS.—Dr. Bottcher publishes a very simple method of coating paper, wood, or glass with crystals: Mix a very concentrated salt solution, in cold, with dextrine, and apply the fluid with a broad, soft brush upon the surface to be decorated, spreading it in a layer as thin as possible. After drying, the surface will show a very handsome, pearl-lustrous coating, which on account of the dextrine, very tenaciously adheres to the surface. It may be made adhesive to glass by coating it with an alcoholic solution. Salts especially suitable for the purpose are specified Dr. Bottcher to be sulphate of magnesia, acetate of soda, and sulphurate of zinc. If paper is to be decorated in the same manner, it must be sized. Unsized paper absorbs the fluid, and prevents a regular formation upon its surface. Visiting cards of this style, by the name of alabaster cards have for some time been in high favor. Colored glass provided with such a coating, is very handsome if light can penetrate it.

CLEANING IVORY ORNAMETNS.—Ivory ornaments are quickly cleaned by brushing them with a new, not very sharp tooth brush, to which a little soap is given; then rinse the ornament in lukewarm water; next dry the trinket and brush a little, and continue brushing until the luster reappears, which can be increased by pouring a little alcohol upon the brush and applying it to the trinket. Should this have become a little yellow, dry it in gentle heat, and it will appear as if new. Ivory that has become yellow may easily be bleached in the following manner: The article is placed under a glass bell, together with a small quantity of chloride of lime and muriatic acid, whereby chlorine is developed, and exposed to sunlight. Be very cautious not to breathe the vapors, as they are very poisonous. The bleaching power of the chlorine destroys the yellow pigment upon the surface, and the article will be restored to its original luster.

CLEANING SILVER.—A correspondent to *La Nature* sends the following recipe, the practical value of which he has tested for years: Cyanide of potassium, 30 gr.; hyposulphite of soda, 20 gr.; water, 1000 gr.; ammonia, sufficient quantity. The liquid is prepared cold and the silver is immersed cold.

Another subscriber sends the following recipe water, 1 liter; sulphate of amonia, 5 gr.; sal ammonia, 10 gr.; cream of tartar 10 gr.; common salt,: 10 gr.; alum, 15 gr. Dissolve and boil, and plunge the articles therein for a short time.

GOLD COLOR UPON BRASS.—To color brass gold color, dip it, after having been polished bright, into a diluted solution of neutral acetate of copper (crystalized verdigris), in which, however, must be contained no free acid.

Mat, greenish-gray upon same.—Paint it several times with a well diluted solution of chloride of copper.

Violet upon same.—Heat brass until you can barely hold it in your hands, and then, with a ball of loose cotton, paint it uniformly with ordinary officinal chloride of antimony, and it will color a handsome violet.

NICKEL-PLATING.—Dr. Kaiser describes a single process of nickel-plating. Preparo a bath of pure grannlated tin tartar and water, and having been heated to the boiling point, add to it a small quantity of puro red hot oxide of nickel. A portion will soon dissolve, and give a green color to the grains of tin. Articles of copper or brass plunged into this bath in a few minutes acquire a bright metallic coating of almost pure nickel. If a little carbonate or tartrate of cobalt added to the bath, a bluish shade, either light or dark, may be given to the coating, which becomes very brilliant, when properly polished with chalk or dry lime dust.

METALLIC objects may be colored by immersing them in a bath formed of 640 grains of lead acetate dissolved in 3,450 grains of water and warmed to from 38° to 90° Fah. This mixture gives a precipitate of lead in black flakes, and when the object is plunged into the bath the precipitate deposits on it. The color given depends on the thickness of the skin, and care should be taken to treat the object gradually, so as to get a uniform tint. Iron treated thus acquires a bluish aspect like steel; zinc, on the other hand, becomes brown. On using an equal quantity of sulphuric acid instead of lead acetate, and warming a little more than in the first case, common bronze may be colored red or green with a very durable skin. Imitations of marble are obtained by covering bronze objects, warmed to 100° Fah., with a solution of lead thickened with gum tragacanth, and afterward submitting them to the action of the above mentioned precipitato of lead.

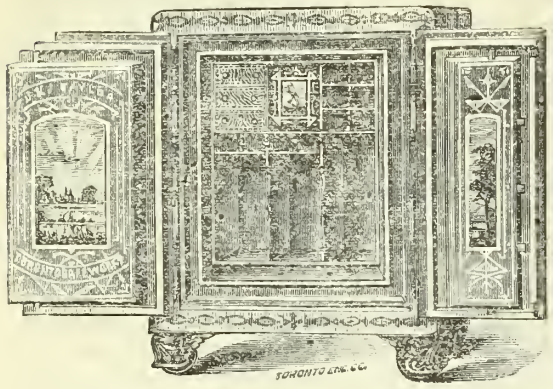
SCIENCE NOTES.

DETONATING WATCHES.—Watches with alarm are an old contrivance, but one which at the appointed time fires a shot, certainly is a product of the present era, not much known yet, and still less "to Solomon in all his glory." The mechanism producing the effect is that in common use, and regulated at the dial; on the outer case rim is a spring which is cocked at the same time, a little piston protrudes upon which a cap is placed. At the appointed hour, the spring flies off, hits and explodes the cap with a noise sufficient to waken Rip Van Winkle himself.

AMALGAMATING salt for optical and mechanical use, is, according to the *Central Ztg.*, made by dissolving ½ kilo. mercury in a mixture of ½ kilo. nitrac acid and ½ kilo. muriatic acid. The solution is prepared in a porcelain dish in a sand bath, under a well drawing chimney like a blacksmith's furnace. Another good method is to dissolve 8 parts of oxyde of mercury in 100 parts water and 10 parts muriatic acid. Dip the zinc parts into this fluid for a moment, then rinse and brush them, and they will be found coated with a silver like coat. The application can be made with a small brush or sponge. Protect your hands against the poisonous properties of the salts of mercury; it might penetrate through the skin into the body and cause salivation and mercury poisoning.

PEARL fishing on the coast of Lower California is an important industry, no less than 1,000 divers being employed in bringing up the costly black pearl, which is found in a great state of perfection in the deep waters of La Paz. The pearl oysters are found from one to six miles off shore, in water from one to twenty-one fathoms deep. Merchants provide hats, diving apparatus, etc., for the prosecution of the business, on condition that they can purchase all the pearls found at prices to be agreed upon. These boats, which are usually of about five tons burden, sail up and down the coast from May to November, searching for treasures. The product of the year's work is about $500,000, [illegible] the pearls at their first value.

THE Berzelius pencil to cut glass is made in the shape of a pencil, red hot, and applied to the glass, which it cuts in the fire and the point of beginning is to be started with a file; It is composed of the following ingredients: gum arabic, 60 parts; gum tragacanth, 23; benzoin or benjamin, 23; lamp black, 180; water in sufficient quantity. The gum tragacanth is steeped in water for several hours, and the gum arabic is dissolved in a sufficient quantity of water, while the benzoin is pulverized very finely. The three components then are mixed, the lamp black and enough of water added to make a dough of a consistency to be moulded into pencil shape, which are finished by being rolled between two flat surfaces. With skill, a bottle may be cut into a spiral shape which draws out like a spring; the pencil is a very appropriate tool in the workshop of any tradesman.



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New Goods! New Goods! New Goods!

COLORED GOLD SETS, DROPS, PINS, LOCKETS AND RINGS.

Our New Goods in the above are the neatest and most tasty ever imported. Our Mr. Anderson has just returned from the European and American Markets, where he has personally selected our Fall Stock.

AMERICAN JEWELLERY. AMERICAN JEWELLERY.

We are still Head-quarters on the Newest and Latest Styles in American ROLL PLATE CHAINS NECKS and NOVELTIES.

A. C. ANDERSON & CO., Hamilton.

SPECIAL NOTICE.

BETTER THAN EVER!

Always Ahead! Buy the Best!



SHEFFIELD STERLING SPOONS & FORKS,

The best unplated flat-ware ever manufactured.

GUARANTEED TO RESIST ACIDS, KEEP THEIR COLOR AND IMPROVE WITH USE.

Every dozen done up in guarantee wrapper. They are the best goods for Dealers to handle because

They are Elegant in Pattern, and Reliable in Quality, Easily sold by the Dealer,

AND GIVE SATISFACTION TO THE BUYER.

Don't be imposed on by imitations, or "Goods as good as Sheffield Sterling," but get the genuine article from the Co.'s Canadian Wholesale Agents

ZIMMERMAN, McNAUGHT & LOWE.

All great pageants have their lubicrous side. At the last at Windsor, the "beef-eaters," in scarlet and gold, with their knotty joints protruding in all kinds of shapes beneath their white silk hose, their sad and sorrowful countenances contrasting with the wreath of red and white roses encircling the round flat cap of black velvet belonging to their costume, their stiff white ruffs standing out against their sturdy beards and wrinkled chin—all presented a mirth-inspiring aspect which would have been most precious to an caricaturist. In solemn silence they stood before the buffet where the $2,000,000 worth of gold plate was piled up, with Tippo Sahib's footstool, a tiger's head of gold, with eyes of rare and brilliant gems, and that cynical monarch's golden bird, whose eyes are of diamonds so brilliant that they seem to light every object aronnd, and whose claws are of pearl, pronounced by Rundell & Bridge, the great jewelers of the last generation, as being too valuable for any London goldsmith's tools to touch.

Another Monster Bell.—St. Paul's Cathedral, London, will at an early date be provided with a new bell, that may well rank among the monster bells of the world. It was cast on the 23rd day of November last, in the factory of M. Taylor, of Loughborough. The smelting occupied 8½ hours, and the casting, four minutes; but only after six days the cast was sufficiently cool to issue from the mould. The dimensions of the bell are, height, 2.692 m.; diameter, 2.896 m.— (0.91 meter=one yard). It has not yet been weighed, but it is presumed that it may be classed between the bell of Olmutz (18,182 kilog.), and that of Vienna (17,980 kg.). Next comes that of Erfurt, 13,960 kg., of Seus, 13,200 kg., and of Paris, 12,190 kg. The St. Paul Bell will cost about 75,000, francs in which is comprised the cost of putting it *in situ* in the northwest steeple of the church

An Indian Bronce.—The Hindoos possess a remarkable ability for making alloys of iron, copper, zinc and tin. Let us cite the *biddery;* the alloy is called after the city where it is mostly prepared, and is most encountered in its purity. The eminent qualities of this alloy are, that it is non-oxidizable in air, even if the latter is charged with humidity, under the burning tropical sun. It is ferfectly malleable and does not crack, except, perhaps, by violent blows. Objects of art manufactured from this alloy, are colored black by plunging them into a simple solution of saltpeter and sal ammonia, or sea salt and blue vitriol. One receipe for preparing the alloy reads as follows: 16 parts copper, 4 lead and 2 tin, melted together. Zinc is combined with this mixture in a proportion of 3 to 10. Dr. Hamilton gives another formula: zinc, 126 parts; copper, 460; lead, 414 (without tin). These parts are finely broken, and enclosed in a crucible with a mixture of beeswax and resin, to prevent calcination, and to simply effect fusion. The fusing alloy is run into an earth mold, and shaped into the desired form. To give it a black color, a solution of sulphurate of copper is used.

Correcting Brittle Gold.—As soon as a gold ingot shows sufficient ducility to withstand the first two or three annealings without breaking, and if by the effect of this first test it gives indications of brittleness, by the appearance of cracks and fissures upon its surface, resourse must be had to a sort of mold casting, what the French call "brassage." This operation is easily performed. It consists in taking a soldering coal, sufficiently large to receive the ingot, preparing it thus with a file that a deepened half-round hollow is worked in. The ingot is now heated upon a coal to nearly white heat, and in this condition it is laid upon the prepared coal, and covered with borax at all points, to faciliate the melting, which is about to be undertaken; the thus prepared ingot is exposed to the influence of a heavy wick of the soldering lamp, and by aid of a somewhat long blowpipe, the flame is directed upon one end; the fire is maintained until the surface begins to melt, whereby all cracks disappear, without raising the temperature sufficiently, however, to either shorten the ingot or separate it into several parts. The requisite degree of heat will be recognized, as soon as the bar begins to give way, and begins to conform to the smallest angles of the coal, as well as by the rainbow hues which begin to appear upon its surface, and finally, by the union of the cracks, which dipappear in proportion as the angles of the bar conform to the angles of the coal, under the heat of the flame. When the ingot has reached this degree of heat, in its entire extent, the operator may be assured of its malleability.

The Watchmaker, Jeweller and Silversmith,

A Monthly Illustrated Journal. Published in London.

The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

This important Trade Organ, now in its seventh year of publication is in the hands of every British Watchmaker, Jeweller and Silver smith, and is therefore a most valuable medium for manufacturers requiring publicity in Great Britain.

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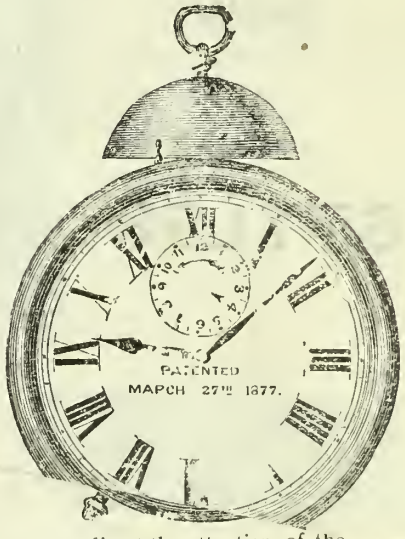
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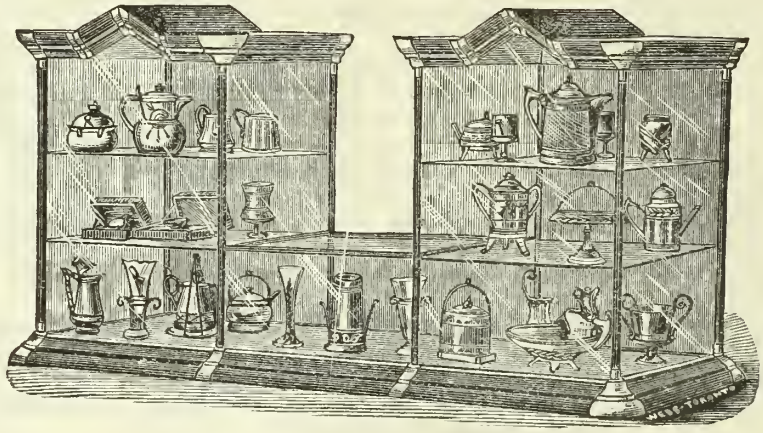
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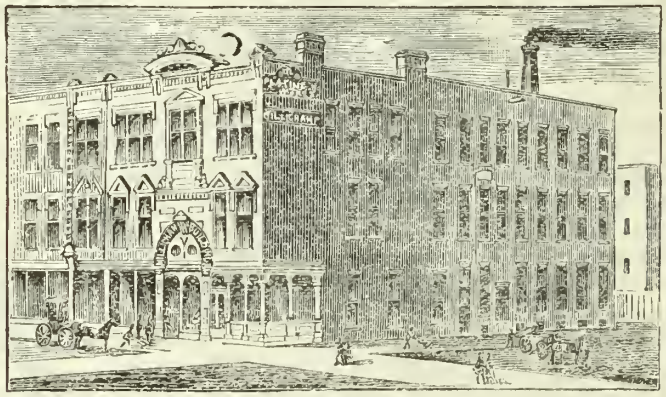
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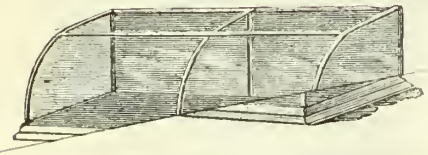
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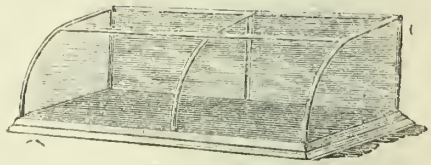
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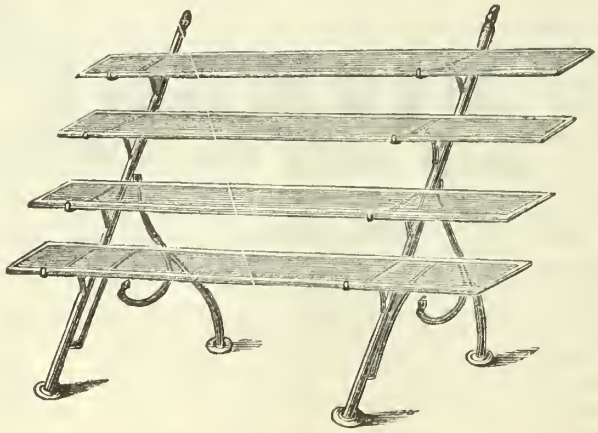
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Editorial.

GOODS RETURNED.

Very few merchants, wholesale or retail, like either the principle or the practice of sending out saleable goods on approbation. But through the exegencies of business it has occasionally to be done, and this being the case the less trouble it makes to the dealer sending out the goods the better he will like the transaction. Any one at all conversant with the details of running a live business, knows that it is not a profitable thing for any merchant to send out saleable goods on approbation or sale. If he made a practice of doing such things he would certainly require double the amount of stock, for as a rule nearly one half of it would be away on approbation the whole time.

No live merchant cares about this kind of thing, it don't pay, and because it don't pay, it is seldom or never done unless by way of accommodation to some good customer, whose trade is worth the sacrifice. If the magnitude of the sacrifice were fairly estimated by the retail dealer, we are strongly of the opinion that the transaction would be attended, in many cases, with far less inconvenience to the wholesale merchant than is now the case. As a matter of fact many retail dealers treat this matter of approbation goods as if it were entirely a matter of right, and not a favor given by the wholesaler in order to oblige him, and it is mainly because of this way of looking at it, that this custom, right enough in itself, has become such a nuisance that many of the best houses on the continent have decided to abolish the practice entirely.

In fact in many cases this habit of getting goods on approbation has become so scientifically managed that by a judiciously worded "identical note" to half a dozen wholesale houses a very large and well assorted stock of goods are secured, from which the retailer can make his sale. While there may be nothing dishonest about such a transaction, it is hardly the square thing, to say the least of it. It is a kind of "getting goods under false pretences," a kind of business that should be discouraged by every possible means. As a matter of fact approbation goods should be a rare thing in a retail dealer's store, and when they are got they should be dealt honestly by, and any unsold ones returned as soon as possible.

We are sorry to say that this is not always the case, and that goods obtained in this way are sometimes used simply as a foil to help to sell the dealer's own stock.

Although in the present state of trade in this country it is inevitable that goods must occasionally be sent out on approbation, it is well however for retail dealers to remember that the use of a few simple business rules when returning such goods not only helps to facilitate matters but makes the transaction in every way more satisfactory.

Many persons when returning goods, simply do them up in a parcel and express or send them by post, without even notifying the house in any way that they may have done so. The result is that when the goods reach the wholesale dealer, there is neither mark nor means of any kind to help to identify the party from whom they come, and as a consequence they are often put into stock without being credited to the party sending them, and the mistake is never discovered until the sender raises a row about an error in his statement of account, which when examined turns out to be the omission of the unnotified goods.

Surely this mistake arises from want of thought, for no dealer can imagine for a moment that the wholesale merchant does business with no one else than himself, and therefore must of necessity know that the goods received came from him. The effect is the same however—it is annoying to the wholesale man and causes him much extra work, and if not properly credited it ultimately becomes annoying to the retailer by throwing his account out of gear, and rendering it troublesome to adjust.

If retail dealers would follow the few simple rules we give below they need never fear having any trouble about their goods not being properly credited, and we are certain it would make it so much easier for the wholesale dealers that they would be much more willing to grant a similar favor when again called upon to do so. The rules are as follows:

(1) In sending back goods, in addition to the name of the house to whom they are sent, the name of the sender should always be marked upon the outside of the case, so that when they come to hand there can be no mistake as to where they came from.

(2) An invoice should at the same time be sent to the house giving the particulars of goods sent, prices, how shipped, and any other particulars it is necessary to give.

(3) Goods got on approbation should be returned as soon as possible, and not allowed to lie around the retailer's store for weeks; they should either be returned or kept for good, and the wholesale merchant notified forthwith.

Nothing is more annoying to a wholesaler than when he draws on a customer for goods sent out weeks or months before to have them returned with a note stating that they did not suit. In conclusion we need only add that while we do not doubt that this kind of trade is at times necessary, its practice might be very much curtailed with decided advantage to both wholesaler and retailer. Much or little as it may be done however, the above rules if followed will make it more agreeable to both parties to the transaction.

RAILWAY MONOPOLY.

From present indications it seems probable that before many months pass over our heads, we shall virtually have but two railroads in Canada, the Grand Trunk and the Canada Pacific.

The present is an age of monopolies, and although they are not the same as formerly secured by favouritism or special and unjust legislation, they are none the less dangerous. There is scarcely any limit to the possibilities in the way of monopolies that may at present be secured

by aid of the almost unlimited combination of capital that can be effected. A good instance of this may be seen in the recent amalgamation of the Grand Trunk and Great Western Railways. These roads have been rivals ever since their construction, and their competition has in no small measure helped to advance the interests of the people of this country, owering the rates of inland and outward bound freight. In their passenger traffic also they have always shown an inclination to keep up the full rates, except at competing points, in which cases they invariably brought them to an even figure, no matter what the difference would have been at the ordinary rate charged. All this was of course brought about by opposition, and the healthy rivalry thus created did the public very much good, while it did the railroad companies little or no harm.

All this is now to be changed however, and in place of opposition and cutting of rates we are to have fusion and monopoly, and as a consequence a tightening of the screws as far as they can legitimately be turned. By their recent amalgamation the Grand Trunk and Great Western shareholders have virtually placed the people of this province at their mercy, and if they are as soulless as corporations are usually represented to be we shall not be long in feeling the effects of the change.

In fact in many places both the freight and passenger rates have already been advanced to more profitable figures for the railroads, and it is only a question of time when it will become general all along the line.

The necessity for a Railway Commission appointed by parliament to look after the rights of the people is becoming every day more apparent, and cannot be ignored much longer. Such a commission has been found necessary in Great Britain, and we think that they could find plenty of work in Canada in putting down the abuses connected with the railway management as at present practised.

CANADA'S GREAT FAIR.

As we confidently predicted in our last issue, the fourth Industrial Exhibition of the City of Toronto proved a greater success than any of its predecessors, and the management and the citizens of Toronto may be fairly congratulated on the splendid success they have achieved. This, the greatest of Canada's fairs, has already grown to be a recognized institution throughout the country, and it is hardly premature to say that its successful inauguration and steady prosperity has sounded the knell of the perambulating system of exhibitions heretofore in vogue in this country.

We have previously expressed in these columns our conviction that the day of itinerant fairs was past, and that although they had served a good purpose in the early days of our development, that they had outlived their usefulness, and should, therefore, be quietly relegated to some honorable niche in our agricultural museum.

If the head pushers of that almost defunct institution could be brought to realize that their pet show had outlived its usefulness, and that the sooner they throw what little energy they possessed into some live concern the better it would be for themselves and the country at large, they would have made long ago a step in the direction of advancement. But, singular to say, they still cling to the idea that they, and only they, are able to run such a gigantic concern as a Provincial Exhibition, and that if they were to let it go by the boards the British constitution would be endangered. They fail to see that in this age of electricity and steam their Government pap fed nursling is wholly unfit to compete against the healthy, wide-awake stripling that private enterprise has set up against it. They also fail to see that they are not keeping abreast with the spirit of the age, and that the people do not now see the propriety of subsidizing an institution that is always financially embarrassed, and one, moreover, whose work can now be accomplished, not only better, but without any expense to the country at large.

As a matter of fact, these great central fairs, which are the direct outgrowth of commercial rivalry and friendly competition, are so far in advance of the old provincial, that one can only wonder at the blindness which prompts the continuance of the latter. In an exhibition such as the Toronto Industrial one, where the buildings and other improvements are permanent, it can be easily seen that there is a great incentive for improving and beautifying it year by year. All this is entirely altered in the perambulating system where a great deal of money is expended upon a concern that exists only for a few days at the most and then destroyed, or left to return to its former natural state. You might as well expect to get as good protection from the sun from a lot of saplings planted each year and left in the ground for about a month, as from a grove of healthy growing shade trees which had seen both the storms and sunshine of half a century.

By the action of the directors of the Provincial last year in forcing themselves upon Toronto for the avowed purpose of killing its Industrial Exhibition, the last link in the chain which bound that valuable institution to this city was severed, and whatever be its ultimate ending, it is now practically defunct as far as Toronto is concerned.

We are sorry to notice a growing feeling of jealousy between the other large cities of Ontario and the Capital of the Province. They seem to think that Toronto's growth must mean their decay and that this city should go quietly to sleep and let every other place get the start of it. If Toronto goes into anything in a spirited manner they at once raise the cry of monopoly and centralization, and try to induce the public to beware of her grasping and selfish designs.

This should not so be. The Queen City of the West is no more selfish than any of its decriers; perhaps if the truth were told, hardly so much, but she is bound to keep in the van of Canadian intelligence and enterprise, and if by reason of her population, wealth and other attractions, she is able to make a success of what has hitherto proved a financial failure, her public spirited citizens should be praised instead of censured for it. This Industrial Exhibition is entirely an outgrowth of private enterprize, and now that its promoters have demonstrated to the country that such things can be run to pay without drawing on the public exchequer, their example ought to be imitated by many of the surrounding cities.

The large measure of success that the exhibition has met with this year, will no doubt have the effect of making the promoters put forth more vigorous efforts in the future, and there is every probability of the next year's fair outstripping all its predecessors in point of attractions and attendance. Its prize list, now the largest of any exhibition in the Dominion, is being increased annually, and it is no utopian idea to hope that before our exhibition is a quarter of a century old, it will have grown into such a vigorous manhood as to be recognized as one of the great attractions not only for Ontario alone, but for the whole of the Dominion.

Selected Matter.

THE LIEN LAW.

The dullness of the building trade in Toronto, there is ground for believing, is due in great part to the additional stringency which was given to the law of mechanics' liens, last session of the Ontario Legislature. This measure designed to afford a sort of paternal protection to mechanics in the building trades, is having economically a very different effect, if it be true that its mere existence has largely diminished the amount of building in Toronto and other places. Should the mechanics become convinced of this, it is probable that they will ask to have the severity of the law mitigated. The extent of the danger to money lenders is probably magnified in their own imaginations ; but the effect is the same as if the danger was greater. At least seventy-five per cent. of all the buildings erected in our cities is due to borrowed capital ; and any thing which, checking the movement of this capital, greatly diminishes the amount of building must be injurious to mechanics as well as to others interested. Indeed, the blow must be felt more severely by the wage-receiving class than by any other ; for enforced idleness means to it a drying up of the sources of existence, while to others it means only a suspension or at most a loss of profit. Any thing which diminishes the employment of capital, is injurious to the capitalist.

It is very desirable that mechanics should come to look upon this matter in its true light, and whenever instances occur of this law preventing the erection of buildings, the fact should be brought under their notice. The alterations of the law will probably depend very much upon the mechanics themselves; for neither political party is likely to take, unasked, any step that might cause the loss of the workingmen's vote.

The principle of a lien on the thing on which work is done is by no means new to the English law, though its operation is far from being universal. But between the old and the new lien there is a great difference. When a blacksmith claims a lien on a horse which he has shod, he simply uses an extraordinary remedy for collecting a debt from a man by whom it is owing. To such a lien as this—a lien which does not interfere with the rights of third parties—there can be no objection. But it is different when a third party is called upon to pay a debt which he never contracted, and to meet the demands of men with whom he has had no transaction. If it be necessary to assert such an exceptionable principle, its operation should be confined to the narrowest limits, and it should never be invoked to prevent the natural consequences of the negligence of the parties making the demand. Mechanics' liens we suspect of American origin ; but in the United States, owing to the salutary rule that no state can pass any law impairing the obligation of contracts, their operation is strictly limited. No law can be passed by any state of the American union which would take away, in any contingency the rights of a mortgagee. Everywhere contracts ought to be held sacred, where the means of carrying them out exists. We trust the Mechanics Lien law will not long be allowed to remain in its present unsatisfactory condition.—*Monetary Times.*

ALCHEMY.

[JEAN PFAFFRATH, *Journ. d. Goldsh.*]

By the name of alchemy is understood the art of changing baser metals into noble ones, such as, for instance, tin into silver, or copper into gold. The word alchemy comes from the Arabian *Cham*, the eye, this being the symbol of the secret, and chemistry penetrates into the hidden secrets of nature. *Al* is the article.

It may safely be assumed that gold is the oldest of all metals known to man, from the fact that it often occurs in a metallic state, and, stranger to say, is found in almost all parts of the globe. As gold is easily beaten and fashioned, not attacked by the common oxides, rust, verdigris, etc., it was from early stages adopted as standard for money. From this period forward, the cravings of man were directed upon its possession, as not alone purchasing the sustenance of life, but exchangeable as an equivalent for all its luxuries and enjoyments. Hence forward, the motto was, Gold; to obtain it was the sole object of all acts and deeds of man; gold was the enchantive rod, by the possession of which, everything could be accomplished; gold was the powerful ruler, before whom humanity bowed; gold purchased all desires upon earth, and with gold, blessedness of the future state itself could be purchased; gold was the theme of the poet, the preacher, the king, the beggar, and it is no wonder that the desire arose to produce it artificially.

It is probable that the conception first arose in the artisans of the races of antiquity, who observed that an alloy differing in color, texture, grain, etc., could be produced from two metals, say, for instance, copper and tin, from which arose a goldlike mass. According to the ancient and universally spread tradition, Hermis Trismegistes is said to have been the thrice greatest of all the founders of the Black Art. But doubt exists as to who he was. Some believe him identical with King Siphoas (2,000 years B. C.), others assume him to have been a son of the god Anubis (equal to Mercury of the Greek and Roman mythology) ; he generally is set down as a sage and high priest, 2,500—2,700 B. C He is said to have written more than 36,000 volumes on the alchemic and magic sciences, to have been the inventor of the gold test upon the touchstone, invented the alphabet, and several other useful sciences. His name has been preserved up to the present day, for instance, *hermetical*. Whether he was a tangible or merely an imaginary personage cannot now be decided, at any rate, all fables and traditions point to Egypt as the cradle of alchemy.

The alchemists, also called adepts, called all metals "sick gold." The further its properties were removed from those of gold, the "sicker" they were. Copper was not as sick as tin, and silver was almost well. For curing the infirmity they thought it necessary to have a material, a panacea, that must contain the primary substance of all things, whereby it had the power to dissolve all other metals into their primary components. If the metals could be decomposed at will, they might also be recomposed at will, and the missing ingredient, characteristically belonging to gold, either by melting or in any other manner, might be supplied to any other metal, in order to transmutate it into the genuine gold. This primary substance of gold was called the "stone of the sages," "lapis philosophorum," "menstruum universale," the "Great Elixir," the "Great Magisterium," the "Red Lion," the "Red Tincture," the "Philosopher's Stone." It was imagined to be a preparation of a compact body and red color, and if only the smallest particle were added to another fluid metal, it cured its

infirmity and changed it into genuine gold.

Some of the adepts also took the word "sickness," in its real meaning, and deemed the philosopher's stone to be a universal panacea curing all diseases, retaining the body in health and strength, and prolonging life to the hundredfolds of its natural limits. Hence it is often called the Panacea of Life, and Potable Gold, *aurum potabile.*

In every epoch and nation, if it arose to any eminence, we find Alchemists; the Spaniard, under Pizarro, found them even among the Peruvian priests.

From Egypt, it went to Greece; although history has preserved the name of no Greek adept; and in common with all sciences and arts, it soon made its way to the Romans. During the time of the most senseless luxury under the tyrants, when all the treasures of the world were wasted recklessly at Rome, gold was often wanting, and the pretended discovery of the transmutation of metals was hailed with joy, by which gold was promised in boundless proportions. Emperor Caligula, 37—41 A. C. instituted such experiments. Diocletian, 285—304 A. C. on the contrary, ordered that all books treating on the art of gold-making should be burned. Since, however, the persecution of an idea, always contributes to spreading it, we find alchemy flourishing about this time. The suppression, however, effected that the adepts enveloped their science in a mysterious fold, they called themselves the "hermetical chain," and in aught bearing on their art expressed themselves in mysterious representations and language. At a subsequent date, the alchemists found it of advantage to retain this secretmongery, in order to shroud their secrets from the vulgar.

The signs and names used by them to designate the seven old metals, were as follows:

Gold, ☉ Helios.	Silver, ☽ Selene.
Mercury ☿ Mercurius.	Copper, ♀ Venus.
Tin, ♃ Jupiter.	Lead, ♄ Saturn.
Iron, ♂ Mars.	

Which symbols have been retained in metallurgy until the present day.

About this time also arose among the adepts the so-called Theurgy, that it, the power, by mysterious ceremonies, to summon the departed, and to press them into service, when the master could compel the spirit to reveal to him all secrets, especially the preparation of the Philosopher's stone. To do this, the most horrible crimes against the life of a fellow-man was often committed, the quintessence requisite for this ceremony was human blood; because it was even then well known that "blood is a peculiar juice."

After the destruction of the Roman Empire, the art flourished in the Byzantine. Later it was adopted by the Arabs, who, together with other sciences, raised it to a high standard. The first Arab who wrote of Alchemy, was the doctor and chemist Geber, in the eighth century, in whose works already occurs a method for mercury preparations. The most celebrated of all Arabian chemists was Lullus; according to his system, all metals consist only of sulphur and mercury; correctly proportioned, all metals might be composed of these two ingredients—also gold (not alone Zinnabar.)

During the middle ages, the monks were often occupied with Alchemy, although it was forbidden by the Popes; the Franciscan friar, Berthold Schwarz, as is well known, in one of his alchemical experiments, invented powder. But we find adepts even among the Popes; John XXII, and many churchmen high in authority, dabbled in the goldmaker's art. Among the temporal rulers, also, we find seekers for the Great Magisterium, Rudolph II., German Emperor, 1576—1612. In general, the adepts found their warmest supporters during the middle ages in the both great and small potentates, for the simple reason that they always found themselves in a chronic state of impecuniosity, and thought to obtain the much coveted prize quickest through these alchemists. What of it, if, after having been disappointed by them, they should deal out summary punishment—the rack and the gallows. Thus the adept John F. Bottcher, druggist, was kept imprisoned by his Saxonian ruler, and barely escaped death, when in the place of the philosopher's stone, he discovered the Meissen porcelain. Frederic I., of Prussia, caused an alchemist, because he was not successful in the transmutation business, to be suspended from a gallows decorated with gold paper.

The most celebrated adept of the middle age was friar Basilius, a monk, living in Erfurt, in the 15th century. His system rested upon salt, sulphur and mercury, (*sal, sulphur, et mercurium*). In the 16th century we find the celebrated Swiss doctor, Paracelsus; in the 17th, Beuther, in the court of August I, of Saxony, sharing the fortunes of most of the alchemists, who entered into princely service. He was tortured, maimed, and imprisoned for life. The Dutch Dr. van Helmont, who in the enthusiasm for the art, christened his son "Mercurius," who also died an adept in 1699. Dr. Helvetius, who was at first a bitter enemy to alchemy, but finally died one of its most devoted followers. Kunkel, who discovered the ruby glass and phosphorus, and many others might be named.

The researches, extending over 4,000 years, of these adepts have led to the most important discoveries and inventions in the field of chemistry, technic, and medicine. The first raised the condition of the people, and the latter has reduced sickness and disease to a minimum, and prolonged life, therefore the Philosopher's stone has been partly discovered, but in another form than was imagined by the alchemists.

There may have been many frauds and pretenders in the guise of alchemists, a few really are said to have been able to transmutate baser metals into gold, for instance, a stranger caused such a transmutation in presence of Helvetius, who thereupon changed his opinion. That there were as many cheats among the adepts as history records, is undoubtedly one of its well known lies; a person who lived as retired as they did, only in communion with and in pursuit of his idea, with but few necessities, like the majority of adepts, is generally no cheat and swindler.

THE TRIBULATIONS OF A CONSCIENTIOUS EDITOR.

(Jewelers' Circular.)

Candor and professional pride compel us to affirm that all editors are conscientious, truthful and honestly intent serving their fellow men. Some of them, however, are wofully tempted to stray from the path of rectitude—not for filthy lucre, for that your true editor scorns, but through the intensity of his ambition to do just the right thing, oblige his friends, and extend a helping hand to impecunious but deserving merit. He is more often misled through his good-heartedness and human sympathy than other cause. We have had editorial experience with all classes of journals—daily, weekly, monthly, semi-occasional, political, religious and profane, but nowhere have we experienced

such trials and tribulations as beset the pathway of the editor of a trade journal. In the conduct of *The Circular* we are actuated by the highest motives, and seek to promote the best interests of the legitimate trade; our ambition is to make an art journal, not only elegant in its typographical appearance, but that shall contain such instructive articles as shall stir the ambition of all persons who honestly seek to advance the arts of the goldsmith, the watchmaker and the jeweler, and make them emulous of better things than have heretofore been accomplished in their respective fields of labor. In this publication it is necessary, in addition to instructive articles treating of the technicalities of the business, for us to give to the news transpiring in trade circles, and to comment editorially upon the varying conditions of the business; in short, to give such information as shall be of value commercially to the merchants in the trade, as well as to its artisans. This we seek to do in a dignified manner, abjuring personalities, seeking to offend no man, but striving to tell the truth fairly, squarely and manfully.

No one, however, who has not attemted to conduct a trade journal, can imagine the difficulties interposed to swerve us from our purpose. For instance, we pen an editorial exposing the unbusinesslike practice of certain jobbers, who seek to cultivate, by surreptitious means, a retail trade, and so rob the retail dealers of that patronage to which they are justly entitled, when forthwith some jobber who feels that the cap fits him, writes us an indignant letter, threatening to withdraw his patronage and use his influence against us. Not content with abusing us, he assails the retail dealers, declares they do not pay their debts, that they are unscrupulous in their dealings with the public, palming off bogus goods for genuine; he charges them with being responsible for the degradation of the quality of goods by their constant demand for cheaper articles, and, in fact, holds them responsible for all the ills the trade is heir to. On some other occasion we read the retail dealers a lecture on the bad practises of which they are guilty, and forthwith we are overwhelmed with indignant protests from dealers, who declare that the articles are inspired by unscrupulous jobbers, and that the paper is "run" in their interests and that of watch companies. If rumor is to be believed, every advertiser in the paper is its sole proprietor, while the gentleman whose name appears as editor and proprietor is a mere figure head, and his position is that of a cheap clerk. This, however, is comparatively trifling; they are annoyances that every editor has to submit to, and go to verify the old adage that he who tries to please everybody will please nobody. The special province of a journalist is to criticise, and he must expect to be criticised in turn; but if he be honest, and manfully maintains his convictions, his opponents will respect and sustain him, however much they differ from his expressed views.

The greatest difficulty the editor of a trade journal has to contend with is the bitterness engendered by active rivalry in business, and spirited competition. It is unfortunate that active, energetic rivalry generally degenerates into bitter personalities. Misrepresentation of one another's goods is a practice frequently indulged in, and crimination and recrimination result. Both the contending parties are probably friends of the editor, and patrons of his paper; each, therfore, feels that he has a right to demand that the influence of the paper shall be employed in his behalf to expose the alleged rascality of his rival. They forget that the general readers of the paper care nothing for their petty personal quarrels, but insist that its columns shall be used to gratify their private animosity. Knowing the parties to the quarrel to be honorable men in their private capacity, the judicious editor refuses to parade their grievances before the public, or to prostitute his paper to the level of an individual organ. That competition is good for trade is unquestionably a fact, as the adage says, but when one seeks to build up his own trade by misrepresenting the goods of a competitor, he passes the bounds of legitimate competition, and becomes absolutely dishonest. Misrepresentation of this kind is exposed sooner or later, and is sure to react upon the person indulging in it. A salesman who disparages the goods of his competitors, declares them to be degraded in quality and fraudulent in construction naturally invites a closer inspection of the articles he himself is offering, and the intending purchaser soliloquizes to himself, "if those other travellers were liars, how can I believe this one?" More ill feeling is engendered in the trade by indulgence in this kind of misrepresentation and back-biting than from any other cause. And the worst of it is, the editor of the trade journal must listen to all these grievances, and is expected to take both sides in the quarrel. How to steer his craft successfully past Scylla, escape Charybdis is a problem that has caused many a hair in the editor's head to turn gray, and he expects to be carried to an untimely grave and leave it still unsolved.

An important function of the the trade journal is to notice all new inventions or devices that are introduced in that branch of business to which he caters. In the jewelry trade, for instance, if a manufacturer obtains a patent for a new style of ring or pin, or designs a new form of setting for precious stones, it is a legitimate part of our duty to note the fact, and pass criticism upon the merits of the goods, and, where necessary, to speak of the enterprise of a person to whom the trade is indebted for a novelty. We do this gratuitously and cheerfully as a matter of news. But scarcely will the item be printed before a score or more persons come clamoring for a notice of their goods, which have neither the merit of newness nor originality. They argue that they patronize the paper as well as he whose new device was noticed, and are as much entitled to a "puff" as he. They fail to recognize the difference between a deliberate "puff," the giving of which we seek to avoid, and a notice of something new and desirable, of which the trade knows nothing. The one is a legitimate piece of news, while the "puff direct" is a fulsome piece of flattery, given without just cause or provocation, and is as discreditable to the person named therein as to the paper printing it. Items of news, even though they involve personal mention, belong to the legitimate sphere of journalism, while puffery does not. But there are many persons in the trade who seem to feel that if they patronize a paper, they are entitled to frequent notices in reading matter columns. No such obligation is imposed upon the editor by the advertising contracts entered into. Those call for advertisements, and the advertiser gets the worth of his money through the circulation of the paper. But some men are so eager to see their names in a notice that they get indignant when the editor refuses to insert "puffs" of them. We could sell

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English Colored Gold Jewelry,
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our reading columns every month at liberal prices, but can truthfully say that never, since *The Circular* was established, has an article in its editorial columns been paid for. Advertisers may say what they please in their business cards, but their patronage cannot influence the expression of our editorial opinions.

A daily journal caters to the multitude, and is naturally oblivious of special interests; the trade journal, on the contrary, caters to a special interest, and ignores the general public. Within his special field the editor of the trade journal finds a great variety of individual interests, clashing at times like Chinese cymbals, and he is a skillful pilot who can steer his craft so successfully as to avoid all the breakers. The difficulty lies with his patrons, who, each seeking his own personal welfare, ignore the general interests of the trade at large, and who regard everything as an attack upon themselves unless it harmonizes with their views. Judging from the advice we receive from one and another, we are sometimes inclined to think that the editor of *The Circular* is the worst possible that could be found for the position. Yet we keep right along in the even tenor of our way, maintaining the stand we took at first, to seek to promote the interests of the entire trade, and not those of individuals; if in so doing individuals are benefitted, we rejoice at their success, and feel thankful at having been permitted to contribute to it. As a moral to this article, we desire to suggest that our critics strive to view matters pertaining to the trade from our disinterested standpoint before writing us denunciatory letters; sink your individuality for a moment and consider the welfare of the trade in general; then, as you believe in the sincerity and honesty of your own purposes, give us credit for the same qualities. You may differ from our conclusions, but at least admit that we may be honest in them.—(We say amen to the above.—Ed. TRADER.

We propose to publish from time to to time, extracts from the very valuable work recently published by Mr. Edwin Streeter, of London, England, on the historic diamonds of the world. The particulars relating to the "Koh-i-Noor," and the "Pitt or Regent" diamonds will be especially interesting to every person acquainted with the crown jewels of England and France.

THE KOH-I-NOOR.

I

EARLIEST HISTORICAL FACTS ABOUT IT.

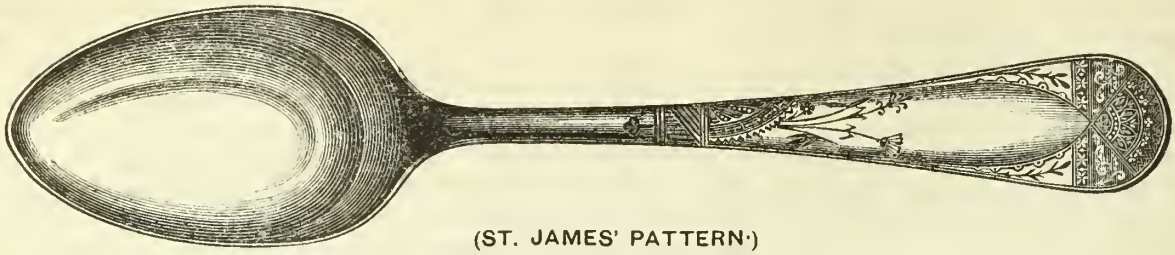
"This is pre-eminently the 'great diamond of history and romance.' Its stirring adventures, when divorced from all connection with Travernier's Great Mogul, become intelligible enough. The first distinct and authentic reference to the Koh-i-Noor occurs in the subjoined passage from the 'Memoirs of Sultan Baber,' the author of which was a direct descendant of Tamerlane, the founder of the so-called Mogul Empire in Hindustan. Under the date of May 4, 1526, the Sultan writes:

"'Bikermajit, a Hindu, who was Rajah of Gwalior, had governed that country for upward of a hundred years. In the battle in which Ibrahim was defeated, Bikermajit was sent to hell. Bikermajit's family and the heads of his clan were at this moment in Agra. When Humaiun arrived, Bikermajit's people attempted to escape, but were taken by the parties which Humaiun had placed upon the watch and put in custody. Humaiun did not permit them to be plundered. Of their own free will they presented to Hamaium a "peshkesh," (tribute or present,) consisting of a quantity of jewels and precious stones. Among these was one precious diamond, which had been acquired by Sultan Ala-ed-din. It is so valuable that a judge of diamonds valued it at half of the daily expense of the whole world. It is about eight mishkels. On my arrival, Humaiun presented it to me as a peshkesh, and I gave it back to him as a present.'

"That the diamond here referred to is the Kok-i-Noor there can be no reasonable doubt, nor indeed has the fact ever seriously called into question. It will be noticed that although he speaks of it as already 'famous,' Baber gives it no particular name, and it did not take its present designation till it passed into the hands of Nadir Shah. The illustrious historian mentions, however, that it 'had been acquired by Sultan Ala-ed-din,' which enables us to trace its existence some 200 years further back. The Ala-ed-din here spoken of belonged to the Khilji dynasty, which succeeded that of the Ghuri, and which ruled over a large portion of Hindustan for 33 years, from A.D. 1288 to 1321, when they were replaced by the Toghlaks. Ala-ed-din Khiliji had obtained possession of the 'famous diamond' in the year 1304, when he defeated the Rajah of Malwa, in whose family it had been as an heirloom from time out of mind. One tradition carries it back to the somewhat legendary Vikramiditya, and ancestor of the Rajah of Malwa here spoken of, and of Baber's Bikermajit, Rajah of Gwalior. This Vikramaditya flourished in 57 B.C., and is said to have driven the Saca (by whom are no doubt meant the Scythians) out of India. But no value can be attached to the tradition, which is evidently sort of an afterthought suggested by the similarity, or rather identity, of the two names Likermajit and Vikramaditya. At the same time the association is significant, as it serves to show that the gem was at all times regarded as the property of the Rajahs of Malwa, who are sometimes spoken of as the Rajahs of Ujein and Gwalior; for all these places were formerly included in the territory of Malwa which has since been subdivided among the states of Bhopal, Indore and Gwalior—the dominions of Scindia. We now understand how it happened that the diamond, after being acquired by the Sultan Ala-ed din in 1304, is found in the possession of Bikermajit, Rajah of Gwalior, in 1526. It had evidently been restored to Bikermajit's family by the Khilji ruler, after peace had been established between the two states.

"A still more obscure and extravagant tradition identifies this stone with one discovered first some 5,000 years ago in the bed of the Lower Godavery River, near Masulipatam, and afterward worn as a sacred talisman by Carna, Rajah of Anga, who figures in the legendary wars of the Mababharata. That such a stone should have been found in such a place is likely enough, as it may well have washed down to the delta of the Godavery, which flows through one of the oldest and richest diamantiferous regions in the world. But its identification with the stone under consideration rests on no solid foundation, nor will it readily be believed that a gem which remained unnamed till the eighteenth century, could be unerringly traced back to prehistoric times.

"Its subsequent history from the time when it fell into the hands of Baber to the present day is inseparably associated with many of the most striking and romantic events of modern days. But, to quote Maskelyne, though 'one long

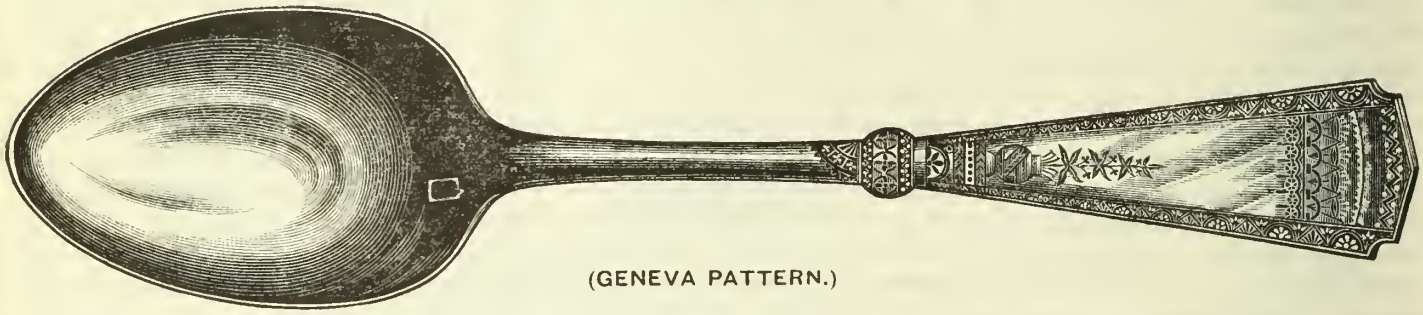


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Manufacturers of

FINE SILVER PLATED WARE.



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SPOONS, FORKS, KNIVES, ETC.,

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EXTRA, DOUBLE, TRIPPE; ALSO IN SECTIONAL PLATE.

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The Wm. Rogers' Goods sold by us are made under the supervision of Mr Wm. Rogers, formerly of Hartford and West Meriden, son of the old original Wm. Rogers, who died in 1873. Please do *not* associate us with goods made in Hartford, Ct., with which we have no connection. We make all the goods we sell, and have our own especial patterns.

SIMPSON, HALL, MILLER & CO.

romance from then till now, it is well authenticated at every step, as history seems never to have lost sight of this stone of fate, from the days when Ala-ed-din took it from the Rajah or Malwa, five centuries and a half ago, to the day when it became the crown jewel of England.'

"Bernier tells us that, on the death of Shah Juhan, Aurung zeb 'set out immediately for Agra, where Begum Sahel received him with distinguished honor. On arriving at the woman's apartments, the Princess presented him with a large golden basin full of precious stones, her own jewels and those which belonged to Shah Jehan.' The Princess here referred to was Jihanira, the too well-beloved daughter of Shah Jehan, who remained with him to the last, and who had used her influence to prevent him from destroying his jewels rather than surrender them to Aurung-zeb, as mentioned in our account of the Great Mogul. It is uncertain whether Baber's diamond was one of those contained in the golden basin, or whether it had already been given to Aurung-zeb during his father's life-time. The former supposition seems to have been the most probable; for among Aurung zeb's treasures exhibited to Tavernier, Nov. 3, 1665, there was only one diamond of great size—the Mogul—and Shah Jehan, already afflicted by a fatal disease, died in the following February. But the point is of little consequence, as in any case the stone remained in the possession of the Mogul dynasty until Nadir Shah's invasion of India, during the reign of Mohammed Shah, in 1739."

II.

HOW IT GOT ITS PRESENT NAME.

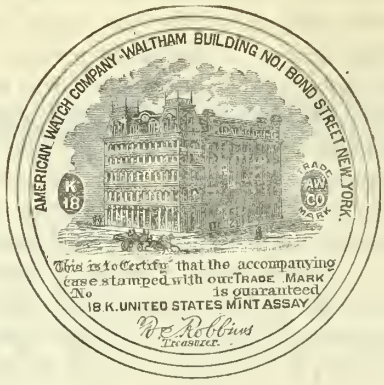
"In our account of the Orloff diamond it was stated on the authority of Whittaker that Aurung-zeb made use of the Koh-i-Noor as one of the eyes of the peacock, adorning his Peacock Throne, and that Nadir carried off and broke up his throne, thus gaining possession of the famous gem. But according to another and apparently more trustworthy account, when he seized on the Delhi Treasury, this stone, which he was bent on securing, was found to be missing, and for a long time all his efforts to obtain it were baffled. A last a women from Mohammed's harem betrayed the secret, informing Nadir that the Emperor wore it concealed in his turban, which he never on any occasion laid aside.

"Nadir had now recourse to a very clever trick in order to secure the coveted prize. Having already seized on the bulk of the Delhi treasures, and concluded a treaty with the ill-fated Mogul Emperor, he had no further pretext for quarreling, and could not, therefore, resort to violence in order to effect his purpose. But he skillfully availed himself of a time-honored Oriental custom, seldom omitted by Princes of equal rank on state occasions. At the grand ceremony a few days afterward, held in Delhi for the purpose of reinstating Mohammed on the throne of his Tartar ancestor, Nadir suddenly took the opportunity of asking him to exchange turbans in token of reconciliation, and to cement the eternal friendship that they had just sworn for each other. Taken completely aback by this sudden move, and lacking the leisure even for reflection, Mohammed found himself checkmated by his wily rival, and was fain, with as much grace as possible, to accept the insiduous request. Indeed, the Persian conqueror left him no option, for he quickly removed his own national sheepskin head-dress, glittering with costly gems, and replaced it with the Emperor's turban. Maintaining the proverbial self-command of Oriental potentates. Mohammed betrayed his surprise and chagrin by no outward sign, and so indifferent did he seem to the exchange, that for a moment Nadir began to fear he had been misled. Anxious to be relieved of his doubts, he hastily dismissed the durbar, with renewed assurances of friendship and devotion. Withdrawing to his tent he unfolded the turban to discover with selfish rapture the long-coveted stone. He hailed the sparkling gem with the exclamation Koh-i-Noo, signifying 'Mountain of Light.'

'At Nadir's death most of his treasures were dispersed, but the Koh i-Noor, henceforth known by this title, passed, together with many other jewels, into the hands of his feeble son and temporary successor, Shah Rohk. On him it brought nothing but misfortune; yet he clung to it with amazing tenacity, refusing to part with it under pressure of the most atrocious tortures including even loss of sight. After his overthrow he had been permitted to reside at Meshd, as Governor of that city and district. Hither he brought the Koh-i-Noor, together with many other gems of great value, which formed part of the plunder carried off by his father from India. Aga Mohammed, who had an insatiable appetite for such things, determined to get possession of them, and in order the more easily to effect his purpose, he advanced with a large force toward Meshd, under the pretext of visiting the sacred shrine of the Inam Riza, which is annually resorted to by many thousands of Shiah pilgrims. He thus succeedes in quitely occupying the city. After performing his devotions at the tomb of the saint, suddenly throwing off his disguise, he ordered the blind Prince to deliver up his concealed treasures. As the infatuated Shah Rokh still protested that he had already parted with them, he was ordered to be put to fresh torture, which had the effect of bringing to light several costly gems. But as neither the Koh-i-Noor nor the immense ruby known to have been in the crown of Aurung-zeb were among them, Aga Mohammed devised a truly diabolical expedient to get hold of them. He ordered his victim's head to be closely shaved and encircled with a diadem of paste, and boiling oil to be poured into the receptacle thus formed. But even the frightful agony of this torture could only induce the victim to surrender the ruby. He still retained his hold of the great diamond. The miserable monarch never recovered from these injuries. Before his death, Ahmed Shah, founder of the Afghan Empire, came to [illegible] his army, in 1751, concluded an alliance with [illegible] and received in return the fatal [illegible] whose brilliancy could no longer relume the lack-lustre eyes of Shah Rokh.*

"Possession of the unlucky gem proved no less disastrous to the Durani dynasty than it had to the Mogul Emperors and to Nadir's family. At his death Ahmed Shah bequeathed it to his son and heir, Taimur Shah, who removed the seat of government from Kandahar to Kabul, and who died in 1793. From Taimur it descended, with the crown, to his eldest son, Shah Zaman, who was disposed and deprived of his sight by his next brother, Shah Shuja-ul-Mulk. The usurper thus became possessed of the Koh-i-Noor, which he retained almost to his death; but which, nevertheless, involved him in an uninterrupted series of calamities and sufferings. After having remained for many years concealed in the wall of

[illegible] display-silver goods [illegible] inary kind. this enter-brought [illegible] ie City



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All Cases of our Manufacture are Stamped (A. W. CO.) which indicates that they are manufactured by the American Watch Company.

We are informed that cases are offered to the trade stamped W. W. Co. This is evidently done with the intention to deceive and further the sale of inferior cases. There is no Waltham Watch Co., but the name is used by us as a registered trade mark on a well known grade of movement.

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ROBBINS & APPLETON, General Agents,

NEW YORK.

a stronghold, where Shah Zaman had been confined, the diamond was brought to light by the merest accident. Shah Zaman had, as we supposed, securely imbedded it in the plaster of his prison wall. But in course of time a portion of the plaster crumbled away, leaving one of the sharp angles of the crystal exposed, or slightly protruding on the surface. Against this, one of the officials happening to scratch his hand, his attention was attracted to the spot, his eye fell on the sparkling facet, and the Koh-i-Noor was once more rescued from its hiding-place. At all state ceremonials Shah Shuja now wore it on his breast, where it glittered when Elphinstone was sent by the Indian Government as Envoy to Peshawur during that Prince's troubled reign."

III.

LAST DAYS OF ITS CAREER IN ASIA.

"In his turn dethroned, deprived of his sight, and driven into exile by Shah Mahmud, third son of Taimur, Shah Shuja had contrived, amid all his disasters, to retain possession of the great diamond, with which he now withdrew to the Court of the famous Runjit-Shingh, the 'Lion of the Punjaub,' accompanied by his brother, Shah Zaman, whom as stated, he had himself already rendered sightless, according to the brutal fashion of the Durani Court.

"Rujit at first received the two ill-starred brothers with open arms, and even declared war on their behalf against Shah Mahmud, from whom he took the territory of Kashmir, which at that time formed part of the Afghan dominions. He, however, not only forgot to restore their possessions to the unfortunate brothers, but began to oppress them in every way, and to extort from them all the treasures they had brought away from Kabul. Among these the Koh-i-Noor was coveted more than all the rest, and Runjit spared no efforts to get hold of it. How he at last effected his purpose is thus related by Kluge:

"'Driven from Peshawur to Kashmir, and hence to Lahore, Shah Shuja became apparently the guest, but in reality the prisoner, of Runjit Singh, who, though no connoisseur of precious stones none the less attached great importance to their possession. Of the Koh-i-Noor he had heard only by report, and employed every means to secure it. Wuffo-Begum, consort of the unhappy King, had also sought and obtained protection from Runjit, and was consequently now residing in Shadra. Runjit ordered her to deliver up the stone, which, however, she protested was not in her possession. Thereupon he caused all her effects to be seized and brought to Lahore, thus acquiring jewels of greater value than any he had ever possessed before. Supposing that the Koh-i-Noor was among them, the bulk of the property, including shawls, carpets and gems, was retained, and a few trifles returned to the Begum. But soon ascertaining that the Koh-i-Noor was not to be found among the jewels, he had the Begum closely watched; two of her most intimate attendants were thrown into prison, and the other members of the Zenana deprived even of bread and water. No one, without being first searched was allowed to approach or leave the Princess, and it was at the same time intimated that nothing but the surrender of the diamond would satisfy Runjit. Thereupon the Begum sent him some very costly stones, and among them a ruby of considerable value. Having, as stated, no personal knowledge of gems, the tyrant of the Panjaub now fancied that this ruby, which surpassed anything which he had yet seen, must be the real stone. But, in order to make assurance doubly sure, he sent for a person acquainted with the Koh-i-Noor, placed all the stones before him, and said, "Which is the Koh-i-Noor?" He received answer that it was not among those gems, which, compared to it, were of little value. This made him all the more eager to procure it, and he again began to treat the Begum and her family with great harshness. After keeping them without food for two days, finding that she still held out, he gave up the hope of bringing her to terms by such means, and had recourse to more insinuating ways. She now promised to give up the stone, provided Runjit released Shah Shuja from captivity in Kashmir, and conferred a life pension on him, besides sundry favors on herself and friends. Shah Shuja was liberated at once, but some of the conditions not having been fulfilled, the Begum declared that the stone was not in her keeping, but that it had been pledged to a merchant in Zandahar. Ranjit thereupon returned to the former coercive measures, and the Princess was once more deprived of food, but all to no purpose. At last Shah Shuja himself volunteered to surrender the stone, and a time was fixed on which he promised to produce it.

* Early in 1751, Ahmed was recalled to Mesh by the revolt of Mir Allum Khan, (Aga Mohammed) Chief of Kauin, who had seized on the treasure at Meshd and blinded and dethroned Shah Rokh Murza. Ahmed restored Shmed Rokh and soon after took Kauin and put Mir Allum to death. Elphinstone's "Kabul," page 579. But according to other accounts Shah Rokh had already been blinded before the events here related.

(To be continued.)

BUSINESS CHANGES FOR SEPTEMBER.

Hexton Bros, Lindsay, Hardware, assigned in trust; J. Trotter, Toronto, Tins, &c., dead; G. M. Butchart, Rapid City, Man., Hardware, deceased; Arms & Quigley, Toronto, Watch Case Manufacturers, have dissolved, R. J. Quigley continues alone; Woltz Bros., Toronto, Jewelers, dissolved, John Woltz retiring, Jacob F. and George continue under same style.

BUSINESS NOTES.

THE fastest trip across the Atlantic is now claimed for the *Alaska* of the Guion Line, namely, six days, fifteen hours, twenty minutes.

ORDERS to the amount of some $70,000 have been received in Montreal from Australia, principally for railway supplies, including two parlor cars such as are in use on the North Shore R. R.

GEORGE TODD, a jeweler and watchmaker, having been in business at Newcastle, N. B., a couple of years, has failed, and assigned in trust to E. P. Williston. Liabilities small, and assets still more so.

THE other day we were shewn a curiosity in the shape of a gold chain just made to the order of a Winnipeg jeweler by the firm of Zimmerman, McNaught & Lowe. It was an 18 K., fine trace pattern guard, weighing almost 200 dwts. of gold. Somebody up in that direction had surely struck a bonanza in corner lots.

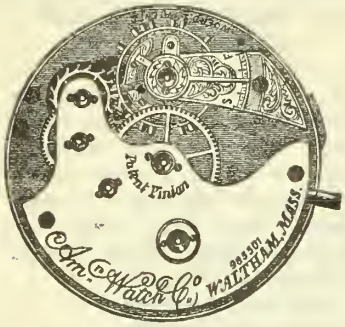
BURGLARS have been giving trouble to storekeepers in central Ontario. Jno. McRae & Co's. store at Beaverton was broken into, the safe blown open, and seven watches abstracted but no money. At Bethany, Armstrong's store was entered and the safe blown open, $50 being stolen besides some promissory notes.

THE new show cases lately received by Messrs. Zimmerman, McNaught & Lowe, for showing their silverware, are pronounced by all who have seen them to be the finest kind going for displaying this class of goods. They make silver goods look doubly as attractive as the ordinary kind. Retail dealers should take a leaf out of this enterprising firm's book.

THE Winnipeg excursion last week brought to this city the greatest part of the Prairie City jewelers. Among them we noticed Mr. Thompson, Mr. Ormond, Mr. Radford and Mr. Fowler. Although some of them thought that Toronto was a very quiet little city, they seemed to take kindly to our monotonous way of living to enjoy themselves thoroughly.

THE silverware exhibit of the Meriden Britannia Co. at the late Toronto Industrial Exhibition was very fine, and deservedly attracted a great deal of attention. The Company went to the trouble and expense of removing their show cases from their factory to the exhibition, and the result was highly satisfactory both to the public and the Company themselves. The exhibition goods were disposed of *en bloc* to Messrs. Zimmerman, McNanght & Lowe, the well known wholesale jewelers, of Toronto.

NEVER play practical jokes on a customer, no matter how well acquainted you may be with him. He will have his revenge by going somewhere else to trade.——Do not praise the



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Manufacturing Jewellers, Gold and Silver Platers, and

LAPIDARIES,

12 Melinda St., Toronto

Canadian Agates, Amethysts, &c.,

polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

Stones, Imitations, Locket Glasses, &c

Unsurpassed in the Dominion.

IMPROVED

CROWN FILLED CASE.

The Smallest, most Compact, and Symmetrical



Filled Gold Case ever offered to the Trade.

SUPERIOR QUALITY. SUPERIOR FINISH.

SOLD BY LEADING JOBBERS.

ties of any article more than it will bear. Boats are often sunk by being overloaded.——Persuading a customer to buy goods when he does not need them, is an unprofitable operation in both parties.——"Didn't think" will cause just as many troubles for the clerks to-day as it did before the telephone and electric light were invented.——The clerk who knows more about business than his employer, is a much scarcer individual than the one who thinks he knows more—*Talks to Clerks*, by P. F. Felker.

Several merchants are known to have lost their lives on the unfortunate steamer *Asia*, which foundered last week in the Georgian Bay, during a gale, when out of some eighty souls on board, only two are known to have escaped. Among these merchants was Mr. A. Duncan, wholesale dry goods merchant, of Hamilton. Mr. Duncan came to this country in 1858, and engaged with Messrs. Adam Hope & Co., of London, remaining in their employ until the firm removed to Hamilton, when he became a buyer. He was associated with the old firm of Messrs. Buchanan throughout its numerous changes. Since 1878 he has been the leading partner of the wholesale house of A. Duncan & Co. He was largely interested in manufactures as well, being a shareholder in the Ontario Cotton Company, Hamilton Knitting Company. Mr. Duncan was esteemed in mercantile as well as social circles. Messrs. H. B. Gallagher, and J. H. Tinkiss retail storekeepers at Manitowaning, lost their lives by the disaster. A nephew of the latter, and a Miss Morrison are, according to the latest accounts, the only survivors of the wreck. Another victim was Mr. Wm. Henry, who had lumber mills at Mudge bay. By a sad coincidence, Mr. Henry's brother was drowned at the burning of the *Manitoulin*, the steamer which was replaced by the *Asia*.

WORKSHOP NOTES.

To Remove Rust.—If you immerse the articles in kerosene oil, and let them remain for some time, the rust will become so much loosened that it will come off easily.

Diamond Files.—Shape your file of brass, and charge with diamond dust, as in case of the mill. Grade the dust in accordance with the coarse or fine character of the file desired.

Cleaning-pith.—The stalk of the common mullen makes the best pith for cleaning pivots. The best time when to gather it, is winter, when the stalk is dry. Some use cork instead of pith, but it is inferior.

To Frost Watch Plates.—Watch plates are frosted by means of fine brass wire scratch brushes, fixed in a lathe, and made to revolve at great speed, the end of the wire brushes striking the plate, producing a beautiful frosted appearance.

To Case-harden Iron.—If you desire to harden to any considerable depth, put the article into a crucible with cyanide of potash, cover over, and heat altogether, then plunge into water. This process will harden perfectly to the depth of one or two inches.

To Draw Temper.—If you wish to draw the temper from part of a small steel article, hold the part from which you wish to draw the temper with a pair of tweezers, and with your blowpipe direct the flame upon them—not the article—till sufficient heat is communicated to the article to produce the desired effect.

To Temper Clicks, Ratchets, etc.—Clicks, ratchets, or other steel articles, requiring a similar degree of hardness, should be tempered in mercurial ointment. The process consists in simply heating to a cherry red and plunging into the ointment. No other mode will combine toughness and hardness to such an extent.

To Temper Gravers.—Gravers and other instruments larger than drills may be tempered in quicksilver, or you may take lead instead of quicksilver. Cut down into the lead, say half an inch, then, having heated your instrument to a light cherry red, press it firmly into the cut. The lead will melt around it, and an excellent temper will be imparted.

Restoring Watch Dials.—If the dial plate is painted, clean the face off with spirits of wine, or anything else that will render the dial perfectly clean; then heat it to a bright red, and plunge it into a strong solution of cyanide of potassium, then wash in soap and water and dry in box dust. Repeat if not a good color. India ink, ground with gum water, will do for the figures.

To Blue Screws Evenly.—Take an old watch barrel and drill as many holes into its head as you desire to blue screws at a time. Fill it about one-fourth full of brass or iron filings, put in the head, and thus fit a wire long enough to bend over for a handle, into the arbor holes—head of the barrel upward. Brighten the heads of your screws, set them point downward into the holes already drilled, and expose the bottom of the barrel to your lamp till the screws assume the color you wish.

Jeweling.—In using the broaches, press but lightly upon the jewel hole, and turn the broach rapidly with your fingers. For polishing, use a bone or ivory point lightly coated with the finest diamand dust and oil, and, while using it with the one hand, accompany the motion with a slight, oscillating motion of the other hand, in which the jewel is held. This will insure a more even polish to the hole, with less liability to press the jewel out of its place in the plate, than if held firm and steady.

To Temper Drills.—Select none but the finest and best steel for your drills. In making them, never heat higher than a cherry red, and always hammer till nearly cold. Do all your hammering in one way, for if, after you have flattened out your piece, you attempt to hammer it back to a square or round, you will ruin it. When your drill is in proper shape, heat it to a cherry red and thrust it into a piece of resin or into mercury. Some use a solution of cyanuret of potassia and rain water for tempering their drills, but the resin or mercury will give better results.

SCIENCE NOTES.

According to the London *Times*, Mme. Modjeska wears in a ring a large diamond, cut with a flat face and rising with a spring. Under it is a portrait of her son. She calls the ornament her two jewels." Mr Modjeska doesn't seem to cut much of a figure in the family.

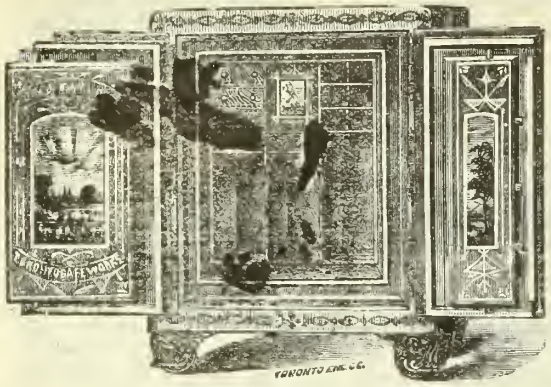
The smallest circular saw in practical use is a tiny disk about the size of a five-cent nickel, which is employed in cutting the slits in gold pens. They are about as thick as ordinary paper, and revolve some 4,000 times per minute. Their high velocity keeps them rigid, notwithstanding their extreme thinness.

The progress of the great bell for St. Paul's cathedral from Loughborough to London was followed with an interest somewhat short of that following the movements of Jumbo, but still with interest. The bell, which weighs nearly seventeen tons, has been transported a hundred miles on a car with a traction engine. After sticking in the mud several times, and having to be protected from the people, who insisted on scratching their names on the surface, it has arrived safely, and will soon be placed in the southwest tower of the great cathedral and add its terrific E flat to the numerous other noises of London.

The Princetown, N. J., telescope of twenty three inches aperture nears completion. Its object-glass was finished and approved more than a year ago, and the spectroscope was received from London last autumn. The work upon the mounting, clock-work, and accessories, has been going on steadily at Cambridge, and in Princeton the preparations for receiving the instrument in the Halstead observatory are nearly finished. Though a little smaller than the Washington telescope, and considerably smaller than the enormous instruments now constructing for Poulkowa and Nice, it will be one of the great telescopes of the world, and abundantly powerful for the work it is designed for—stellar spectroscopy.

Short-sightedness has increased to so great an extent among the youths at the great government schools in France, that a committee was appointed some time ago to enquire into the subject. In their report, which is now published, the committee point out that in their opinion the cause of the prevalence of the infirmity is to be found in the fact the school books are printed in type which is too finely cut; and further, that the custom of printing upon white paper is still more hurtful. It is recommended, therefore, that the authorities will consider the advisability of substituting thicker characters in the books, and also of printing in white letters upon tinted paper.

The most valuable diamonds are not those which are entirely colorless, but those known to merchants as "blue-white." Of blue diamonds, the finest known is the "Hope," valued at $150,000, and formerly in the collection of Henry Thomas Hope, of England. This is in color of a beautiful sapphire blue, and there are only three or four other diamonds known in Europe which can really be termed blue. The only known specimen of a red diamond is now in the hands of a great connoisseur residing in London. It weighs about three grains, and is valued at $4,000. The finest green diamond—a pure emerald green—is the property of a West End, London, merchant, and weighs about four grains. There is no other stone known at all, approaching this for depth of color. It is valued at $5,000. Diamonds that contain a slight tinge of color are numerous, but have no special value.



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TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

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Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

NOVELTIES! NOVELTIES!!

JUST ARRIVED.

We have just received a very fine line of Novelties in

CHARMS,

LOCKETS AND LACE PINS.

As these are the Very Newest Goods Out, we would ask the Trade to reserve their orders till our traveller calls on them.

A. C. ANDERSON & Co., HAMILTON.

SPECIAL NOTICE.

BETTER THAN EVER!

Always Ahead! Buy the Best!



SHEFFIELD STERLING SPOONS & FORKS,

The best unplated flat-ware ever manufactured.

GUARANTEED TO RESIST ACIDS, KEEP THEIR COLOR AND IMPROVE WITH USE.

Every dozen done up in guarantee wrapper. They are the best goods for Dealers to handle because

They are Elegant in Pattern, and Reliable in Quality, Easily sold by the Dealer,

AND GIVE SATISFACTION TO THE BUYER.

Don't be imposed on by imitations, or "Goods as good as Sheffield Sterling," but get the genuine article from the Co.'s Canadian Wholesale Agents

ZIMMERMAN, McNAUGHT & LOWE.

A CORRESPONDENT of the *Engineer*, London gives information of the fact that watch making by machinery is a growing industry in Birmingham, England. At the factory of the English Watch Company, of Villiers street, London, there is as much as 500 feet of pulley shafting. Among much delicate machinery there is a milling machine, a wheel-toothing machine, and a drill as fine as a human hair for the regulator holes. One valuable automatic, whose construction the firm keep private, is an apparatus for the cutting at one operation, of a dovetail slot and dovetail "jewel-slip" over a jeweled hole. The cutter, set by a micrometer gauge, and running at 2,000 revolutions per minute, can cut a hair stretched upon a jewel without touching the stone itself. The firm claim to employ the most minute steam-power lathe work in the world for turning the tiny balance-staff pivots for the jewel holes. The company report considerable success in the competition which they are carrying on with American and other machine-using watchmakers. Last year the company secured the contract for watches on the Indian State railways.

ONE of the results of the late disastrous war waged in South America, has been the sale of a large number of gold and silver church ornaments set with precious stones, and old personal jewelry sent from Lima by patriotic persons, in order to procure funds towards the defence of Peru. Of nearly 500 lots, which realized various prices, the following were sold at the highest rates: A pair of long pearl and diamond ear rings, with four large Oriental pearl buttons, and a pair of extraordinary large pearl drops, £235; a curious silver gilt mitre, enriched with scrolls of diamonds, emeralds, rubies and other stones, £273; a magnificent old chased fine gold monstrance, enriched with a large number of precious stones, including fine emeralds, rubies, sapphires, diamonds and amethysts, likewise pearls, total weight, 378 oz. 10 dwt., £2,000; an old gold monstrance, with a centre of large diamonds and topazes, with rays of diamonds, rubies, and topazes, £940; fourteen gold rays for a monstrance, set with topazes and diamonds, £640; a gold crescent of eighteen brilliants, £200; an old silver-gilt monstrance, with a gold door and lining, 298 oz. 10 dwt., £200; a life-size silver figure of a pelican, with an enamaled gold breast, the eyes and aigrette set with large emeralds cut *en cabochon*, three silver-gilt figures of young pelicans, £380; an old enameled frame in three pieces, enriched with emeralds, £275. Total of the prices, £10,778.

THE London *Times* describes a recent trial of a new musical instrument invented by Mr. Bailie Hamilton, which resembles in shape and in the means of producing sound, the harmonium or cabinet organ. There is, however, one important difference. Mr. Hamilton employs what is technically known as "free reeds," but instead of acting upon them singly, he divides them into groups of three, connected by a bridge, which so modifies their individual sounds as to emit a single note of great sonorous beauty and power. To each group of reeds belongs a sounding-box or cavity through which the air passes much as the breath in singing passes through the throat, the intention being to produce a quality of tone resembling the human voice. In this attempt Mr. Hamilton has been remarkably successful, by means entirely different from those employed in the "vox humana" stops of ordinary organs. The timbre of the new invention varies somewhat between the voice and the softer wind instruments, such as the French horn, clarionet, etc., partaking of the qualities of both, the beauty of the sustained notes being indeed remarkable. The chief defect of the instrument is its slowness of speech, which makes the execution of rapid passages a matter of extreme difficulty, if not impossibility. This drawback, however, does not appear to be structural, and may no doubt be remedied in subsequent specimens.

THE "Man About Town" in the Buffalo *Sunday News* is responsible for the following: "'Do you know that lady?' I asked of a friend who lifted his hat as we were passing along the avenue the other day. 'I ought to know her,' was the answer, 'when I gave her a gold dallar, for a button, on her dress.' I had noticed the gold buttons, and I learned later that each one bore the monogram of some devoted admirer. More than that, as I learned on the best authority, this lady had made a practice of asking each of her admirers for a monogram dollar for the purpose. And I am told it is quite a common custom. It is a very popular idea as far as the ladies are concerned, but I can't say that the young men I have talked to like it. They say it too communistic, and the conpliment isn't worth the cost. The coin is only a dollar, but it costs from $1.50 to $2 to have it smoothed down, and the monogram of giver engraved on it, and sometimes more, and when done the giver is not specially honored, but put on a par with a dozen or so of other fellows, each of whom is similarly mulcted. If it was a locket or ring or some other one-of-a-kind trinket. I doubt not any gallant youth would go to the bottom of his pocket with great heroism if not pleasure, but there's no distinction in this button scheme, and any one of a dozen admirers is as much honored as the best of the throng. The girls like the trophies, however, and suppose they will get them whether their admirers really like it or not.

WANTED.

A Good Watchmaker. Must be sober. Expenses paid to Manitoba. Wages $13 per week first 3 months, $15 after that. Extra wages paid to one who understands manufacturing jewelry. Must be prepared to come at once. Apply at once with references to

H. J. WOODSIDE,

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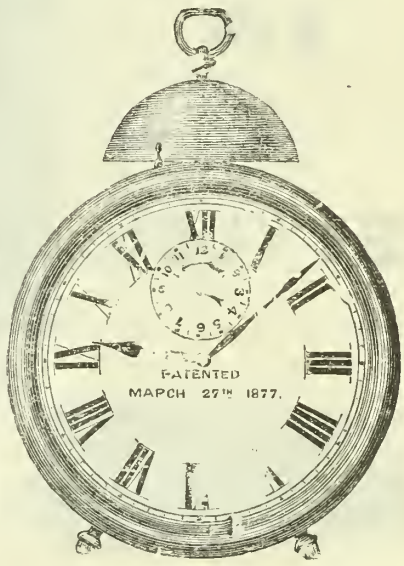
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IN CANADA.



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GILBERT AND ANSONIA,
INGRAHAM

I keep these Clocks in every style now manufactured, and show 200 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem Winders.

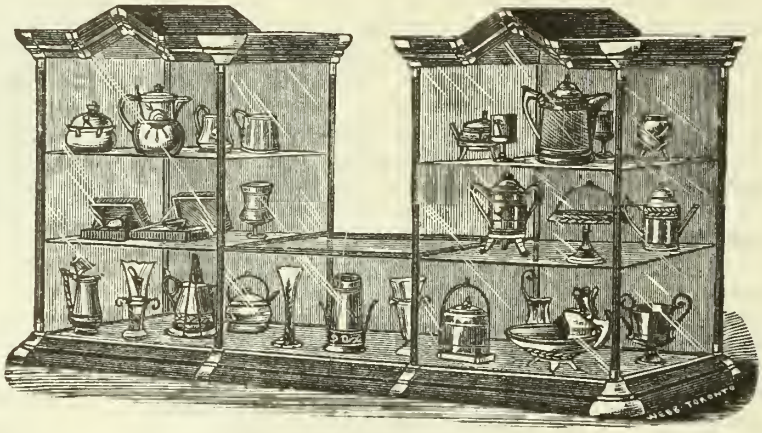
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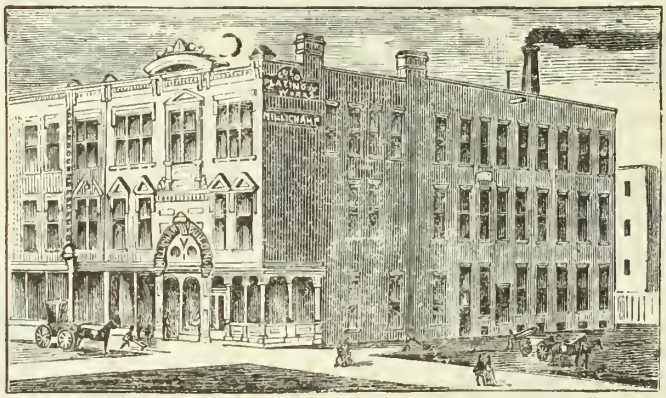
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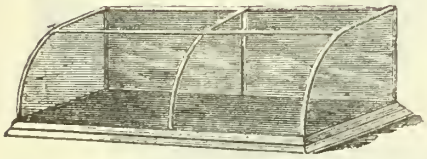
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29 TO 35 ADELAIDE STREET EAST, TORONTO.

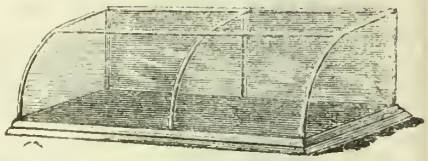
NEW STYLES.



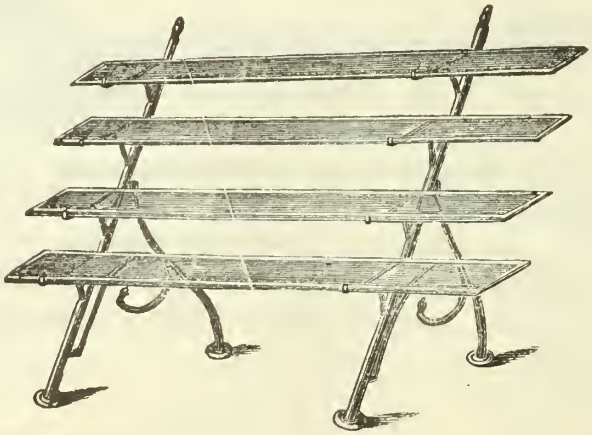
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JEWELLERY **TRAYS,** **ETC.**

29, 31, 34 and 35 ADELAIDE ST. EAST. TORONTO.

THE TRADER.

TORONTO, ONTARIO, NOV., 1882.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

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THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 27th of each month.

Editorial.

FAILURES FOR 1882.

In spite of our abundant harvests and other circumstances favourable to national prosperity, it is apparent that the tendency to speculate recklessly is on the increase, and that if it is not promptly checked, we shall ere long have another of those periods of depression, which are the inevitable results of overtrading.

We are no alarmists, but with every confidence in the present stability of the country and its future prosperity, we may say that in many quarters we notice a growing tendency to carry too much sail, a state of affairs which, if persisted in, must result in embarrasment and final disaster.

If anything were wanting to confirm our views of the commercial outlook, the bankruptcy returns given below would surely furnish substantial proof. The figures are as follows:—

THIRD QUARTER OF 1881.

No. of Failures.	Amount of Liabilities,
130.	$787,889.

THIRD QUARTER OF 1882.

No. of Failures.	Amount of Liabilities.
166.	$1,715,982.

NINE MONTHS OF 1881

No. of Failures.	Amount of Liabilities.
479.	$4,690,747.

NINE MONTHS OF 1882

No. of Failures.	Amount of Liabilities.
537.	$5,832,552.

From this it will easily be seen that the number of failures during the nine months of the present year exceed those of the same period in last year by 58 in number, and $1,141,805 in amount. This is hardly the worst feature of these figures however, for they indicate that in spite of an assured good harvest and consequent prosperous trade that the bulk of their failures occurred in the third quarter, the number being 36 and the amount $928,093.

"The increase in the number of failures, though not sufficiently great to be alarming, is full of warning to speculators, for such are, no doubt, the majority of those who have lately gone to the wall. With the return of prosperity the mad haste to be rich seizes on multitudes, and proves their ruin. They incur liabilities beyond their means, trust their all upon a throw of the dice, and a slight rise in the money market or a slight decline in their specialties is sufficient to bring them to the ground. In the United States the proportion of increase in liabilities is relatively larger for the nine months of the year than for the last three. The reverse is the case in Canada. Here out of a total increase of 58 in the number of failures for the nine months 36 belong to the last three, and out of the total increase of liabilities of $1,141,805 the tables show that $928,093 belong to the last quarter. Thus it appears that while the worst stage of the speculating fever has passed in the States, and business is becoming soberer and safer the reverse is happening in Canada. It is to hoped that the effect will be found to have culminated during the third quarter of the year, and that the returns for the fourth will show an improvement. Meanwhile the lesson is plain. Let our merchants and other business men avoid speculation and give their energies to legitimate business and failures, will be few. It is in striving to grasp too much that so many lose their all."

IRREGULAR CUSTOMS ENTRIES.

A great deal of annoyance and loss of valuable time is experienced by Canadian wholesale importers, especially those dealing in jewelry, on account of the careless way that American shippers have of sending goods to this country.

The average Yankee, smart as he may be in general matters, finds it extremely difficult to get the fact through his head, that Canada is an independent country, and not a mere state belonging to their great and glorious Union. Although perfectly cognizant of the tribute levied by the United States' customs, he fails to comprehend that any such kindred institution exists on this side of the line, and as a consequence, his shipping of goods is a very mixed and muddled piece of business.

Perhaps it would not be very wide of the truth to say, that there are not in all the myriad exporters of the United States, one hundred of them who know how to ship goods properly to this country.

Many of them have been told how to do it a score of times, but still with presistent carelessness, or worse, they will insist on pursuing the even tenor of their way, and shipping as before.

Tell them that invoices should always be sent *in duplicate* by mail, and never enclosed with the goods themselves, and they think you are joking; they send bills in packages in the States, and because it suits their home customers, they seem to imagine that everybody else also should be satisfied. For the information of any such, we may here say that the Canadian importer has to leave one invoice with the customs' authorities when he enters his goods, and the other is necessary for his own use.

Some firms send one invoice by mail and enclose the other in the package. This should never be done, because the importer not being aware that it is there, or if he is, not being sure of getting it, is compelled to make a duplicate for his own use before he puts the original out of his possession. The name of the sender should always be marked on the outside of the package, as it will often help the importer to decide what goods are waiting for entry, without the trouble of getting a permit to examine them.

Then again, a great many shippers have a habit of enclosing sundry small packages sent there for packing, without notifying the consignee that they have been so enclosed, and the result is, that when such a package comes to be examined, the enclosures on which duty has not been paid, on account of the ignorance of their presence by the importer, are seized, and a great deal of worry and trouble are occasioned before the error can be rectified.

Such things are not only very annoying, but in many cases actually damaging to the importer, who, though he may be

entirely innocent of any complicity in the affair, has yet to shoulder some share of the odium attached to having goods seized for want of being entered.

Shippers enclosing packages should always make a memorandum on the bottom of their own invoice of any such enclosures. Such a memorandum will save a great deal of worry, annoyance and probably loss, as it enables the importer to tell at a glance what goods are in each package. As we said before, although American exporters have been warned time and again about the danger of such absurd ways of shipping goods but few of them pay any regard to it.

The Canadian customs' authorities recogizing the fact that the fault rests mainly with the shippers, have decided in future to enforce the law which enables them to seize all goods not mentioned in the invoice, or any goods that are improperly invoiced for the purpose of evading the payment of the full amount of duty.

This we imagine, is about the most thorough and practical way of bringing such people to their senses, and we are satisfied that when any of these gentlemen once get a package seized and confiscated, they will for ever after that event have a thorough recollection that Canada is a separate country, and has customs' laws which have to be complied with.

If this lesson can be thoroughly learned, by the loss of a fifty or one hundred dollar package of goods, it will probably be cheap enough at the price, and certainly the Canadian importer will have no cause for complaint, seeing that he will be benefitted by its application, and that the consignor will have to foot the bill.

The customs' officials will now be doubly on the alert to detect enclosures, and "such like," and no doubt they will be happy to *initiate* American exporters at the rate of fifty or one hundred dollars per head into the mysteries of Canadian customs' laws.

We think, however, that prudence should dictate a strict adherence to the customs' laws of this country, and thus at once make it easier for the importer to whom they sell the goods, and safer for themselves.

In order that there should be no misapprehension upon this subject, we give below the full text of the circular referred to, and would merely add, that in all such matters "a word to the wise is sufficient."

CUSTOMS DEPARTMENT,

Ottawa, 6th October, 1882.

Sir,

In consequence of the very frequent discovery of enclosures, which are not noted in the invoice or entry, in packages sent for examination, I am desired by the Minister of Customs to furnish you with the following copy of the fiftieth section of the Customs' Act relating thereto, with instructions to distribute the same generally to all the principal importers of goods at your port, not only for their own information, but that they may communicate the same to their correspondents in foreign countries and in Great Britain, with a view to the future prevention of this most dangerous practice :—

"40 Victoria, chap. 10, sec. 50 :

"The Collector shall cause at least one package in every invoice, and at least one package in ten, if there be more than ten in any invoice, and so many as he or any appraiser deems it expedient to examine for the protection of the revenue, to be sent to the warehouse, and there to be opened, examined and appraised,—the packages to be so opened being designated by the Collector ; and if any package is found to contain *any goods not mentioned in the invoice, such goods shall be ABSOLUTELY FORFEITED*, and if any goods are found which do not correspond with the description thereof in the invoice, and such omission or non-correspondence appears to have been made for the purpose of avoiding payment of the duty or of any part of the duty on such goods, or if in any invoice or entry any goods have been undervalued with such intent as aforesaid, or if the oath made with regard to any such invoice or entry is wilfully false in any particular—then, in any of the cases aforesaid, all the packages and goods included or pretended to be included, or which ought to have been included in such invoice or entry, shall be forfeited."

By this it will be seen that the mere fact of an enclosure being found, which was not mentioned in the invoice under which the package under examination was entered, the goods so enclosed are *absolutely forfeited*, and no room is left for the consideration of extenuating circumstances.

I am, Sir

Your obedient servant,

J. Johnson,
Commissioner.

Selected Matter.

"A GOOD FELLOW," AS A GROCER.

Mr. Joseph Brown was as well acquainted and had as many friends, as friends are usually reckoned, in the village in which he lived as any other man in the place. So familiar was he with the townspeople, or rather they with him, that he was commonly known as "Jo" Brown. No man was better natured than he, and his assistance was always asked, and never in vain, in any undertaking from a church festival to a Fourth of July celebration which might occur in his little city. If any one was in trouble, Jo would help them in some way, and for doing good deeds to the poor his name was, no doubt, often recorded by that guardian angel which is said to watch over the destinies of each individual.

In fact, Jo was a "good fellow" in the eyes of all the people, and everybody wished him well. So, when he purchased the stock of a retiring grocer and started in business for himself, his friends predicted an unusually successful career for him. He was such a good fellow and had so many acquaintances that he was certain to have a "big trade" from the very start. Jo, no doubt, had about the same opinion of his success, for he was promised trade enough to turn the head of a much less sanguine man than himself; and if goodness in this world is to be rewarded he thought he stood a pretty good chance. He had injured no man as far as he knew, and he might have been of benefit to many ; he had cast his bread upon the waters, and now he thought the time had come for the prophetical part to be fulfilled.

And so, with bright visions of coming wealth, poor Jo opened his grocery. We use the adjective poor on purpose ; for the revelations which came to him in the course of time were a severe shock to his faith in human nature, for a half-dozen *dead beats* in a town is sufficient almost to bring every man, woman, and child under a cloud of suspicion. But to return to our story. Sure enough, Jo had a big trade from the very first morning he opened. It seemed as though every inhabitant in the surrounding country was among his customers. Men would come in with a hearty "Hello Joe, glad to see you in business," though he had little recollection of seeing their faces before. But of course it must be all right, so their orders would be duly taken.

His trade was fairly booming; his "friends" were true to their promises and patronized him liberally. Of course he could not refuse old acquaintances who asked "credit for a few days" just for groceries, for he was too good a fellow to serve them in that way. And so his account book soon contained the names of A——, B——, C——, D——; indeed, ran the gamut of the alphabet, while his cash entries were yet at the beginning of the scale.

Our friend Joe was indeed a popular merchant, and was a regular Charity Bank for impecunious acquaintances. To the festivals, dinners, benefits, etc., of a long line of church organizations and secret societies Jo was always a liberal giver, and the more he gave the more was expected from him. The army of "solicitors" always struck him for a good sum to head their subscription list, with the remark, "'Twill be a good advertisement for you, you know." Yes, the bread he had cast on the waters when he was a good fellow, was being returned to him—but was there some mistake in the kind of bread?

Of Mr. Brown's further business career, and his efforts to collect what was due him, we will not write at length. It is sufficient to say that in his character of a good fellow he did not make success of the grocery business, but he did learn a great deal about human nature, the depth of which he had never before sounded. How hard men will strive to get something for nothing, how many lies they will tell and to what little meannesses they will stoop to beat the groceryman out of his goods, no man can fully comprehend until he has stood behind the counter for a few years and had it revealed to him. And with this state of mind we will take leave of our friend, and simply remark that a tradesman needs to be something more than a good fellow. As Sam'l of Posen says in the play: "becsiness is beesinc.ss."—*Monetary Times.*

SENDING A TELEGRAM.

One man reached a long arm over the little crowd clustered at the operator's window, and asked for a "blank telegraphic form," explaining that he "wished to send a telegraphic despatch to his family." Now, when a man speaks of a "telegraphic despatch," I always wake up and look at him, because the cumbersome title is all at utter variance with the spirit of the the telegraph. It's too long. The use of it betrays a man who has little use for the telegraph. The more he uses the wire, the shorter his terms. The more nearly he can come to saying "msg" the more content he is. And he dosen't call it a "telegraphic form;" he asks for a "blank" black or red as the case may be. And he never "telegraphs" anybody. He "wires" them. And he dosen't explain to the operator what he wants to do with the blank. Presumably he wants to write a message.

So I watched this passenger write his "telegraphic despatch." First he asked the operator "what day of the month is this?" There was nothing unusual in that. All men ask that. It is the opening line in the regular formula of sending a "msg." He spoiled three blanks before he got a "telegraphical despatch" written to suit him. But even that is not very uncommon. A man always uses stationary more extravagantly in another man's office than he does at home. Then he wrote every word in the body of the despatch very carefully and distinctly but scrambled hurriedly over the address as if everybody knew that as well as he did, and dashed off his own signature in a blind letter style, as though his name was as familiar to the operator as it was to his own family. But even this is not uncommon.

Well, my tall man with the thin neck got along a little better than that when he handed the operator the following explicit message:

Mrs. Sarah K. Follinsbee, Dallas Centre, Iowa:

My Dear Wife: I left the city early this morning after eating breakfast with Prof. Morton, a live man in the temperance cause. I expected to eat dinner with you at home, but we were delayed by a terrible railroad accident, and I narrowly escaped being killed; one passenger was terribly mangled and has since died, but I am alive. The conductor says I cannot make connection so as to come to Dallas Centre this morning, but I can get there by 8 o'clock this evening. I hate to disappoint you, but cannot help it. With love to mother and the children, I am your loving husband.

Roger K. Foolinsbee.

The operator read it, smiled and said: "You can save considerable expense and tell all that is really necessary, I presume, by shortening this message down to ten words. We have no wire direct into Dallas and will have to send this message part of the way over another line, which adds largely to the cost of transmission. Shall I shorten this for you?" "No, oh, no," the man with the shawl replied, "I'll fix it myself. Ten words, you say?" "Yes, Sir." It was a stunner, for a fact, and the man heaved a despairing sigh as he prepared to boil his "letter" down to ten words. He sighed again after reading it through once or twice, and then scratched out "Dallas Centre, Iowa," as though everybody knew where he lived. Then he erased "early" and drew his pen slowly through "breakfast with" and "in the temperance." Then he scratched over "dinner with" and went on to erase "and narrowly escaped." And at last after much scratching and erasing and with many sighs, he came to the window and said, "here is this telegraphic dispatch to my wife. I have not been able to condense it into 10 words, and do not see how it can be done without garbling the sense of the dispatch, but if you can do it, you would oblige me greatly, as I do not wish to incur any really unnecessary expense. And with that he handed the operator the following expunged edition of his original message.

Mrs. Sarah H. Follinsbee:

My Dear Wife: I left the city—this morning after eating—Prof. Morton alive—cause I expected to eat—you at home. But we were delayed by a terrible railroad accident on the railroad. I—being killed—terribly mangled and since died; but I am—the conductor.—I cannot—come to Dallas Centre—but I can—I hate—mother and the children. Your loving husband,

Roger K. Follinsbee.

The operator smiled once more, and in his quick, nervous way that grows out of his familiar association with the lightning, made a few quick dashes with his pencil, and without changing or adding in the original message, shriveled it down to its very sinews, like this:

Saran A. Follinsbee, Dallas Centre, Iowa.

Left city 'smorning; delayed by accident; all right; home 'sevening.

Roger K. Follinsbee.

"There, that is all right," he said in the cheery, magnetic way these operators have. Fifty cents, sir; only 25 cents if we had our own wire into Dallas, sir; we'll have one next spring too; saves

you several dollars, sir. That's right, thank you." And the man went and sat down on a chair by the stove and stared at the operator until the rescuing train came along, as though he were a worker of miracle. And when he got off the train at the junction for Dallas I heard him whispering softly to himself: "Shfollinsbee—clishn smorning; nothin smatter; home saftnoon. And I knew that he was practising his lesson and had "caught on."—*Burlington Hawkeye.*

BENVENUTO CELLINI.

Four hundred years passed by before the prophecies and expectations uttered by Bishop Bernward (1008), who was the first to recognize the grand future of the art of goldsmithing, were fulfilled in a manner little forseen by him. In order to understand the epoch of which we are about to speak, it is necessary to examine history somewhat.

The crusades instilled into christendom an ardor for a creed, from which emanated the romantic spirit both in Church and knighthood, with its ecstatic, beautifying, ideal desires. As evidence of this religious sway and romantic spirit, aroso the gothic churches, the gigantically-constructed domes, within the halls of which all artists could compete, and exhibit their masterpieces wrought for the glory of God—be it in painting, architecture, carving, sculpture, bronze casting, or in the adornment of altars with works of gold or silver. Knights and priests had seen in the Byzantine Empire and the cities of the conquering Turks, the artistic works in arms and coat-of-mails, enamating from Oriental workmanship, and brought them home as patterns worthy of being imitated. In the cities, the citizens had, after ceaseless strife, obtained independence and power in guilds and armed unions; the single trades and guilds followed their vocation with ambition; commerce and trade enriched the citizens. And that spirit of romance also passed from the church and knighthood over to them, and was impressed even into their daily work. A thrifty life was visible everywhere, in which a high, exalted sense of duty mingled with a truly humane, merry and happy sensuality, giving an additional zest to life. Science was rejuvenated in their contact with the Orient, with the country of the ancient Greeks; it called into the graves of antiquity, and listened to the echo of its voice. The antique was studied again, and the spirit of the middle age threw itself on to its maternal bosom, to eagerly draw sustenance from its blessed abundance. Powerfully strove with the whole the individual genius, and with its inventions, for instance, the art of printing and copper plate engraving, produced a renaissance, a revolution within the domains of literature, art and study, which, by fresh discoveries and inventions, should open the doors to humanity, disclosing new and boundless fields and purposes.

Italy, with its rich and mighty cities, was the first to initiate this marvelous elevation. Upon the soil, on which antiquity had left a thousand and one traces and mementoes, the spirit of humanity rejuvenated quickest, promoted with the contact with its honored ancient culture. Simultaneously, many sons of the soil had grown into eminent masters of their art since the fifteenth century, and their co-operation caused the immense, ever-increasing influence upon those paths which they, as individuals, had been the first to open and to tread. Bellini and Leonardo da Vinci, Perrugino and Michael Angelo, Peruzzi, Titian, Giorgone, Bartolomeo, Rapheal, Del Sarto, Correggio, Caravaggio, inscribed their names in the stella world of immortality, and behind them, in sombre array, became visible the forms of the second race of heroes—Volterra, Bassano, Salviati, Vasari, Tintoretto, and a host of others, whose fame was destined to fill the 16th century.

And commensurate with this spiritual growth, also the goldsmiths' art strove manfully, as an art, to assume its appropriate position. Personal adornment was common; it charmed the eye of the patrician, while it educated his taste, and caused him to ever exact something more beautiful, more perfect, more pure and elevated from the goldsmith.

In such an epoch was born that man who stands as an phenomenon in the art world, who might be called the Phidias of Italy, and, reaching over an interval of two thousand years, might shake hands, as a worthy confrere, with the great Greek. It is Benvenuto Cellini, the goldsmith from Florence, the proud artistic city, where he was born at a time when his great countryman Christopher Columbus had discovered the new country.

His father, a piper, destined him to become a musician. Young Benvenuto was bound to learn the flute. But the father at an early day recognized the son's aptness for everything mechanical, and had sense enough to place no obstacles in his way, except that he had to learn the flute. He was articled with a master goldsmith, Antonio Sandro, of Florence, and after a few months, excelled his capable master. He was of a very rowdy nature, however, always giving way to his passions, and was soon forced to flee from his native city. He went to Rome, and astonished the Pope with his skill. He still wrought in smaller works, adornments, leaves, flowers, masks, medals, which, although betraying his fertility of conception and dexterity, yet caused him little to be expected as a future creator of such masterpieces. He was still a goldsmith, and happy to be one, because this guild was highly esteemed in Italy, and its members were often thrown into the company of the princes and nobility. He did not remain in Rome, but went to France, and entered Paris with the proud knowledge that a goldsmith was an artist everywhere. Already had the most excellent sculptors and architects, a Donaltello, Bruneschi, Ghiberti, Verrochio, Pollajuolo, emanated from the goldsmith's atelier, had constructed immortal works, and young Benvenuto was ambitious of imitating, yea, when he remembered Michael Angelo, who still constructed his works of gigantic proportions, he resolved to excel his patterns.

A large number of gold and silver figures, partly life size, were constructed by his hand, the last one of which, a sample of his skill, was a model colossus, the head of which, constructed separately became a wonder and a marvel to the people.

Gold and honors, offered by Francis I., of France, could not tempt him to remain in his service. In his boundless ambition, he dreamed to find in Italy, the choosen country of art, in the beautiful Florence of the Medicis, his recognition, as the greatest artist of his age, because he entertained that proud opinion of himself. He showed it by everything his skillful hand fashioned and worked, small as well as large, and he obtained this courted recognition, in spite of all the cabals and artifices of his enemies in Italy, who waged a relentless war against him, and the doubts of the Duke Cosmus I., of Medici, into whose ser-

vice he had entered since 1546. The doubts of this ruler were directed especially against his inability for the execution of the bronze statue of Perseus, with the head of Medusa, as Cosmus had ordered and Benvenuto executed in model. The latter wounded in his self-vanity, desired to show that he understood how to make it, although it was declared to be an impossibility by all art connoisseurs. How he executed his work is at large described by him, with his great self-vanity, peculiar to him, in his romantic, adventurous autobiography which also must be accounted to the great works of Cellini as a literary fact of characteristic peculiarity.

Benvenuto first made a clay model of his Persens, burned it, and covered it with wax, giving it the exact shape of the statue. He next coated the wax with a sort of earth, and burned this second coating, whereby the wax melted and ran out, leaving room for the reception of the metal between the two layers. The casting itself was to take place in a pit dug in the immediate vicinity of the furnace in his shop. Everything was carefully prepared. But the resinous pitch fire shot up in a gigantic flame in the furnace, the shop caught fire, and a part of the roof was consumed. Rain and storm raging outside, moderated the intensity of the furnace. The metals would not fuse, in spite of his endeavors. He was seized by despair, and thrown into the sick bed, leaving his workmen to continue alone the work of smelting. They were unable, and sent word to the master that Perseus was irredeemably lost.

Cellini, in high fever, sprang from his bed, rushed to the shop and furnace, in which the metal had become solid. He sent to the neighbors for dry oak wood, closed the hole of his roof with carpets and tapestry, threw metal into the smelting, and finally saw the mass at the point of fusion. Suddenly, at the moment of intensest expectation, the furnace cracked with a noise of thunder. Cellini heeded it not—because the metal was in fusion. To sustain and accelerate it, he rushed into the kitchen, fetched all his copper and tinware, over two hundred pieces, and threw them into the seething mass. Thus the casting was conducted to a successful issue, and better, even, than he anticipated. When the bright bronze statue (it is seen to-day standing in the market place of Florence, covered with a beautiful patina, the admiration of the world), was unveiled to the people, they raised a deafening cry of applause, which recompensed the artist for all his loses and vexations. "The people," he says, "did not cease to pin sonnets on my door, giving it the appearance of a day of festivity."

When presenting himself, the Duke said with great friendship: "My dear Benvenuto, you have satisfied me and the whole people, but I will requite your merits in a manner little suspected by you." The Duke kept his promise in a not very princely manner and munificence, only paying 3,000 gold florins, in irregular monthly payments, with which the artist, who had demanded 10,000 scudi, was not satisfied by any means.

Cellini lived until 1570, and created the most admirable chefs d'œuvre of his time. His funeral attested the great respect in which he was held by the people, although, as a man, he had continually lived in quarrel and strife.

Of his chased works in gold and silver, comparatively little has been preserved that can directly be traced to him; many works of art are ascribed to him wrongly on account of his celebrity. Several of his drawings are in existance. One genuine piece of his works exists—a gold salt cellar, which includes all the merits and peculiarities of the jewelers' art of the 16th century. It is said to be in Belvidere of Vienna.

He also worked with the pen, not alone his highly interesting biography, but also poems and scientific treatises. Especially to be mentioned are the two treatises on the goldsmith's and sculptor's art, in which he gives full details. They treat on jewels, their settings, niello, filigree, enamel, chased work, etc.; on bronze casting and sculpture.—*Jewelers' Circular.*

THE KOH-I-NOOR.

Continued from Last Month.

"'On June 1, 1813, the appointed day, Runjit, accompaned by several confidental friends and some experts acquanted with the stone, proceeded to Shadera, where Shah Shuja was then residing. At the ensuing interview, after both were seated, a profound silence prevailed, which neither side seemed disposed to break. An hour was thus spent, and Runjit, notwithstanding his impatience, still abstained from interrupting the solemn stillness. He, however, hinted to a confidant that he might quickly remind Shah Shuja of the object of their interview. Thereupon the latter nodded to a slave, who withdrew, and presently returned with a packet, which he placed on the carpet, at an equal distance from the two Princes. Deep silence again ensues; Runjit's impatience grows to a fever heat; no longer able to control his feelings, he directs one of the attendants to take up the packet; it is opened, and a glittering gem of unusual size is revealed, and recognized by the experts as the true Koh-i-Noor. At sight of the long-coveted prize, Runjit forgets the past, and breaks the silence with the question, "At what price do you value it?" To which the Shah Shuja replies, "At good luck, for it has ever been the associate of him who has vanquished his foes." And he might have added with equal truth, "At bad luck, for sorrow and suffering have ever followed in its wake!" But by his answer he betrayed the true secret of the mysterious reverence, akin to worship, with which choice gems of this sort have ever been regarded in the east, and till recently in the West.' Much in the same way Marbœuf, Bishop of Rennes, in the eleventh century, described, in barbarous Latan verse, the virtues of the agate, thus translated by King:

"According to the account of a trustworthy eye-witness, Shah Shugja's bearing throughout this interview was such as to command the deepest respect, and produced a marked effect on the audience. He received from Runjit a sum of 125,000 rupees, and soon after this occurrence he withdrew with his brother, Shah Zaman, to Lidianah, in British territory, where they resided for some time on an annual pension of 60,000 rupees each, and 6,000 to each of their eldest sons. Here Whittaker tells he saw them in 1821, and he adds that Runjit at that time had the diamond at Lahore, capital of the Sikh states. A Benjali shroff, or banker, named Silchurd, resident at Ludinah, having occasion to visit Lahore on the Rajah's business, asked his Highness for permission to see the jewel, which being granted, Silchurd fell on his face and worshipped the stone.

"The further adventures of this splendid gem are soon told. Runjit caused it to be set in a bracelet which he wore on all public occasions. On his

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death-bed, in 1839, an attempt was made to induce him to conciliate the favor of the gods by presenting the stone to the famous shrine of Jahanath, (Juggernant). He is even said to have given his consent by an inclination of the head; but the crown jeweler refused to surrender the treasure without a duly signed, written warrant, which was being prepared when Runjit breathed his last. It thus remained in the Lahore jewel-chamber till the young Rajah Dhulip-Singh was recognized by the British Government, (after the murder of Shu-Singh,) when an English agent was stationed with a strong body-guard in Lahore. Then followed the mutiny of the two Sikh regiments, which brought about the final annexation of the Punjaub in 1849, when as related by Hunt, 'the civil authorities took possession of the Lahore Treasury, under the stipulations previously made that all the property of the state should be confiscated to the East India Company, in part payment of the debt due by the Lahore Government, and of the expenses of the war. It was at the same time stipulated that the Koh-i Noor should be presented to the Queen of England. After the company became possessed of the gem, it was taken in charge by Lord Dalhousie, and sent by him to England in custody of two officers.' Thus this great historical diamond passed with victory from east to west, and was presented to the future Kaiser-i-Hind on June 3, 1850. It was shown at the first great exhibition, held the following year in Hyde Park, on which occasion it attracted a great deal of attention, although it had been so unskilfully treated by the Indian cutter that it looked little better than an ordinary crystal.'

IV.

RECUT BY ORDER OF THE PRINCE CONSORT.

"When brought to Europe the Koh-i-noor was found to weigh exactly 186 1/16 karats. We have seen that Baber gives the weight of Bikermajit's diamond at 'about eight mishkels,' or somewhat over 187 karats, while Tavernier repeatedly declares that the Great Mogul was reduced by Borgio to 279 karats. Again, the two stones were of totally different form, and the Mogul was without a history, having been quite recently discovered in the Kollur mine, whereas authentic records carried the Koh-i-noor back to the year 1304, beyond which date it had a tradition giving it an antiquity of some 50 centuries Several recent writers still, however, persist in regarding these two distinct stones as one and the same gem. Even Prof. Nichol, in the last edition of the 'Encyclopædia Britannica,' revives this theory, and goes the length of suggesting that the Great Mogul, the Koh-i-Noor, and the stone found in Cucha in 1832, were all pieces of one original crystal. Speaking of the Koh-i-Noor, he remarks that 'its lower side is flat, and undoubtedly corresponds to a cleavage plane. Hence it has been conjectured that it and the Russian Orloff diamond are portions of the original stone belonging to the Great Mogul, while a stone of 132 karats obtained by Abbas Mirza at the storming of Cucha, in Khorassan, in 1832, may be a third fragment. This portion was long used by a peasant as a flint for striking fire. The three united would have nearly the form and size given by Tavernier, and the Koh-i-noor would then surpass all known diamonds in its magnitude and in its eventful history.' For a refutation of this theory the reader is referred to our account of the Abbas Mirza diamond.

"In consequence of the clumsy way in which the Hindoo cutter had handled the Koh-i-noor, at a time when the art was still, doubtless, in its infancy, Prince Albert consulted Sir David Brewster as to how it might be recut to the best possible advantage. He found in it, as is the case with many other large diamonds, several little caves, which he declared (according to his theory) to be the result of the expansive force of condensed gases. This, together with the flaws already noticed, he considered would make the cutting of it, without serious diminution, a very difficult thing. Messrs. Coster, however, of Amsterdam, thought that in the hands of skillful workmen, the difficulties might be overcome. Several patterns of cuts were laid before her Majesty and the Prince Consort, and after due consultation, selection was made of the form which it now has, and which may be described as that of a regularly cut brilliant.

"Mr. Voorsanger, of Mr. Coster's establishment, was the workman intrusted with the responsible task of recutting the famous gem, and his labors were conducted in the *atelier* of the crown jewels, in London. To assist his object a small four-horse machine was erected, and the cutting commenced by the Prince Consort placing the diamond on the mill on the 6th of July, 1852. The operation was completed at the end of thirty-eight days of twelve hours each. The Star of the South, a much larger stone, was afterwards cut by the same hand in three months. But the Pitt, or Regent, treated by the slower hand process of the eighteenth century had occupied no less than two years.

"One of the flaws in the Koh-i-noor gave great trouble. In order to remove it the number of revolutions of the cutting wheel had to be increased to 3,000 per minute, and even then the object was only attained very slowly. During the process of reduction the diamond lost exactly 80 karats in weight, having been reduced from 186 1/16 to its present weight of 106 1/16 karats.

"After all, the result was far from giving universal satisfaction, although obtained at a cost of no less than £8,000. The Prince Consort, who took the greatest interest in the operation, and whose sound advice had probably prevented a total failure, openly expressed his dissatisfaction with the work.

"On the treatment which the Koh-i-Noor received in the cutter's hands, King is very severe, remarking that owing to the flattened and oval figure of the stone, the brilliant pattern selected by the Queen's advisers 'entailed the greatest possible amount of waste.' He adds that Mr. Coster would have preferred the drop form, but that, 'in a historical relic like this, the sole course that would have recommended itself to a person of taste, was the judicious one pursued some years before by Messrs. Rundell and Bridge, in their recutting of the Nassak, both in its native and artificial figure. In this by following the trails of the Hindoo cutter, amending his defects and accommodating the pattern to the exigencies of the subject matter, they transformed the rudely faceted, lusterless mass into a diamond of perfect brilliancy, at the sacrifice of no more than ten per cent. of its original weight.'

"It may also be remarked that, although said to be cut as a brilliant, this great Oriental talisman is really only such in name, being much too thin to have satisfied the Jeffries, Ralph Potters, and the other great dealers of the last and beginning of the present century.

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In fact, the cutting of the Koh-i-Noor on this occasion revealed the painful fact that the art was then extinct in England, while even the Amsterdam and Paris operators had lost much of their former cunning. They followed a system of mere routine, betraying little inventive power, and showing themselves incapable of grappling with the problem of how best to reduce a stone with the least sacrifice of its weight, and the greatest display of its natural luster.*

"The Koh-i-Noor is preserved in Windsor Castle. A model of the gem is kept in the jewel room of the Tower of London, to satisfy the laudable curiosity of her Majesty's faithful lieges. Although not of the very finest water, and of a grayish tinge, the stone was valued before being recut at about £140,000. But Barbot considers it far from being worth such a sum. He allows, however, that it is still an extraordinary stone, 'but more on account of its great surface than for its play, which is almost neutralized by its great spread.' It must, however, be remembered that this is the criticism of a Frenchman, naturally alarmed for the hitherto unrivalled reputation of the Regent. Since Barbot's time it will be seen in our account of the English Dresden that the luster even of the Regent has been somewhat dimmed by the absolutely faultless character of the Bagagem crystal.

"Although yielding to these and perhaps one or two others in brilliancy, as it does to several in size, the Koh-i-Noor must ever remain without a rival for the intense interest attaching to the sanguinary and romantic incidents associated with its marvelous career. A strange fatality presided over its early vicissitudes, but its alleged 'uncanny' powers have now ceased to be a subject of apprehension. Its latest history eloquently demonstrates the fact that extended empire is a blessing, just in proportion as it finds hearts and hands willing to fulfil the high duties which increased privileges involve."

* The art, however, has within the last few years not only been revived, but now far surpasses anything ever hitherto accomplished.

HALL-MARKING.*

BY G. E. GEE, IN THE WATCHMAKER, JEWELLER AND SILVERSMITH.

The question of compulsory hall-marking will, in all probability, receive additional attention now that the vexed question of the duty has been so prominently brought forward. It has been said that the abondonment of the duty would also do away with the hall-marking system, and that the result would be the flooding of the country with wares unworthy of the name of the precious metals. This opinion is, we think, more theoretical than practical, and manifests a great want of that knowledge of the system which is essential to a proper understanding of it. The removal of the duty need in no way whatever interfere with the hall-marking of gold and silver articles.

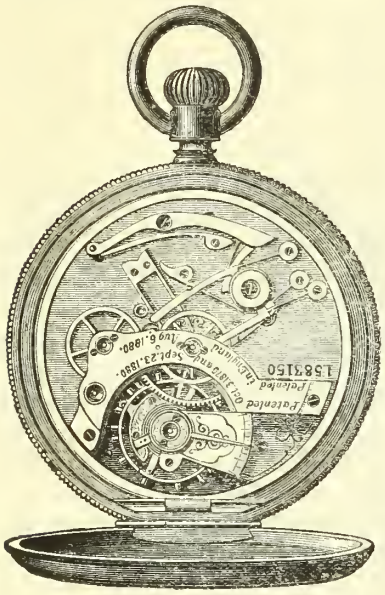
Hall-marking has been practised for more than 580 years, and was instituted long before the duty was enacted. It dates as far back as the year 1300, whilst the duty has existed from the year 1719; the latter, therefore, was imposed 419 years subsequent to the system of hall-marking. It also continued during the period between 1758 and 1784, at which time the duty was temporarily removed. The buyers of gold and silver wares need not be under the slightest apprehension as regards the abandonment of the hall-mark, beyond the removal of one of the cabalistic characters from the present set of hall-marks, viz., the Queen's head, which now represents the payment of the duty. This argument, then, like a great many others connected with this subject, is an unwarrantable assumption, and based upon an imperfect knowledge of the facts connected with the English hall-marking system. It is true the duty question is closely interwoven with with hall marking system, as it brings into force the compulsory powers of our laws relating to this matter; but that is the only point where the two can be made a part of the same question.

It is compulsory that all duty-paying articles shall be hall-marked, the one cannot at present be separated from the other, and this is precisely what the trade and its adherents are seeking to reform. We think few people will object to hall-marking pure and simple, but it must be without the payment of duty on wares submitted to that process to be at all satisfactory to our present requirements.

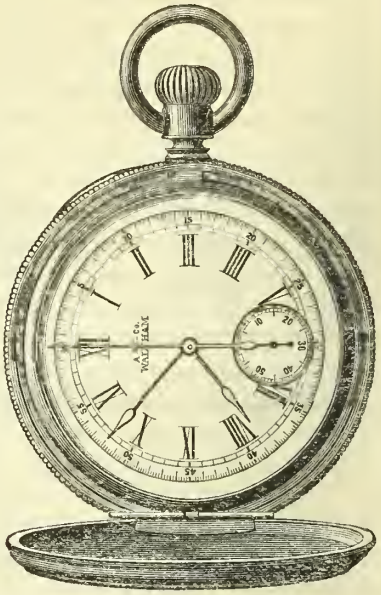
At the present time we have compulsory hall-marking and voluntary hall-marking, and the question is, which of these two the trade and those affected by it will in the future prefer. There is something to be said in favor of both systems when the matter is brought to bear upon special articles. For instance, there is the manufacture of watch cases, which in this country must be hall-marked. Whether this regulaiton is to be continued in the future requires calm consideration and a practical insight into the business; it is not to be decided off-hand. There is this much to be said in its favor, that compulsory powers to mark tend to keep up the standard quality of the cases themselves, whilst it also prevents unscruplous people from putting inferior cases to their work, which can have but one tendency, and that is, a lowering eventually of the quality of the movements in point of workmanship as well as superiority of finish, which things are all in all to a watch in so far as its time-keeping properties are concerned.

Another point of some importance to the English watch-case trade is, that the compulsory hall-marking of them shuts out the home market from American manufactures. Whether this is an advantage or not to the English workman is not yet decided by those engaged in it; but this much is an established fact, that it is impossible for the English manufacturer to take a colonial order for watch cases other than hall-marked ones, on account of the compulsory enactment of our existing law, which will not permit of the work being done in this country without being hall-marked; consequently many orders have been refused, but whether the English artisans have the best of this arrangement is an open question and one that is certain to come to the front for practical discussion, and that, too, in the immediate future; for it is not always that watch cases are ordered to be hall-marked, some buyers prefering them otherwise when the quality can be depended upon, and under such circumstances the English case-makers cannot be competitors for the work in consequence of our system, which necessitates the hall-marking of every case made in England.

The hall-mark on a watch case is a guarantee of the standard quality to a certain degree, but is not an absolute one. There is so much solder run in under the rims of some, and other inferior metal employed in the connecting of them together, that watch cases actually put into the melting pot and melted down do not assay at more than from 3s. 10d. to



THE NEW WALTHAM WATCH CHRONOGRAPH.



The Best Watch now in the Market for General Use.

SOLD IN GOLD CASES ONLY.

Fourteen and Eighteen Carat Fine. Quality Stamped and GUARANTEED by the Company.

This watch is of medium size, and made to indicate and register the fifth second.

By new inventions and the applica ion of American Machinery, THE AMERICAN WATCH Co. has so simplified the manufacture of these Watches as to greatly reduce their cost, and they can now be obtained at prices which make them the MOST DESIRABLE time-piece for all classes of watch wearers.

FOR ✢ SALE ✢ BY ALL ✢ FIRST-CLASS ✢ JEWELLERS.

AMERICAN WATCH CO.,

ROBBINS & APPLETON, General Agents,

NEW YORK.

4s. per ounce, being equivalent to from 16dwts. 12grs. to 17dwts. of fine silver per ounce, instead of 18dwts. 12 grs., which is the hall-marking standard. Anyone who has had anything to do with the melting and assaying of old watch cases for re-manufacture can bear out these observations. In the United States they have no hall-mark, but this has not prevented their manufacturers from making their mark after a certain fashion all over the world. But the fact is, manufacturers should care more for their reputation than for the trifling gain to be obtained through the selling of an article of inferior quality, which a slight deviation from the standard might bring to them.

There are comparatively few persons outside the jewellery and watch trades that know the hall marks when they see them. They are so fantastically varied in their character that to most persons they are positively confusing and misleading, especially as many of them are more or less spurious imitations of the genuine marks; these being allowed to be put upon the various manufactures by makers or other interested persons, and in some cases they have been found to be positively fraudulent.

CANADIAN MANUFACTURES.

As Canada progresses and becomes more and more a manufacturing country, and enters into competition with the manufactures of the world, it must become of greater importance that the motive power of our factories be cheaply produced and be so regular and perfect in its action as not to injure the quality of the goods turned out.

Quantity of production is all very well in the way of providing dividends for the shareholders, but if the quality be deteriorated in order to increase the quantity, the dividend-paying powers of the factory will not be long-lived. Excellence and uniformity in quality, combined with honesty in the nomenclature of the goods produced, are the pillars upon which the world-wide reputation of many an old business to-day stands. Whether it be in the manufacture of cottons or woollens, the production of pig iron or boiler plate, or the construction of a reaping machine, or the building of a steam engine, the same principle will be found to apply.

The interest of the general public must be *served*. The public may be easily gulled and deceived for a time, but it is only for a time. While it takes years of patient and presevering, honest labor to establish a good reputation, the reverse can be rapidily and easily obtained. Our manufacturers should never lose sight of this view of the subject. Their business, from the amount of capital invested in buildings, machinery and plant is intended to be a durable and lasting business. While looking to government legislation to help them and protect them in their efforts to establish their industries, they should never forget that, to deserve help and protection, they should produce goods as excellent in quality and as serviceable to the public as any that could be imported. If they do not do this, how can they ever expect to extend their business to other countries? If the quality and price be as satisfactory, what difference should it make to the West Indian, or the native of Brazil, whether the goods he buys be manufactured on the north or south side of the line dividing Canada from the United States?

The manufacturers of Canada must be able to satisfy the reasonable demands of the Canadian public ere they can hope to establish a foreign reputation. It is a short-sighted policy, and one which won't pay in the long run, to send off to some distant place goods which cannot be sold at home because of their inferior quality. Upon what does the quality of the goods depend? This is a question which every manufacturing firm, whether a private enterprise, or a joint-stock concern, should carefully consider and find the correct answer to. To aid them in doing so we offer a few suggestions.

In the first place, the factory should be managed by one head, who has a thorough knowledge of the goods to be produced and a definite standard of excellence constantly before him. In the second place, the machinery employed should be adapted for the work. It will pay to "get the best," though often there is difficulty in deciding which is the best. In some English factories no machine is kept in use or allowed floor space which has got to be behind the age, or so far out of repair as to necessitate a mechanic being kept after regular hours to adjust it. No machine allowed to run down, its fittings half gone, its bearings worn out, and its journals running loose and out of truth, can produce good work. Another requisite is to have the right kind of work-people well treated, contented in their situations, interested in their work and in the general success of the business. Still another is the constant supervision as to the quality of the raw material brought into the factory, and over every stage and process in its manufacture, combined with a continual aiming at improvements, and keeping ahead; not merely supplying the demands of the purchasing public but creating demand by placing on the markets new designs and improved qualities.—*Canadian Manufacturer.*

BUSINESS CHANGES FOR OCTOBER.

Adam Hope, hardware, Hamilton, Ont., suspended; James Farrow, hardware & tins, Innerkip, removed to Ayr; James Foster & Sons, hardware, Toronto. assigned; Simon Armstrong, hardware, Moorefield, Ont., sold out; L. A. Lesperance, jeweler, Montreal, assigned; J. D. Northgraves, jeweler, Rat Portage, Man., giving up business; Fowler & Vick, jewelers, Winnipeg, Man., dissolves, W. A. Fowler retires; W. H. Roberts, jeweler, Stratford, Ont., sold out to P. Woods.

BUSINESS NOTES.

J. R. Cole, a Montreal Jeweler, has assigned in trust. He owes about $2,000, and has assets to about the same figure.

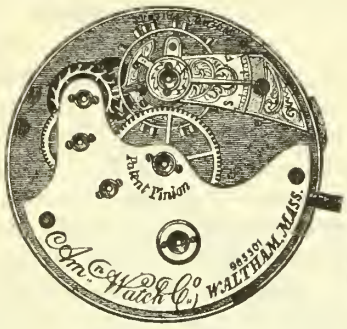
The town council of Brockville has agreed to furnish Messrs. McDougall, Logie & Co., of Montreal, a site for a paint mill and exemption from taxation for a period of ten years, providing they give employment to fifty hands, and erect a building 100 by 35 feet to start with.

E. A. Lesperance, a Montreal jeweler, of recent establishment, has assigned in trust to his father; this step being precipitated by a seizure before judgment on the part of a creditor. Liabilities are stated at $2,800, with assets of about $1,600. The business will likely be wound up.

Kind Words—Our clever contemporary, the *Merchant & Manufacturer*, of Toronto, gets off the following concerning The Trader:—"*The Trader* is a monthly journal, published at Toronto, and is devoted exclusively to the jewelry trade. It gives good hints to the trade worth remembering and presents a very neat appearance." We say "Amen," with thanks.

A meeting of the creditors of the estate of James Foster & Sons, hardware merchants in this city, was held last week. The statement then submitted showed that the direct liabilities amounted to $31,000 with $18,325 of assets. One of the firm made an offer of 30 per cent., but this was declined. At the same time it was intimated that an offer of 40 cents on the dollar, secured, would be favorably considered, provided that Richard M., one of the brothers, retired from the firm. This, we understand, he is anxious to do.

Among all the residents of Brantford, probably none is better known to the business com



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(Successors to H. VIDAL & CO.,)

IMPORTERS OF AND JOBBERS IN

Watches, Watch Materials,

TOOLS, WATCH GLASES, ETC.,

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P.O. BOX 1775.

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Importer of

Watchmakers' Tools

AND MATERIALS.

WATCH REPAIRING

FOR THE TRADE.

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TORONTO.

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ORNAMENTAL & GENERAL

ENGRAVER,

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ALL KINDS OF PLATE, JEWELLERY, ETC.

TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

T. WHITE & SON,

Manufacturing Jewellers, Gold and Silver Platers, and

LAPIDARIES,

12 Melinda St., Toronto.

Canadian Agates, Amethysts, &c.,

polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

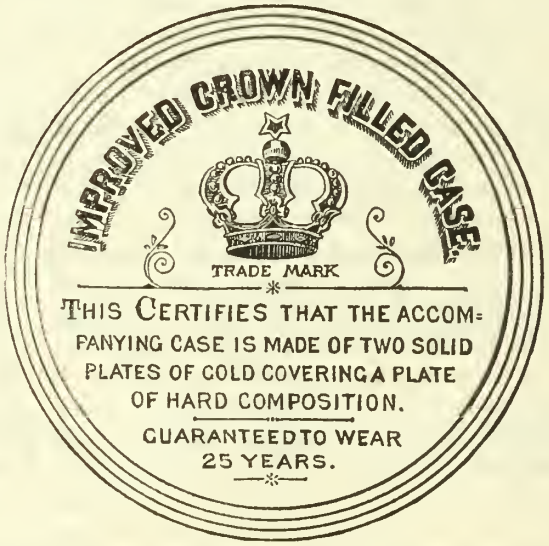
Stones, Imitations, Locket Glasses, &c

Unsurpassed in the Dominion.

IMPROVED

CROWN FILLED CASE.

The Smallest, most Compact, and Symmetrical



Filled Gold Case ever offered to the Trade.

SUPERIOR QUALITY. SUPERIOR FINISH.

SOLD BY LEADING JOBBERS.

munity of Canada than Mr. Ignatius Cockshutt, who has been a merchant for fifty years in that place, and has seen it grow, and helped its growth, from a village into a prosperous town and a busy city. That now venerable gentleman has retired from active business, and his retirement was made the occasion of the presentation to him last week of an address and a silver casket by his fellow-citizens. There are many outside of Brantford who will join us in adding our congratulations upon his long and prosperous business career, and our hopes that he may long enjoy his well earned leisure.

The premises of Messrs. Zimmerman, McNaught & Lowe, were badly damaged by water from one of the upper flats, on Sunday, 22nd inst. The loss being valued by the firm as high as $500. It appears that the top flat of the building is leased to a tenant, who carelessly left the tap open, and allowed the water to flood the building from top to bottom. The principal sufferers are the firm above mentioned, who claim damages from the landlord, on the ground that the accident was due to neglect on the landlord's part, in supplying this tenant with a water tap, without making any provision whatever for the waste water. The firm have again got straightened up, and are now ready to serve their customers as usual. They have just completed fitting up their premises with steam pipes and radiators, and have now one of the neatest and best equipped jewelry warehouses in Canada.

The way of the transgressor is hard," and fully justifies the truth of the old saying, that a rogue is sure to come to grief as last. This has been well exemplified in the case of Aljo, the jeweler, whom our readers well recollect we had occasion to dish up, over a year ago, for his swindling operations in Hamilton, Ont. After leaving Canada, it appears he took refnge in Chicago, and from thence drifted no one knew whither. The following paragraph from the *Watchmaker & Metalworker*, of Chicago, Ill. will give some clue to his subsequent career. "W. Aljo, a silversmith employed in H. J. Young's jewelry store, Joliet, Ill., was arrested last month for stealing jewelry, etc., from his employer. Young has missed different articles from the store for the last two months, and has been on the watch. Young thinks from $500 to $600 has been taken. Aljo was bound over in the sum of $150, and, not able to secure bail, was consigned to the jail. He is a Canadian, and has been here four months. He formerly worked in a pawnbroker's shop in Chicago." We don't know whether Aljo is a Canadian by birth or not, if so, his native country is well rid of him, and we trust that our friends across the line will keep him in durance vile, until he can keep his hands out of other peoples' pockets. "He that being often reproved and hardeneth his heart, shall suddenly be cut off, and that without remedy."

A meeting of the creditors of Messrs. A. & C. J. Hope & Co., was held in Montreal last Friday, and was largely attended, but little business was transacted beyond appointing a board of trustees composed of Messrs. Winn, Reford, Cotten, Simpson and Wilson, with Mr. P. S. Ross as accountant, to investigate matters and report at a further meeting. The statement submitted showed gross liabilities of $423,714, but after deducting bills under discount considered good, &c., the net liabilities are figured at $175,458, with net assets of $85,883. No offer was submitted, though the Messrs. Hope were understood to say that they did not consider the estate worth more than forty cents; $35,000 of the liabilities are due to seven Canadian houses. In consequence of this failure, the suspension of the old firm of Adam Hope & Co., Hamilton, hardware importers, is announced. The house was founded some twenty-five years ago. The business was then located in London, Ont., and the Messrs. Hope were partners in the firm. After this the business was removed to Hamilton, and the firm was successively connected with Buchanan, Harris, & Co., and Buchanan, Leckie & Co. The senior member of the firm died only a few months ago. A meeting of creditors has been called for the 14th prox. It appears that the creditors of A. & C. J. Hope, of Montreal, have refused to complete a settlement with that firm upon the basis of their own assets, but demand, in addition, an inquiry into the affairs of the Hamilton firm of Adam Hope & Co., one of the partners being also a partner in the Montreal house.

One of the most valuable inventions of the day for preventing danger to life and limb from machinery may be seen in operation at the Dominion Bolt Works, Toronto. In the engine room is a weight suspended by a wire rope, which latter is coiled around the throttle valve of the engine. As long as all is right, however, the weight does not *pull* upon the rope, a rest that just holds it being provided. The whole is so placed that the passing of the electric current along a wire releases the rest, when instantly the weight falls, pulls upon the wire rope, which in its turn pulls upon the throttle valve and cuts off the steam, thus stopping the machinery. In different parts of the works are placed buttons, with wire connections. On pressing any of these buttons the electric current takes its instantaneous spring, the weight falls, the wire rope pulls on the throttle valve, and the steam is cut off in less time than the engineer would require for walking across the room to do it. Of course in any factory the electric buttons could be placed in every room, or several of them in a large room, or wherever necessary. Whenever anyone happens to get caught by the machinery, the simple pressing of a button, in the most distant part of the factory, will stop the whole as quickly as could be done were the engineer standing ready to jump at a signal given. We should say that no factory should be without it. This really valuable invention is to be patented by Messrs. Nesbett Bros., electricians, Toronto.

WORKSHOP NOTES.

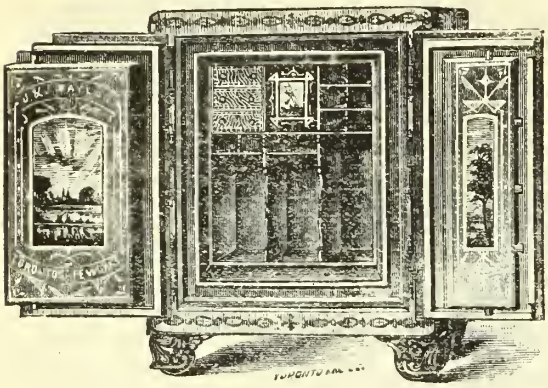
Making Pivot Files.—Dress up a piece of wood file fashion, about an inch broad, and glue a piece of fine emery paper upon it. Shape your file then, as you wish it, of the best cast steel, and before tempering, pass your emery piece several times heavily across it, diagonally. Temper by heating to a cherry red and plunging it into linseed oil. Old worn pivot files may be dressed over and made new by this process. At first thought, one would be led to regard them too slightly cut to work well, but not so. They dress a pivot more rapidly than any other file.

To Make a Diamond Mill.—Make a brass chuck or wheel, suitable for use on a foot lathe, with a flat, even surface or face about 1½ or 2 inches in diameter; than place a unmber of the coarsest pieces of your diamond dust on different parts of its face, and with smooth-faced steel hammer drive the pieces of dust all evenly into the brass to nearly or quite level with the surface. Your mill, thus prepared, is now used for making pallet jewels, or for grinding stone and glass of any kind. For polishing, use a bone or boxwood chuck or wheel, of similar form to your mill, and coat it lightly with the finest grade of your diamond dust and oil; with this, a beautiful polish may be given to the hardest stone.

Diamond Broaches.—Make your broaches of brass the size and shape you desire; then, having oiled them slightly, roll their points into fine diamond dust till entirely covered. Hold them then on the face of your anvil, and tap with a light hammer till the grains disappear from the brass. Great caution will be necessary in this operation. Do not tap heavy enough to flatten the broach. Very light blows are all that will be required; the grains will be driven in much sooner than one would imagine. Some roll the broach between two small pieces of steel to imbed the diamond dust. It is a very good way, but rather more wasteful of the dust. Broaches made in this way are made for dressing out jewels.

Drawing Temper.—The following method is said to be excellent for drawing the temper from delicate steel pieces without springing them: Place the articles from which you desire to draw the temper into a common iron clock key. Fill around it with brass or iron fillings, and then plug up the hole with a steel, iron or brass plug made to fit closely. Take the handle of the key with your pliers, and hold its pipe into the blaze of a lamp till nearly hot, then let it cool gradually. When sufficiently cold to handle, remove the plug, and you will find the article with its temper fully drawn, but in all other respects as it was before. You will understand the reason for having the article thus plugged up, while passing it through the heating and cooling process, when you know that springing always results from the action of changeable currents of atmosphere. The temper may be drawn from cylinders, staffs, pinions, or any other delicate pieces by this mode, with perfect safety.

Other Methods for Tempering Springs.—Having fitted the case according to your liking, temper it hard by heating and plunging into water. Next polish the small end so that you may be able to see when the color changes. Lay it on a piece of copper or brass plate, and hold it over your lamp, with the blaze directly under the largest part of your spring. Watch the polished part of the steel closely, and when you see it turn blue, remove the plate from the lamp, letting all cool gradually together. When cold enough to handle, polish the end of the spring again, place it on the plate, and hold it over the lamp as before. The third bluing of the polished end will



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TORONTO SAFE WORKS.

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Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

NOVELTIES! NOVELTIES!

JUST ARRIVED.

We have just received a very fine line of Novelties in

CHARMS,
LOCKETS AND
LACE PINS.

As these are the Very Newest Goods Out, we would ask the Trade to reserve their orders till ou traveller calls on them.

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SPECAIL NOTICE.

BETTER THAN EVER!

Always Ahead! Buy the Best!



SHEFFIELD STERLING SPOONS & FORKS,

The best unplated flat-ware ever manufactured.

GUARANTEED TO RESIST ACIDS, KEEP THEIR COLOR AND IMPROVE WITH USE.

Every dozen done up in guarantee wrapper. They are the best goods for Dealers to handle because

They are Elegant in Pattern, and Reliable in Quality, Easily sold by the Dealer,

AND GIVE SATISFACTION TO THE BUYER.

Don't be imposed on by imitations, or "Goods as good as Sheffield Sterling," but get the genuine article from the Co.'s Canadian Wholesale Agents

ZIMMERMAN, McNAUGHT & LOWE.

leave the spring in proper temper. Any steel article to which you desire to give a spring temper may be treated in the same way. Another process, said to be good, is to temper the spring as in the first instance, then put it into a small iron ladle, cover it with linseed oil, and hold over a lamp till the oil takes fire. Remove the ladle, but let the oil continue to burn until nearly all consumed, then blow out, re-cover with oil, and hold over the lamp as before. The third burning out of the oil will leave the spring in the right temper.

SCIENCE NOTES.

A ROYAL commission has been examining into the guilds of London to see if they are making proper use of their enormous funds. The guilds admit the possession of property yielding $3,750,000 per annum. The sum spent by the companies in dinners is said to amount to nearly $365,000 per anuum, the Goldsmiths' Company alone being reported to have spent $300,000 in that way within ten years.

A DECISION has been rendered by Judge Lowell in one of the United States Courts to the effect that coins with holes in them are in no wise fraudulent so long as they are full weight. Even pluggiug them with base metal does not impair their value provided no silver is lost. Coins with holes in them are nevertheless open to the suspicion that the silver has been puuched out. As it is inconvenient to weigh them, their withdrawal from circulatiou would be a good thing.

HE was a very nice and a very fresh young man, making his first trip for a Provideuce cheap jewelry house. He was on a steamboat going from St. Louis to New Orleans, and was decidedly under the influence of bad whiskey. He persisted in singing at the top of his voice, and it was the poorest kind of singing. After a brief pause he removed his hat and said: "Now I'm going to sing something sad." "Hadn't you as soon wait until we get to Vicksburg?" inquired a passeuger. "Wh—what f'r?" gasped the young mau. "Because, I've got a young mule on the lower deck, and if he gets an idea that he can sing as good as you, he'll never be worth a nickel to bray." There was no more singing.

A NEW YORK exchange relates the following incident which is said to have recently occurred iu a town not 100 miles from that city. An old farmer had just returued from town, and for the first time in his life possesses a watch, which he "bought in the Bowery, and the man sed it was a stunuer for time-keeping." Turning to his son, he says, "Come here, Jed, and see the inside of the thing. There, that thing," pointing to the regulator, "the man sed, made it go just as yer wauted it ter, but what do yer s'pose that F and S means on that piece that's marked off? Hauged if I cau make it out." "Let's see, dad," says Jed, "I'll bet I know; it's ter regerlate the thing, and tells yer when ter do it. F is for forenoon and S is for 'sarftnoon." The old farmer gazed at his son with admiration, and says, "There ma, didn't I allus tell you Jed was a born watchmaker?"

IN proportion to the number of inhabitants there are more diamonds bought and worn in Denver than in the east or in San Francisco. The people who buy diamonds do not do so from hoarding up scanty earnings. If they are not able to buy them easily they do without. Then again, very little shoddy jewelry is worn. People do not ape what they cannot afford; and when they can afford they must have only the best quality—solid gold and the purest gems. It is not an uncommon thing to see a lady in silk purchasing jewelry at one couuter, while at another is the cowboy in buckskin buying a diamond pin or a gold watch, or the lucky miner in California "duck" selecting a set of jewels for his temporary inamorata. Seme of the jewelry stores in Denver carry very large stocks of the finest goods made iu the market.

A CURIOUS set of silver, which once belouged to Charles Fletcher, the actor, is displayed for sale in the window of a Bowery jewel-r. It was bought by the present owner in a Philadelphia pawushop, where it had been left by an actress. The set consists of 135 pieces of solid silver, and originally cost $1,000. There are three dozen knives, iucluding dinner aud tea knives, fish knife, game knife and pie kuives; gravy ladles and soup ladles; three dozen forks, a dozen table spoous, a dozeu desert spoons, mustard spoon, sugar spoous, salt spoons, tea strainer and sugar spriukler. The set was made in Paris, and is contained in a handsome case. From the same pawnbroker two of Fechter's watches were bought, and a silver mug which was presented to Fletcher iu Boston. The latter was bought by William Warren, the actor, and first presented to Joseph Jefferson, the actor.

A DIAL-OGUE.

"Mr. S——will you please tell me what *time* it is?"

"I'll hand you my watch and you can see for yourself."

"The *movement* might be too much of an exertion for you."

"You might as well tell me that I am *too slow* for any use."

"Well I think you are rather a hard *case*."

"You are always *hunting* for some way to annoy me."

"You can't *point* out a single time."

"Well, you had better *stem* the tide of your abuse."

"You will never *wind* me up in that way."

"I never expect you to *stop* when you can say anything mean."

"Yes, I have the *face* to say most anything."

"I wonder what you will *spring* on me next."

"If you wait a *second* you'll see."

"Your *main* object in life seems to be to make people uncomfortable."

"You think you have found the *key*-note to my character."

"I have a whole *chain* of evidence to prove it."

"Still my society seems to have a *charm* for you."

"O, yes; I think you're a *jewel*."

"The fact is *patent* to all."

"Maybe you are the *lever* that moves the world."

"No, but I am the *pivot* on which it turns."

"One would never think you could *regulate* the universe."

"Well, its clear as *crystal* that I am only wasting precious *hours* chinning you. Ta, ta."

THE WATCHMAKER

And Metal Worker

Is the official Journal of the

Watchmakers and Jewellers,

of the North west,

CONTAINING 56 PAGES OF

Illustrations and Reading Matter.

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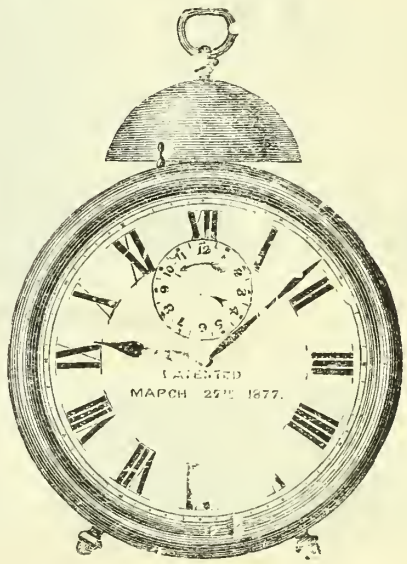
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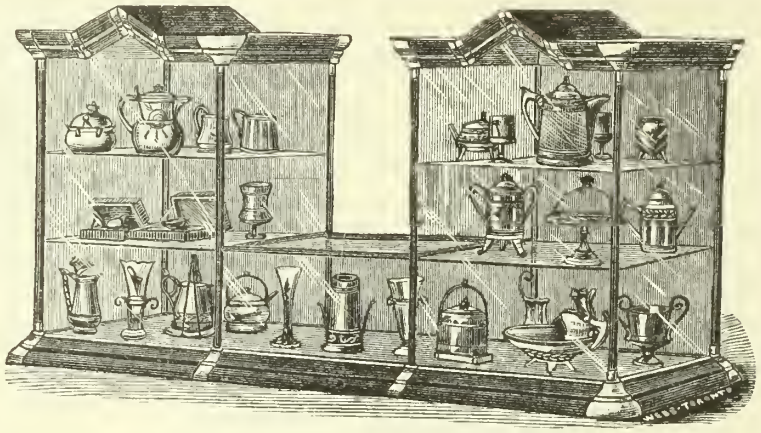
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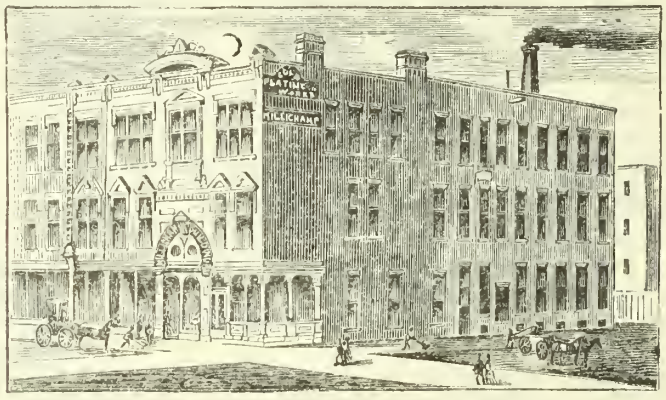
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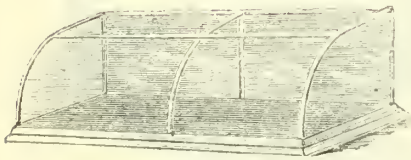
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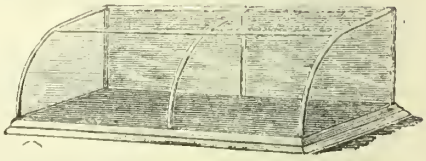
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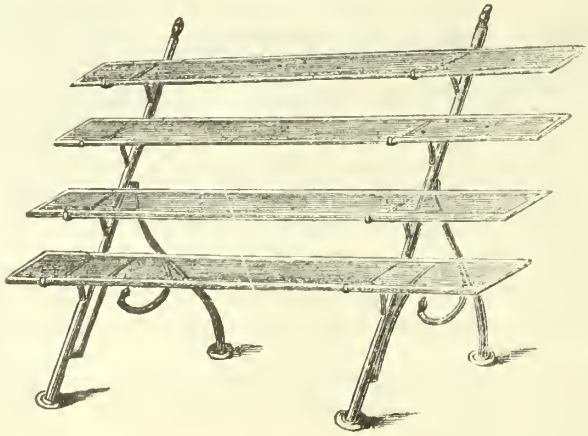
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To ensure insertion, changes or new advertisements must be sent to the office not later than the 27th of each month.

Editorial.

THE COMPLIMENTS OF THE SEASON.

The present is the season of congratulations and good wishes, and for the fourth time we have pleasure in availing ourselves of the opportunity of saying a few kind words to each of our readers. Looking back on the year that has just passed away, we think most of our friends will agree with us that, as a people, Canadians have very much to be thankful for. Our country has enjoyed the blessings of peace and prosperity within its borders, our fields have furnished an abundant harvest to the husbandmen, prices for most kinds of produce are high enough to amply repay the grower for his toil; our manufacturing industries have greatly increased in number and in the quality and variety of their productions. Our great North-Western country has developed with an almost amazing rapidity, and the Trans-Continental railroad, which is to unite our scattered Provinces into one solid confederation, has been pushed ahead with a speed that has outstripped the anticipations of even the most sanguine.

In a word, our affairs are in a highly prosperous condition, and though there is and must always be exceptional cases, the great mass of our people are much better off than they were at this time last year. Of course all of us have had our trials and troubles, and no doubt many of us thought that perhaps we had more than our share; but, in spite of all that is past, we think most of us will look back to the year 1882 as one of the best and brightest in our lives. Life is not all saccharine matter, as some would have us believe, neither on the contrary is it all vinegar; but we think most of us will agree that the sweets are more plentiful than the bitter, and the memory of our many joys dwells with us longer than the recollection of our sorrows. It is well that this is so, for it would be ill for us if the paralyzing influences of sorrow failed to be chased away by the soothing influences of our more cheerful surroundings.

This being the case we think that most of our readers as they look back on the year that has just passed, will, taking it all together, regard it as a good year and a bright one. May the new year on which we are about to enter prove equally fruitful to us of prosperity and happiness. And now in this season of mirth and good-fellowship, although we cannot shake them all by the hand, we desire to wish our readers one and all a Happy New Year, and to say like little Tiny Tim, "God bless us every one."

TORONTO AS A TRADE CENTRE.

We have frequently felt called upon to draw the attention of our readers to the wonderful growth of Toronto as a commercial city, and have pointed out the fact that its geographical position and unrivalled facilities for communication with the richest provinces of Canada, are bound to make it in the near future one of the most important trade centres on this continent. Containing as it does with its suburbs, a population of nearly one hundred thousand inhabitants, its purely local trade is in itself no small item, but when to this is added the large and ever growing wholesale trade that this city now possesses, it will easily be seen that its residents may safely congratulate themselves on being "citizens of no mean city." It is now an almost admitted fact that Toronto now controls the wholesale trade of Ontario, at present the richest province of our great Dominion. In addition to this she is making a strong bid for a goodly share of the immense trade that must shortly spring up in the fertile prairie lands of our wonderful Western Provinces. As these fertile belts consist mostly of agricultural lands, and must of necessity be peopled mainly by immigration, it can be easily seen that for many years to come it will be almost an impossibility for manufacturing centres to spring up in a country where wages and living of all kinds are as high as they must necessarily be there. This being the case, these western agricultural provinces will have to look to the populous Eastern Provinces for the manufactured goods that they will for many years be compelled to buy with the product of their farms. This trade, which must shortly grow to gigantic proportions, will have three strong competitors: Montreal, Toronto and Winnipeg, three cities that are bound ere another decade to rank among the commercial centres of the world. In this race for commercial supremacy, Montreal has a slight advantage from its proximity to the seaboard, but against this, Toronto has the command of the trade of the magnificent Province of which it is the capital, and its advantage in distance to the prairie provinces. Winnipeg, although having many drawbacks, has one great advantage, it is like the man in possession, on the field and always ready to do the business. So far as present appearances go then the chances of those three cities for the possession of this market seem almost equal, and we very much doubt if any one of them will ever get much more than its legitimate share of the immense trade that must very soon spring up in that wonderful western country.

Any one looking at the Toronto of to-day and the Toronto of twenty, or even ten years ago, can hardly fail to be struck by the great strides it has been making. Its buildings are larger, costlier and of greater architectural beauty, its streets are better drained, better paved and better lighted, its public buildings are worthy of the province they represent, and its private residences vie with those of any city on this continent, and worthy of the city "whose merchants are princes and whose traffickers are the honourable men of the earth."

As a manufacturing centre, Toronto, although at present probably the second city in the Dominion, bids fair ere long to lead the van in this department of Canadian enterprize. In every quarter of the city, tall chimneys may be seen belching forth the smoke and smut, that

although disagreeable to residents, is a sure indication that within those mammoth factories are toiling thousands whose labours are ever tending to enrich the city. We think we are safe in saying that Toronto is progressing more rapidly as a manufacturing than even as a commercial centre, and it is the side by side growth of these two interests that we think must ultimately place it in the van of all Canadian cities.

The Globe, a few days ago, in the course of a very interesting article upon the commercial growth of Toronto, has the following table shewing in concise form the estimated total volume of trade or amount of sales in the various branches for the year, 1882. The figures will be found approximately correct :—

Dry Goods	$12,000,000
Groceries	8,000,000
Hardware	3,600,000
Boots and Shoes	2,000,000
Leather	2,000,000
Millinery	2,000,000
Hats, Caps and Furs	1,000,000
Clothing	1,200,000
Fancy Goods & Fey Dry Gds.	2,000,000
Jewelry	1,000,000
Stationery	2,100,000
Paints, Drugs and Oils	2,300,000
Crockery and Glassware	800,000
Total trade for 1882,	$40,000,000

It will be seen by the above figures that the wholesale trade of Toronto at first hands, irrespective of produce, will for the present year, 1882, total $40,000,000, as compared with $35,600,000 in 1881, and $31,000,000 in 1880, or an increase in two years of $9,000,000. The 150 houses give employment to about 4,000 persons.

The value of the imports for the first three-quarters of the calendar year amounts to $15,132,426. A low estimate will place that for the current quarter at $3,600,000, making a total import value for 1882 of $18,732,426, as compared with $13,500,461 for 1880, and $17,565,890 for 1881. The value of imports in 1876 was $12,637,239."

"WE CAN'T CHECK MANITOBA."

"That the road shall be allowed full play from twenty years from now, and only ten years after construction, and that it should be protected from the chance of being robbed of all the profits, robbed of all the gain, the legitimate gain which the company expects to get from this enterprise, and the employment of their capital. This was done only to protect them for the first ten years of their infant traffic. We know perfectly well it will take many years before that country is filled up with a large population, and the first ten years will be most unprofitable ; we know perfectly well that it will require all the exertion, all the skill, and all the management of the Company to make the eastern and western sections of this road fully compensate them, and fairly compensate them for their responsibility and for their expenditure during these two years. In order to give them a chance we have provided that the Dominion Parliament—*mind you, the Dominion Parliament ; we cannot check Ontario ; we cannot check Manitoba*—shall for the first ten years after the construction of the road give their own road, into which they are putting so much money and so much land, a fair chance of existence." *Extract from Sir John Macdonald's speech in Parliament on the Pacific Railway Charter.*

The Local election in Manitoba which comes on now in a few days, is being fought out entirely on the question, "shall we have railroad competition, or shall we be left to the tender mercies of the Canada Pacific Railway for the next twenty years as proposed by that corporation." This issue, as every one knows, has been brought about by the disallowance by the Dominion Government of the charter of the Manitoba & South-eastern Railway charter, lately passed by the Local legislation of Manitoba. This road, which, as every one knows, was intended as an opponent to the Canada Pacific, by enabling the Grand Trunk and American railroads to gain admittance into Manitoba and the North-west Territory, would have been a great boom to the people of those western Provinces, because, as soon as it was completed, the exorbitant rates charged by the St. Paul & Manitoba, and the Canada Pacific Railway, which are really owned and run by the same company, would have to be lowered to something like reasonable rates.

This monopoly, the Pacific Railway Company of course will seek to preserve at all hazards, and it seems that in spite of the explicit declaration of Sir John Macdonald, as quoted above, that the Dominion Government is bound to stand by their railway friends and see them through. Whether this be a wise policy, or whether they cannot help themselves it is hard to say, but the result as far as Canada is concerned is not hard to determine. It is only a matter of time when public sentiment on this question of railway competition for the North-west will force the government to concede to the people of Manitoba, what they ask and grant them the inalienable right that every people have of self government. As a matter of fact, this disallowance of the Manitoba & South-western Railway is a matter that the Dominion Government has no connection with whatever, and belongs purely to the Province passing it. It is therefore a question for the people of Manitoba to decide, shall we have the right, the same self-government as is accorded the people of the other Provinces, or shall we suffer the Dominion Government to trample upon our rights as they seem inclined to do?

We shall be more than suprised if the verdict is not against monopoly, and in favor of free railway communication with the rest of Canada. If this is the case the fight will then be transferred from Manitoba to Ottawa, and we shall have the Federal Government at loggerheads with both Manitoba and Ontario. The question of Dominion interference with Provincial rights is getting to be a very important one, and it seems not improbable that if it is not exercised very discreetly and sparingly that we shall have trouble before our people will submit to it.

So far as Manitoba is concerned, we think that that Province is in common fair play entitled to railway competition, just as much as is Ontario or Quebec, and we all know that if the Intercolonial were handed over to a company and Canadian traffic over American railways to the seaboard interdicted, a rebellion would very soon follow.

Whatever be the result, we trust it will be brought about in a peaceable manner, and that by convincing the eastern Provinces that they are in all justice entitled to this demand, they may secure this much desired and needed competition. If they fail in their attempt, they will be entitled to the sympathy of the rest of the Dominion. While the speedy construction of the Canada Pacific Railway is a great national necessity if we are to have prolonged prosperity, the shutting off from it of all honest competition, while enriching its owners at the public expense, will act as a clog on

colonization and all kinds of merchantile pursuits.

We are of the opinion, that in the original contract with the Canada Pacific this monopoly clause was never intended to apply to Manitoba, and that when the Dominion Government find that the people of that Province won't stand it, they will find some plausable way of getting around it, and giving the company something else in its place. In our opinion, the sooner this takes place the better for Canada, and our prospects in the North-west. "We can't check Manitoba," neither should we try.

Selected Matter.

A SIMPLE BAROMETER.

A correspondent of *The English Mechanic* thus describes a simple barometer: Take a glass tube about 7 in. long, and about $\frac{2}{3}$ in. internal diameter, and draw out one end before the blowpipe to a point, leaving a very small orifice, about $\frac{1}{100}$ to $\frac{1}{60}$ of an inch diameter. This end of the tube should not be quite sharp, but somewhat rounded. A cork is prepared to fit tightly the wide end of the tube, and if the cork is made of cork, its sides and upper ends should be greased or coated with parafine, the lower end being left uncoated. A rubber cork would answer better. The tube should now be about half filled with distilled water, although the exact height is of no consequence, and the cork firmly inserted. The tube should be suspended with the point downward near the window, and it should never be shaken. When the barometric pressure is low, indicating rain, a drop of water will appear at the orifice, and hang to the lower end of the tube. When the barometric pressure rises, the drop will disappear, and a bubble of air may sometimes be seen in the act of entering by the narrow opening. If more than one drop is extruded, of course they will fall, but one drop will always remain suspended.

I have had a tube of this description hanging in my laboratory, says the writer, for two years, and I find its indications for rain and dry weather most unerring. The only error arises from extremely sudden rise of temperature, which will sometimes force a drop of water out by expansion, although the barometric pressure is high; but in that case the drop soon dries up; in the other case it hangs persistently, and will in many instances indicate the approach of rain thirty hours before the appearance of the storm. Before rain the drop does not dry up, because then the atmosphere is saturated with moisture. The sensitiveness of this weather-glass depends upon the difference of tension between the surrounding atmosphere, and the air within the tube, the latter expanding or contracting according as the barometric pressure is low or high.

ATTRACTIVE STORES AND KEEPING TRADE.

The first requisite, though by no means the only one to render a store attractive, is to have a good supply of daylight. It is impossible to show goods to an advantage in a dark, dingy place, even were it possible at all times to ascertain if the proper measure of weight is given, or the labels on shelf goods properly deciphered. Nothing will go further, apart from polite and ready attention, to draw new customers, or keep old ones, than a well-lighted, orderly kept store. It is not absolutely necessary that the front windows should contain simply one or two large panes of glass, but they should certainly be as large as possible, irrespective of the number of panes, so as not only to give good and sufficient light, but that articles may be displayed in them to good account. The store fixtures need not be of an expensive nature, but should be of a suitable kind; and the shelves ought to conform in size to the class of goods they are meant to hold. The door, the outside of the counter, and the edges of the shelves should be painted in a uniform, bright, but not gaudy, color.

Windows ought to be kept thoroughly clean at all times, tastily dressed, and the articles displayed therein changed at least once a week, if not oftener, if convenience will allow. If the front of the store is made use of to show certain classes of goods, nothing but the very best should be permitted to appear, and great care should be taken in their arrangement, as many people naturally look upon this as an index to the interior. Every kind of goods should have a special place allotted to keep them, so that they can always be found there when wanted. When serving customers with goods do not, on any account, allow the remainder of those shown if any, to crowd the counter, but return them immediately thereafter to the drawers or shelves from which they were taken. This practice, if strictly adhered to, will not only prevent confusion, but the occurrence of any unpleasant circumstance. In the evenings the windows and inside of the store should be illuminated as bright as possible. To do otherwise, for sake of economy, is, to say at least parsimonious, and it would be far less damaging to the business to close the store door at an early hour than to keep it open, but dimly lighted.

Stock should never be allowed to run low, especially in staple goods: for, should you happen to run out of a particular kind, the chances are ten to one that that article will be the very one most often and first called for. This may probably result in some good customers finding their way to your neighbor's store, where, if they get their wants supplied on the first visit, they may forget to find their way back.—New York *Review*.

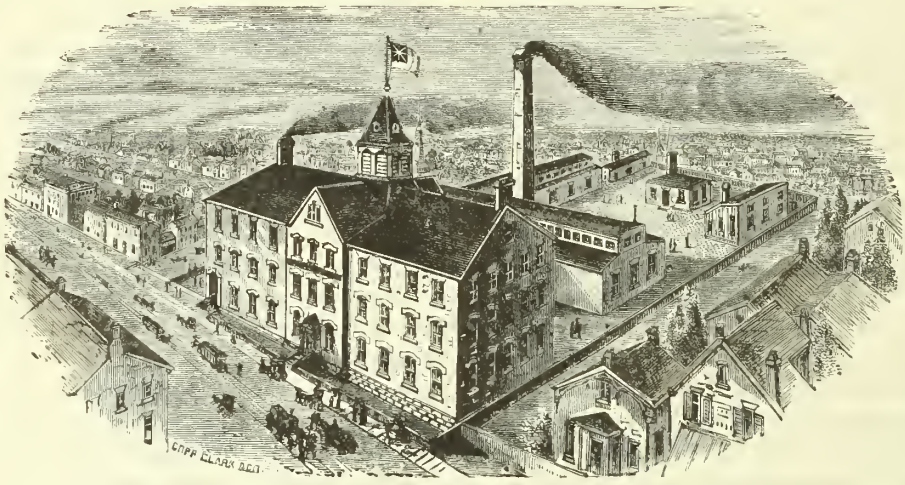
BANKRUPTCY LAWS.

Few subjects have been found so difficult of legislative settlement as that of the administration of insolvent estates. This has been the experience not only of England, United States and Canada, but of all civilized countries. What has increased this difficulty has been that nearly all the laws enacted on the subject have had a double object. They aimed at the equitable distribution of the debtor's assets, and at the same time made provision in one form or other for his discharge from his liabilities. There is evidently no absolutely necessary connection between these two matters, and it is believed that a very great deal of the difficulty experienced in the practical working of such laws is due to their being coupled together.

In the United States the General Bankruptcy law was repealed some years ago, and since that time there has been no law for the discharge of bankrupt traders from their debts. As to the administration of their estates each State has been left to enact its own law. The result is the greatest diversity in the rules of law existing in the different States. The evils of this condition of things have long been a

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ground of complaint on the part of the mercantile community. Especially with reference to the debts constituting preferential claims in the the different States, have complaints been frequent and loud.

Several times since the repeal of the general law, attempts have been made to have a new one enacted, but so far without success. During the present session the attempt has been renewed, no less than three bills having been introduced upon the subject. Whether they will result in a new law remains to be seen. Certain it is that before long the demand for a general enactment securing uniformity of administration throughout the whole Union will have to be met.

In Canada we have for two or three years been without any general bankrupt law, and in this Province, without any law whatever for the distribution of the estates of insolvent debtors whether traders or otherwise. Mr. Beaty, the member for West Toronto, has brought a bill into the House of Commons to provide for the distribution of insolvent estates. He does not, however, propose to grant the insolvent a discharge. There was some opposition to the first reading of the bill, but its introduction was finally allowed. The present state of the Canadian law is very discreditable, and some such measure as Mr. Beaty proposes is necessary to put an end to the existing confusion. It is doubtful, however, whether the bill will pass this Session.

Under the present state of things there is no provision for ratable distribution of assets in this Province, except in the single case of absconding debtors. The law, so far as they are concerned, is in so imperfect a state that it is seldom indeed that anything at all is realized for creditors after payment of expenses. The late Insolvent Act was no doubt open to some objections on the score of expense, but it was cheapness itself compared to the present process for the liquidation of such estates. This is well exemplified in an estate now being wound up by the Sheriff of York County. In the case in point some fifteen attachments have been issued, and, according to the requirements of the law, each of these fifteen creditors has taken all the necessary steps in a suit down to judgment, and the courts have taxed some six hundred dollars, or about one-half the total amount realized by the sale of the assets by the sheriff, as solicitors' fees in recovering such judgments. In other words, it costs that sum to prove fifteen claims about the correctness of which there is no dispute. Under the Insolvent act it would have cost only one dollar for each claim or one-fortieth of the present expense. In addition to this, sheriff's and bailiffs' charges have to be paid. The fraction which the unfortunate creditors will receive will be infinitesimal indeed.—"*Monetary Times.*"

CELEBRATED HOROLOGISTS.

ADOLPH LANGE, OF GLASSHUTTE.

Incited by the flourishing of the organization of the watch industry among a mountain population like that of the Jura, Switzerland, and the Black Forest, whose inhabitants had formerly lived in woe and misery, and by their new vocation were raising themselves to a comparative state of prosperity, the governments of Prussia and Saxony contemplated making a similar trial with the poor population of the mountainous districts of Silesia and the Laustitz. These districts were exclusively inhabited by the poorest weavers, among whom the well-named "weaver's misery" was at home, and appeared to be indestructible; sometimes, as in the years of forty, their need and misery became so great that they cried aloud for succor, that they implored heaven-born charity of kindly-disposed fellow men in more blessed situations in life, for mercy and alleviation of their over-great misery.

At that time, in 1845, a man submitted a definite plan to the Saxonian government, specifying in what manner the foundation of such a watch industry for the suppression of woe and starvation in the "Erz Gebirge," might be conducted to a successful issue. As stated, the idea had been favorably entertained before by the Governments, but the right man was wanting for the undertaking. He must not alone be a good watchmaker, but also he endowed with the talent of teacher and organizer; he must understand how to deal with a people like that of these districts, which, by prolonged misery and woe, had become distrustful, bodily enfeebled, mentally withered, and dull of apprehension; he must understand how to infuse new hopes, confidence and activity.

Such a man had apparently offered himself, and everything promised that he would discharge these onerous functions. His name was Adolph Lange, born in Dresden in 1815, the son of a gunsmith. His childhood had been unhappy, owing to the unfriendly relations of his paternal home; poverty had limited the field of his education, and when he entered his instructor's shop, only then the talents with which nature had gifted him, began to develop. The boy quickly collected his capacities; he saw a destiny before himself, and retained it in his eye. Applied mechanics contains a subtle, occult spirit that causes many a man to devote himself to its study, in order to lure him into phantasmagorial longing, to waste himself in infruitious nothings. Not so with Lange; he was practical; his nature demanded definite metes and bounds—it required the practical fruits of mental exertions. He suppressed the proclivities of visionary phantasy, and steeled his inclinations while learning—not alone his occupation of watchmaker, but also those sciences by the aid of which he might befit himself for higher performances.

He went to Paris, after serving his time. It is unnecessary to follow him step by step, since it is less our purpose to write an everyday biography, than to show what a man *can* do. After acquiring all the branches of higher horology—chronometry, astronomical clocks, etc.—he returned to Dresden, and married his former instructor's daughter. He soon became famed as one of the first watchmakers of the day, and obtained orders far and near.

Such was the man who had proposed himself to the Governments for the undertaking. Most honourably had he shown his capacity, and his character, his life, his energy, offered safe guarantees that he would be the man for conducting the undertaking to a successful issue, and breathe the breath of life into the plan. He proposed to manufacture only good watches, and the very first step would be a horological school, in which to educate the suitable forces that should furnish the first skilled heads and hands.

Assisted by the Government, Lange erected this school at Glasshutte, until then, one of the most impoverished towns in the Saxonian Erz Gebirge, to-

WATCHES.

Just received, a large shipment Silver Swiss Watches, Ladies and Gents Key and Stem Winders; also a fine line of Ladies 10 kt. and 14 kt. Watches. Best value in the market.

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wards the end of the year 1845. He himself became its teacher. But it was not so easy to find a few smart, intelligent boys in the place that were willing to become his pupils, or whose parents were willing to acquiesce. They deemed that beside weaving and straw plaiting, such as had been pursued since ages bygone, nothing could be remunerative. With incredulity they listened to the representation of the, to them, stranger, who endeavored to explain to them the future prospects of such an industry in their remote valley. Ignorance is enemical to all innovation; accustomed misery resists every endeavor to alleviate it.

Finally, Lange succeeded in collecting a few dozen of sickly and weakly boys in a small house, in which he had established his school and shop. They had to learn the making of the parts of a watch movement from A to Z, to put them together, and to regulate the ready movement. Much patience was necessary, but Lange possessed it, and not all the many difficulties could cool his ardor, with which he had gone to work and pursued his plan. It did not require years before the first watches were sent from Glasshutte, of excellent, fine workmanship, constructed according to the latest scientific principles, and, above all, manufactured by those ignorant, sickly boys, his first pupils. It may rightfully be said that they became the fathers of the watch manufacture of Glasshutte—men who gradually convalesced both in body and soul, who acquired self-knowledge, executed their work with ambition, and were enabled to support their wives and children with honor, while several established in business for themselves.

But the beneficent influence of the humane watchmaker from Dresden, in years, became more and more visible in the town and vicinity of the Saxonian Erz Gebirge. His first pupils became teachers for other children when the factory manufacture was undertaken. Lange procured machinery and perfected tools; he obtained both the best and most perfect for his workshops, and invented and constructed others himself. Five years after the establishment of the factory, a fly wheel turned the finest parts of the watch, its pivots, pinions, etc. He was the first to construct the depthing theoretically correct, simple, and without show of artifice. The good fame of these watches has maintained itself to this day. In 1879, there were 160 people in Glasshutte that lived from this industry, occupying journeymen and apprentices. Of course, the main business, on a far larger scale, has remained in the hands of Lange & Sons.

The man who produced all this work, was permitted to witness its growth and flourishings for thirty years. He died December 5, 1875, heartily mourned by the entire town. The Government of Saxony, which also watched his endeavor with pleasure, honored his memory by establishing the well-known horological school at the place, which had been the great desire of his life.

When we see the rapidity and correctness to-day, by aid of divided labor, to make a watch, the perfection of which once the deepest study and the most painstaking artistic skill were not able to produce, the thinking mind will at once perceive the extraordinary technical development, and the assistance human labor has received at the hand of science. The watch is also an indicator of the science of our times. Its perfections, as it were, shows the progress of work, and also expresses its increase in value. Time, once so cheap, has become of much value. And as the hands of the clock, indispensable to-day in every house, accomplish their course in a mysterious manner, thus also courses civilized humanity, from progress to progress, higher and higher, to the ideal which draws it onward, upward.—*Jewelers' Circular.*

THE PITT OR REGENT.

III

JOHN LAW AND THE FRENCH PURCHASE.

"Even after refuting the calumnies of his enemies, Pitt knew little rest until he was quit of his costly jewel. He was constantly haunted by a morbid fear of losing or being robbed of it, so that it was with great difficulty he could ever be induced to exhibit it even to his most intimate friends. The German traveller, Offenbach, when visiting England in 1712, anxious to see all the sights of the metropolis, made several vain attempts to get a view of the gem, which had already became famous throughout the west. While it remained in his possession the ex-Governor never slept two nights running under the same roof. He moved about capriciously or in disguise, and never gave previous notice of his arrival to, or departure from, town.

At last he was relieved of further anxiety by the negotiations, in consequence of which the Pitt became the Regent, passing from its English owner into the hands of the Duke of Orleans, Regent of France, in 1717. After being cut in the form of an almost faultless brilliant, a model of the diamond was taken, which is now in the British Museum, and on the silver frame is engraved the legend: 'This is the model of Gov. Pitt's diamond, weight 136½ karats; was sold to Louis XV., of France, A.D. 1717.' This model, or rather a duplicate without the frame, had been sent to Paris and submitted to the famous Scotch financier John Law, at that time at the height of his power in France. Law took the stone first to the Regent, and then to the Duc de Saint Simon, (Saint Simon, who seems to have known nothing of its early history, asserts it was stolen by a person employed in the Indian diamond fields, who brought it to Europe. After showing it to the King of England and several other English noblemen, he took it to Paris, where he submitted it to Law. Then followed the particulars of the negotiations with the French Regent, as stated in the text,) who gives a full account of the affair in his 'Memoirs.' Saint Simon agreed with Law that France ought to possess a gem which up to that time was incomparably the finest ever seen in Europe. Yielding to their combined efforts the Regent at last consented to purchase it for £135,000, (but on this point the authorities are at variance with each other. Board says the figure was 2,250,000f.; Jeffries, £125,000; others, £130,000,) including £5,000 for the negotiations, a euphinistic expression, which, translated into plain language, meant a bribe for Law. Money, however, was just then so scarce that the interest alone was paid on the amount, jewels being given as security for the principal until it was paid off. This price, great as it may appear to be, was even then as much below its real value, and in the inventory of the French crown jewels, drawn up in 1791, it is valued at 12,000,000f., or £480,000.

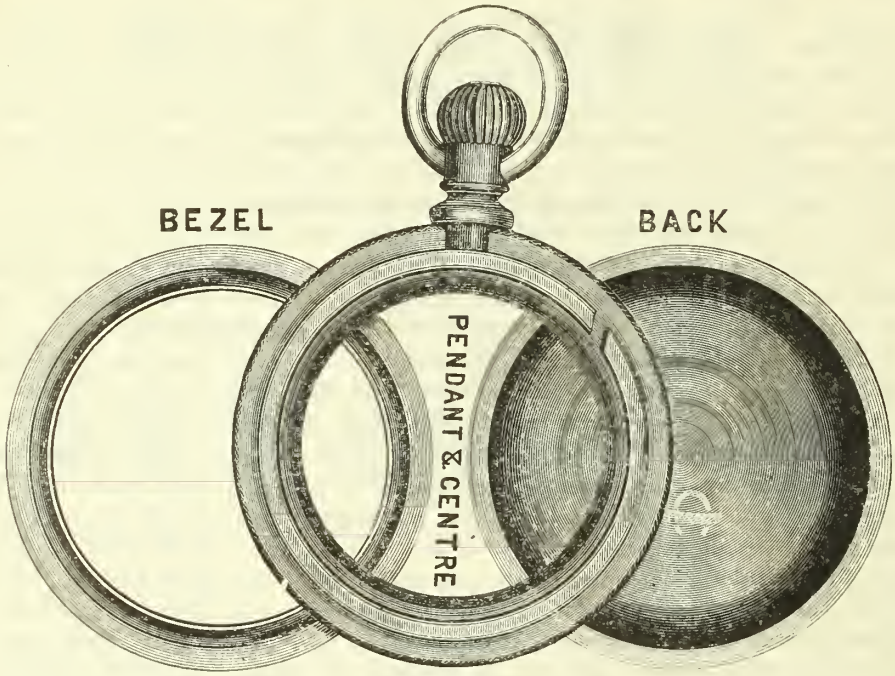
IV.

HELP IT GAVE NAPOLEON AFTER BRUMAIRE.

The year after the preparation of this inventory, which was made by a commission of the most experienced jewelers

THE BEST

THE "EXCELSIOR."



What we Claim in the "Excelsior" Patent Dust-proof Case:

1. The Strongest Case made.
2. The only Case made hard, and left hard.
3. No solder or heat to soften the gold or silver.
4. No parts that wear out.
5. No joints to break off.
6. The most perfect-fitting case made.

TRADE  MARK.

Instructions to open the "Excelsior" Patent Dust-proof Case.

☞ Press the Crown as in any ordinary case, turn bow to the right to open Bezel, and to the left to open back.

in Paris, the whole of the French Regalia disappeared, and with it the Pitt, now the Regent, which stood at the head of the list. The remarkable circumstances attending this famous robbery of the Garde-Meuble are thus related by M. Breton editor of the *Gazette des Tribuneaux:*

'The inventory of the crown diamonds, made in 1791, in virtue of a decree of the Constituent Assembly, had scarcely been completed in the month of August, 1792, at the time of the last public exhibition, which took place on the first Tuesday of every month. After the sanguinary events of Aug. 10 to Sept. 2, this rich treasury was naturally closed to the public, and the Paris Commune, as representing the State property, put its seals on the cabinets in which had been placed the crown, the sceptre, and other ornaments of the coronation service. The golden bequeathed by Cardinal Richelieu to Louis VIII., with all the accomanying diamonds and rubies, and the famous golden vase, weighing 106 marks, besides a vast quantity of other vases in agate, amethyst, and rock crystal. On the morning of Sept. 17, Sergent and the two other Commissioners of the Commune perceived that during the night robbers had made their way in by scaling the colonnade from the side of the Place Louis XV., and through a window looking in that direction, having thus got access to the vast halls of the Garde-Meuble, they had broken the seals without forcing the locks, carried off the priceless treasures contained in the cabinets, and disappeared without leaving any other traces of their presence. Several persons were arrested, but released after a protracted inquiry. An anonymous letter, addressed to the Commune, stated that some of the objects were in a ditch in the Allee des Veuves, Champs Elysees. Sergent at once proceeded with his colleagues to the spot, which had been very carefully indicated. Here he found among other things, the famous Regent diamond and the no less famous agate-onyx cup, known by the name of the Abbe Suger's Chalice, which was afterwads placed in the cabinet of antiques in the National Library.

'Notwithstanding the investigations made at the time and subsequently, it remained uncertian whether this robbery had a political object, or whether it was simply the act of ordinary criminals, undertaken at a time when the guardians of the public security were in a state of complete disorganization. Some said that the proceeds of these treasures were intended to maintain the army of the emigrants. Others, on the contrary, pretended that Pethion and Manual had used them to obtain the evacuation of Champagne by giving up the whole to the King of Prussia. Some even went so far as to assert that the keepers themselves had broken open the cabinets, and Sergent, of whom we have above spoken, was nick-named Agate in consequence of the mysterious way in which he had found the agate-onyx cup. But none of these more or less absurd surmises ever received any judical confirmation.

Nevertheless, there was one circumstance of which I was witness, jointly with the others present at the sitting of the special criminal court of Paris, when Bourgeois and others, accused of having forged notes on the Bank of France, were put upon their trial in 1804. One of the accused, who had assumed the name of Baba, had at first denied all the charges brought against him, but during the proceedings he made a complete confession, and explained the ingenious devices employed by the forgers. "It is not the first time," he added "that my revelations have been useful to society, and if I am now condemned I will implore the Emperor's pardon. But for me Napoleon would never have mounted the throne; to me alone is due the success of the Marengo campaign. I was one of the robbers of the Garde-Meuble. I had assisted my associates to bury in the Allee des Veuves the Regent and the other easily recognized objects, by which they might have been betrayed. On the promise of a free pardon—a promise that was faithfully kept—I disclosed the hiding place. Here the Regent was recovered, and you are aware, gentlemen, that this magnificent diamond was pledged by the First Consul to the Dutch Government, in order to raise the money of which he stood in the greatest need after the eighteenth Brumaire.'

"The criminals were all condemned to the galleys except Bourgeois and Baba, who were sent to the prison of Bicetre, where they died. I do not know whether Baba made any further revelations beyond what I have reported, and which may also be read in the *Journal de Paris* of that date.'

"Since its recovery and redemption from the Dutch Government, the Regent seems to have remained in the French Treasury to the present time. The first Emperor is known to have worn it in the pommel of his sword, and Barbot tells us expressly that it was publicly shown among the crown jewelry at the Paris exhibition in 1855. Still, it is remarkable that this brilliant does not figure in the inventory of the State jewels drawn up by order of Napoleon in 1810, not apparently in any of the subsequent official reports on the crown jewels. This circumstance, however it is to be explained, had doubtless lent some coloring to the many conflicting statements regarding its subsequent vicissitudes. Kluge asserts that after its recovery in 1792 it was pledged, not to the Dutch Government, but to Treskow, a merchant in Berlin. He also refers to the highly improbable report that after the battle of Waterloo, where the Prussians found it in the Emperor's State carriage, it was carried off to the Prussian Treasury. If it really was taken to Berlin on that occasion, it was subsequently restored to the French Government, for Ersch and Gruber, writing in 1833, distinctly state that at that time it was 'the first diamond in the French Treasury.' Barbot also justly regards it as the most conspicuous gem in the now disused crown of France. This crown, which also contains eight other diamonds, weighing from 19 to 28 karats, is thus by far the richest in the world.

"The form of the Regent is somewhat round, an inch broad, $1\frac{1}{6}$ of an inch long, and $\frac{3}{4}$ of a inch thick. It was reduced in cutting from 410 to $136\frac{7}{8}$ karats, and has been estimated to be worth £480,000.

THE EUGENIE.

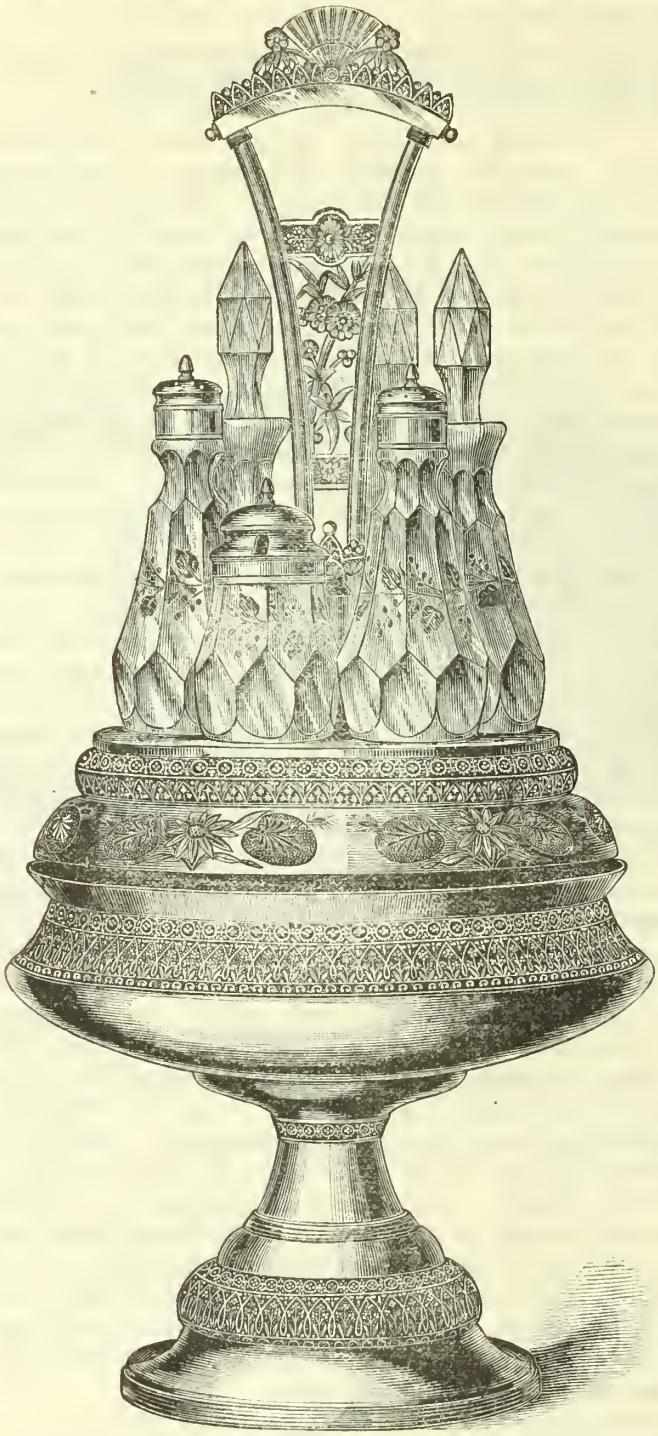
WORN IN A NECKLACE BY EUGENIE, IN A HAIRPIN BY CATHERINE.

"A perfect brilliant of 51 karats, of an oval shape, blunt at one end, and very beautifully cut, this diamond was set as the centre of a hair-pin belonging to the Empress Catherine II. of Russia. When Potemkin became her favorite, she made him a present of it as a proof of her esteem, and to reward him for the great services he had rendered to his country. This man unlike her other favorites, was

SIMPSON, HALL, MILLER & CO.,

MANUFACTURERS OF THE FINEST QUALITY OF

SILVER-PLATED, FLAT & HOLLOW WARE.



FACTORIES: WALLINGFORD, U. S. AND MONTREAL, CANADA.

INCLUDING THE WM. ROGERS'

SPOONS, ✣ FORKS, ✣ KNIVES, ✣ ETC.,

MADE IN EXTRA, DOUBLE, TRIPLE; ALSO IN SECTIONAL PLATE.

EXTRA PLATED UPON ALL POINTS MOST EXPOSED TO WEAR.

STAMPED "WM. ROGERS X12."

The Wm. Rogers' Goods sold by us are made under the supervision of Mr. Wm. Rogers, formerly of Hartford and West Meriden, son of the old original Wm. Rogers, who died in 1873. Please do *not* associate us with goods made in Hartford, Ct., with which we have no connection. We make all the goods we sell, and have our own especial patterns.

SIMPSON, HALL, MILLER & CO.

endowed with more than mere personal attractions. He had great natural abilities and presence of mind. Catherine bestowed upon Potemkin for his services, both military and diplomatic, the surname of Taurisschesky. [This name was taken from the Kersonesus Taurica, (Crimea,) which was added by Potemkin to the Russian Empire.] It was at this time he received from Catherine a magnificent palace called (conformably to this name) the Tauria, together with the diamond now known as the Eugenie. The Emperor Napoleon III., on the occasion of his wedding, bought this stone from a grand-niece of Potemkin, the Princess Colorado (who was, at the same time, the heiress of all the jewels belonging to the Russian Prince,) and gave it to his wife.

"The Empress of the French renamed the stone Eugenie, and it is from her majesty's own lips that we received our information. During the whole of her reign the Empress wore this gem as a centre stone of a diamond necklace, which, after the Franco-German war, was sold to the notorious Gaikwar of Baroda for a lac and a half of rupees, (£15,000.) This was the man who attempted to distroy the British Resident, Col. Phayre, by administering diamond powder to him, for which he was tried by a jury of three Englishmen and three natives. He was defended by Sergent Ballantyne. The judges could not agree, and the Gaikwar was discharged. He was, however, after the trial deposed for his misgovernment, and since then the Eugenie, together with many other large diamonds purchased by him, have disappeared. He is supposed to have hidden them away, in the hope of raising money on them for the purpose of an attempt to recover his possessions."

BUSINESS CHANGES FOR DECEMBER

W. J. Reid & Co., Wholesale Crockery and Plated Ware, dissolved, N. & W. J. Reid continue under the old style; C. F. Smith & Co., Belleville, Ont., Hardware, damaged by fire; W. A. Boughner, Ridgetown, Ont., Hardware, has sold out and trying to compromise; A. J. Winchell, Tilsonburg, Jeweler, assigned in trust; J. L. Levy, Toronto, Jeweler, giving up business; T. J. Carrol & Co., Hamilton, Ont., Jobbing Jewelers, stock seized by customs' authorities; Dale & Kemp, Beeton, Ont., Hardware, called a meeting of their creditors; T. W. Gibbs, Oshawa, Ont., Hardware, sheriff in possession; Whetter & Lawrie, Forest, Ont., Hardware, dissolved, and A Lawrie continues alone; Lee & Edsell, Bowmanville, Ont., Hardware, dissolved, Edsell continues alone.

BUSINESS NOTES.

Christmas Trade has generally been good this season, and most of our friends throughout the country report good sales and fair prices. As usual those who bought for cash on hand, had an inside track on their competitors.

The many friends of Mr. John Zimmerman throughout Canada, will regret to learn that he has been so ill for a month past as to be compelled to keep to his bed. We are glad to be able to say that he is now rapidly recovering from his illness, and his medical adviser expects that he will shortly be able to attend to his business as usual.

In our November issue, by some oversight of our printer of course, a strange error crept into the advertisement of Hagstoz & Thorpe, manufacturers of the Boss Case. It was there stated that 15,000 of their cases had been sold to the public, whereas it should have read 150,000—just one little 0 left out, but it made a difference of 135,000 in the number of cases sold by the Company. As a matter of fact, these Boss gold stiffened cases are a "big thing" not only to the manufacturers themselves but to the man that buys them; and those who have used them say that they are first-class value for the money. We think them without doubt the best stiffened gold case in the world, and the immense sales made by the manufacturers in this country and Great Britain, seems to indicate pretty conclusively that the general public think so also.

It seems that the Customs department are beginning to open their eyes to the fact that jewelry is extensively smuggled across the border, and in many places this is accomplished by regularly organized gangs got together for the purpose. The detectives have again succeeded in making a capture, this time at Sarnia, or rather Point Edward, the crossing point of the Grand Trunk Railway. About two weeks ago a well known American Doctor and an American Jeweler were caught by Customs detective, having in their possession over $1,000 of jewelry. The jewelry was confiscated and the culprits fined $200, and it is said that the end is not yet, but that other arrests are about to be made. We think some of these detectives might employ their time with equal profit further east, as it is a well known fact that large quantities of smuggled goods are constantly being offered in Toronto at prices which defy competition from any honest dealer. If the department won't reduce the duty they should at least see that it is collected from all.

Talking of Customs seizures, reminds us that it is only a few days ago since the Customs authorities seized the entire stock of a small jobbing jewelry firm in Hamilton, for smuggling goods, and as a consequence the firm has since suspended operations. Well we should say that if they could'nt do business honestly, the sooner they go by the board the better, and if the charge is fairly sustained, we trust that their creditors will allow no false delicacy to prevent them from putting the "*coup de grace*" to such a concern. "Honesty is the best policy" is an old adage and a true one, and if people will persistently run their heads into danger they must eventually expect to be caught. It is said that the detectives will after the examination of the firm's books make a good many seizures amongst the dealers who purchased from this firm. If so it will serve as a point to illustrate our remarks in last number in reference to the danger retail dealers run in buying from small and irresponsible houses with small capital but a big reputation for selling cheap.

The selection of some one standard meridian, so as to have the same minute and second simultaneously throughout the world, will become more inevitable as travel and communication increases. The clumsiness of the present system is evident when it is considered that in the United States alone there are seventy standards. The revolution will be gradual, but is sure to come sooner or later. On Thursday last, in the Section of Economical Science and Statistics, the President of the Section, Prof. E. B. Elliott, of Washington, read a paper on "International Standard Time," Mr. Sandford Fleming, C. E., in the chair. As to the selection of a standard meridian, he proposed Behring's Straits for two reasons—first, because the time differs but little from Greenwich, being but forty-four minutes faster than at the sub-meridian of Greenwich; and secondly, because the line for zero would be situated entirely in the water, and the inconvenience avoided of having it Monday to people living on one side and Tuesday to those on the other. As to numbering the meridian from the standard, twelve on the dial would mark midnight as well as noon, while on a 24 hour watch zero would mark midnight and twelve noon, the meridians moving as usual from west to east. According to this standard, dividing the 360° of the circumference of the earth by 24, the number of hours in a day meridian A 15° from zero would be first hour, meridian B 30° from zero the second hour, and so on. The American Congress has authorized the appointment of three commissioners to unite in an International Conference for the purpose of deciding on a common meridian.

WORKSHOP NOTES.

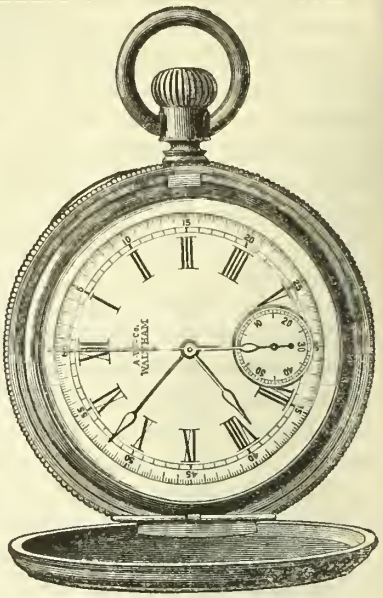
Silvering Copper and Brass.—Mix 3 parts of chloride of silver with 20 parts finely pulverized cream of tartar, and 15 parts culinary salt. Add water in sufficient quantity, and stir until the mixture forms a paste, with which cover the surface to be silvered by means of blotting paper. The surface is then rubbed with a rag and powdered lime, washed, and rubbed with a piece of soft cloth. The deposited film is extremely thin.

Lever Pallets.—The clear space between the pallets should correspond with the outside measure, on the points of three teeth of the scape wheel. The usual mode of measuring for new pallets is to set the wheel as close as possible to free itself when in motion. It can be arranged in the depthing tool, after which the measurement between the pivot holes of the two pieces, on the pillar plate, will show you exactly what is required.

Gold Dials.—In order to restore the color to a gold or gilt dial, dip it for a few seconds in the following mixture: Half an ounce of cyanide of potassium is dissolved in a quart of hot water, and two ounces of strong ammonia, mixed with half an ounce of spirits of wine, are



THE NEW WALTHAM WATCH CHRONOGRAPH.



The Best Watch now in the Market for General Use.

SOLD IN GOLD CASES ONLY

Fourteen and Eighteen Carat Fine. Quality Stamped and GUARANTEED by the Company.

This watch is of medium size, and made to indicate and register the fifth second.

By new inventions and the application of American Machinery, THE AMERICAN WATCH CO. has so simplified the manufacture of these Watches as to greatly reduce their cost, and they can now be obtained at prices which make them the MOST DESIRABLE time-piece for all classes of watch wearers.

FOR + SALE + BY + ALL + FIRST-CLASS + JEWELLERS

AMERICAN WATCH CO.,

ROBBINS & APPLETON, General Agents,

NEW YORK.

added to the solution. On removal from this bath, the dial is immediately immersed in warm water ; then brush with soap rinse, and dry in hot boxwood dust. Or it may be simply immersed in dilute nitric acid, but in this case any painted figures will be entirely destroyed.

Galvanic Gilding.—A correspondent inquires how to obtain a pure ground and color on articles gilt by galvanism, to which H. Bush, responds : The gold solution, effected by the nitromuriatic acid, after all the gold has dissolved in the glass retort, is poured into a porcelain evaporating dish,and evaporated above an alcohol or benzine flame ; to render the acid entirely harmless, however, a little distilled water is added to the residue, after completed evaporation, and the operation repeated. The residue is chloride of gold, which, together with a quantity of cyanide of potassium (about fourfold the weight of the gold employed), is dissolved in boiling water, and filtered after cooling ; the gilding fluid is ready.

Watch Cleaning.—A few watchmakers clean by what is called the chemical process, to remove discoloration from watch movements. It is as follows : Remove the screws and all steel parts, then dampen with a solution of oxalic acid and water. Let it remain a few minutes, after which immerse in a solution made of one pound cyanuret potassia to one gallon of rain-water. Let remain a few minutes, and then rinse well with clean water, after which you may dry in sawdust, or with a brush and prepared chalk, as it suits your convenience. It gives the work an excellent appearance.

Non-Corrosive Soldering Fluid.—A noncorrosive soldering fluid is prepared in the following manuer : Small pieces of zinc are immersed into muriatic acid to saturation, which can be known by the cessation of the ebullition ; the zinc, also, being added after this point remains undissolved ; add about one-third the volume of spirits of ammonia, and dilute with a like quantity of rain water. If the acid is gently heated at the time of adding the zinc, the dissolving will progress much more rapidly. This fluid causes no rust ou iron or steel, and is even excellent for tinning.

Hardening Pinions.—"Which is the best way to temper pinions and other steel parts?" I wish to inform the interrogator that I have used petroleum for several years with the most excellent results. The steel parts to be tempered are first heated upon charcoal, in the customary manner, then annointed with ordinary washing soap, heated cherry read, and quickly immersed in petroleum, without auticipating that the latter might ignite. Steel articles heated in this manner do not warp whatever, no matter how thin, and remain almost entirely white.—B. Morjossy, *Deutsche Uhrm. Ztg.*

Tempering Case Springs.—Draw the temper from the spring, and fit it properly in its place in the watch ; then take it out and temper it hard in rain-water, (the addition of a little table salt to the water will be an improvement); after which place it in a small sheet iron ladle or cup, and barely cover it with linseed oil, then hold the ladle over a lighted lamp until the oil ignites ; let it burn until the oil is nearly, not quite, consumed ; then re-cover with oil, and burn as before ; and so a third time, at the end of which plunge it again into water. Main and balance springs may in like manner be tempered by the same process; first draw the temper, and properly coil and clamp to keep it in position, and then proceed the same as with case springs.

To Prepare Chalk.—Pulverize your chalk thoroughly, and then mix it with clean rain water in the proportion of two pounds to the gallon. Stir well, and then let it stand about two minutes. In this time the gritty mattor will have settled to the bottom. Pour the water into another vessel slowly, so as not to stir up the settlings. Let stand until entirely settled, and then pour off as before. The settlings in the second vessel will be the prepared chalk, ready for use as soon as dried. Spanish whiting, treated in the same way, makes a very good cleaning or polishing powder. Some operatives and a little crocus, and we think it an improvement ; it gives the powder a nice color at least, and therefore adds to its importance in the eyes of the uninitiated.

In order to obtain a clear ground and color of the gilding, cleanliness in the process of preparing the fluid, as well as of the article to be operated upon, is unconditionally necessary ; the zinc strip, also, must be kept very clean. The mat ground of the gilding is changed into a lustrous one by scratch-brushing the article after removing it from the bath, with a brush consisting of brass or German silver wire, or glass fibers, using beer. The article is next rinsed in warm water, and dried in sawdust.

Another one answers to be same question : After having evaporated the dissolved gold to a proper consistency, add the point of a knife full of bicarbonate of soda, and a clear and handsome gilding will be obtained.

The employment of essences in cleaning watches is rapidly growing in favor among watchmakers. They are to be obtained at many of the material dealers, together with full instructions in regard to their use. The objects are left in the solution for a few minutes, in order to allow all adhering matter to dissolve ; but they must not remain too long,as certain quatities of benzine, etc., are apt to leave stains. Dry the pieces on removing them, and finish by passing over a fine brush that has been charged with chalk, and subsequently rubbed on a hard crust of burnt bone. This will produce a brilliant surface on either gilding or polishing brass. The following composition, the ingredients of which can be obtained at any drug store, has been strongly recommended : 90 parts by weight of refined petroleum, and 25 parts by weight of sulphuric ether. The objects are immersed for several minutes ; indeed, they may remain for a much longer period without danger, and on removal from the bath are found to be clean and bright. It must not be forgotten that many of these essences are liable to ignite with the mere proximity of a lamp.

—We give a few condensed rules to be remembered by the workman when regulating a watch to positions commensurate to its motion, or the experience or estimation of the workman :

1. Make the balance pivots flatter or rounder.

2. Let the balance jewel holes have only the necessary thickness of the hole.

3. Make the balance pivots weaker, according to circumstances, and insert new and smaller jewel holes in the place of the old ones.

4. Centre the balance spring truly, or, according to circumstances, fasten and lay it thus that by the handing of the watch, the spring operates in such a manner upon the balance as to raise it, whereby the friction within the jewel holes is lessened.

5. Change the balance spring with another one of the same strength, but with more or less coils.

6. Change the fastening point of both, so that the balance spring is lengthened or shortened, and the points of fastening stand at a different angle to each coil.

7. In a watch with Bréguet spring, make the outer curve longer or shorter.

8. Put in another balance of a larger or smaller diameter or weight.

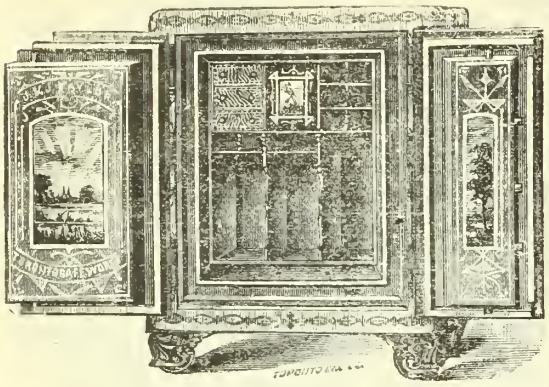
9. In a cylinder watch, give the balance a point of gravity.

Keep these rules uppermost in your mind, when engaged in regulating, and always remember at the same time that the operation offers many difficulties, only to be conquered by a prolonged experience, observation, and a careful study.

SCIENCE NOTES.

Dainty Jewel Work—They used to do some very dainty work in olden times in the way of jewelry, if one can take the historian's word for it. In Elizabethian times one Mark Scaliot constructed a lock of eleven pieces of iron, steel and brass, and a chain of forty-three golden links was attached to the same, and this being placed around a flea's neck, lock and chain and flea weighed only a grain and a half of gold. Surely such a miracle of skill was worth preserving for posterity. Oswald Nothingerus once turned 1,600 dishes of ivory which all went into a peppercorn, if, indeed, we may believe contemporary writers. They were shown to Pope Paul V., who counted and verified them himself, by the aid of a magnifying glass. Father Ferrarius, a Jesuit, would not be outdone, and he made twenty-five wooden cannons, which went into the same compass.

Remarkable Discovery.—A remarkable discovery, the result of which may be of importance, has been made by Mr. Spring. In 1850, Faraday discovered that two pieces of ice, strongly pressed together, very quickly adhered and formed a homogenous mass, although he considered this property as a peculiarity simply belonging to ice, and his theory is still explained thus in mathematical and philosophical classes. But Mr. Spring has found out recently that the most diverse bodies behave in a similar manner, when submitted to the same process. He took fine powders and submitted them, in a steel mould, to pressures varying from 2,000 to 7,000 atmospheres; under these conditions, the iron filing was transformed into a solid block, not showing the least traces of granular structure when examined by the microscope. At 5,000 atmospheres, lead became fluid, and zinc gave blocks of a crystalline structure. This discovery may perhaps be used for molding metal without reducing it to fusion.



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TRADE 

MARK.

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THE BEST GOLD-STIFFENED CASE MANUFACTURED, BOTH IN KEY & STEM-WINDERS.

THE wife of the great French naturalist, M. Geoffroy Ste. Hilaire, once lost a handsome diamond necklace, and the house was in an uproar in consequence of the vanished bauble. Incidentally the naturalist mentioned that a favorite baboon, which he kept upstairs, had been playing for some days past with a necklace precisely similar to the one described. He was indignantly asked why he had not taken the necklace from the animal. "I thought that it belonged to him," calmly made answer M. Geoffroy Ste. Hilaire. The naturalist had lived so long with animals, he had become so thoroughly absorbed in their habits and idiosyncracies, that he could see no kind of incongruity in a monkey possessing a diamond necklace. Thus Fransham, the Norwich polytheist, when somebody left him a legacy of £25, proposed to buy a pony with the money. It was notorious that he could not ride, and he was asked what he wanted a horse for. "To walk about with and talk to," was his reply.

THERE are in use between Albany and New York thirteen electric clocks, two of the number being placed in the waiting rooms, and one in the dispatcher's office at the Grand Central Depot, New York. The time on the clock at the depot at East Albany corresponds exactly with the time in New York. Each one of the clocks is connected with the general superintendent's office in New York, in which the railroad time is kept on what is called the "big clock." Conductors, train men, and others, are compelled to keep their watches in strict conformity with the superintendent's clock. It is set by standard time, and connected with the time service department of the gold and stock telegraph. The time is distributed all over the line each weekday, as follows: At 10 o'clock 58 minutes and 3 seconds A. M., the word "time" is sent by the main office to the telegraph stations between New York and Albany. This word is repeated for 28 seconds, during which time operators must see that their instruments are adjusted. At 10 o'clock 28 minutes and 50 seconds, seconds commence beating, and continue for 50 seconds. The word "switch" is then sent over the wire, and operators having electric clocks connect them immediately with the circuit known as No. 9 wire. Ten seconds are allowed in which to make the connection. At 11 A. M., with one touch of the New York key, the hands on the different clocks are set to 11 o'clock.

A CORRESPONDENT of the *Jewelers' Circular* in Louisville, Ky., writes that he has in his possession a curious ring, which formerly belonged to his great-grandmother, who lived in Germany, and that he is inclined to think it was Martin Luther's wedding or engagement ring. On the inner surface is engraved, "D. Martino Luthero—Catharina W. Boun, 13 Juni, 1525." The owner describes his treasure as follows: "On one side of the ring is carved a representation of the Crucifixion; the cross is carved through the gold, and the outlines of the figure stretched upon it are very fine. In the centre of the cross-piece of the cross is a fine ruby, around which are carved these letters, I. N. R. I. Just at the foot of the cross on the right is carved a head with a Bishop's hat on it, and on the left side of the cross is a palm; on the other side of the ring are carved a ladder and spear, and between these is an anchor around which is twisted a rope. The gold in the ring is very fine and of a pale hue, and has not the appearance of being so old. I can trace it back about 150 years. How the ring was obtained by my great-grandmother I do not know, but the family were ardent Lutherans, and I think may have gotten possession of the ring in this manner." Martin Luther was undoubtedly married on the 13th of June, 1525, but his wife's name was Katherina von Bora, not Catharina W. Boun, and the present owner of the heirloom will probably do well to take a reasonable pride in possessing a ring which once belonged to his great-grandmother, without attempting to identify it with the hero of the German reformation.

IN LIGHTER VEIN.

QUIEN SABE?

If the dance is most terribly hot,
And the stairs have not one vacant spot;
If we happen to go
Where the cool breezes blow,
Who will know?

If the moon most discreetly doth hide,
And the path it is not very wide;
What if closely we walk,
The better to talk,
Who will know?

If the light is so very obscure,
And the rose is so hard to procure;
If one gently doth bend
Assistance to lend,
Who will know?

If young toads gambol wild in the shade,
Then what marvel that one grows afraid;
If for safety from harm
One leans on an arm,
Who will know?

If "bangs" are a little bit crushed,
And cheeks are a trifle more flushed;
Well—and if it is false,
The cause was the waltz,
Who will know?

W. G. THEVISTON in "Our Continent."

The Watchmaker, Jeweller and Silversmith,

A Monthly Illustrated Journal. Published in London.

The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

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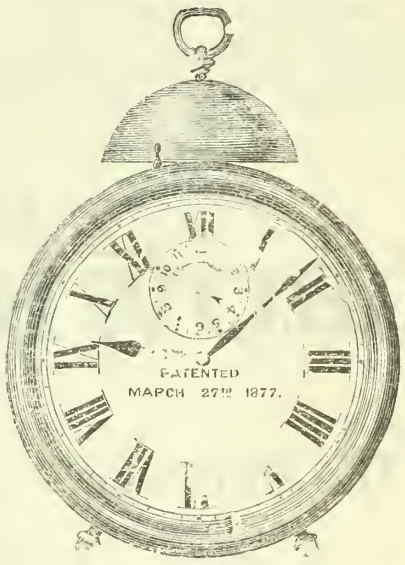
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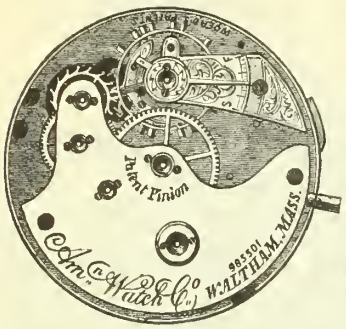
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To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE HOLIDAY TRADE.

The holiday trade is over at last, and our merchants have now leisure to sum up the results of the rush, and jam, and bustle of the few weeks preceding the new year.

As far as we can learn, the results on the whole have been highly satisfactory, and our merchants in nearly every quarter express themselves as being highly pleased with the volume of trade done, and the manner in which payments have been made. It is probably a good job that Christmas comes but once a year, for its duties are a severe strain on the energies of the merchant as well as on the pockets of the consumer. We trust that the regular trade that should follow at this season of the year will not be in any way injured by the extra efforts that have been put forth to secure the holiday patronage. The indications at present seem to point to a winter and spring trade fully up to if not ahead of the average run for the same period.

THE COMMERCIAL BAROMETER.

The winding up of the year 1882 has again brought us the valuable and well digested annual circular of the Messrs. Dun, Wiman & Co. Mercantile Agency. The facts and figures thus published by this enterprising firm are of so much value to every mercantile man in this country that we take the liberty of presenting them to our readers entire, and trust that they will "read, mark, learn and inwardly digest," not only the information given therein, but the lessons that may be deducted from them.

Shakespeare says we can find "sermons in stones, and good in everything." Without contradicting him, we can safely say that a most useful lesson may be derived by every thinking man from a quiet perusal of the failure tables which we give below.

A glance at them will suffice to convince the most sceptical that, in spite of protection and good crops, and many other favourable circumstances, the lowest point in the tide of commercial failures in both Canada and the United States has been reached, and that we are again on the up grade of the mercantile highway. This does not necessarily imply that our business men are all going to the wall, or that we are going to have an immediate return of the "old hard times." It simply means that these figures are a warning to merchants and mercantile men generally to shorten sail and prepare for squalls. The fact is that credit is too cheap in Canada, and it is simply on account of the ease with which they can get goods that many merchants incur debts which ultimately lead to their failure. We do not think there is the slightest necessity for any alarm at the present trade prospects; all we say is that the indications at present point to the necessity of avoiding all unnecessary risks and of keeping one's business well in hand, so that come what may, they may be prepared if the storm should break.

From the tables below, which embrace the failures for the past six years, it will be seen that in the year 1881 Canada reached the lowest point as regard the number of failures, the present year showing an advance of 152 in number, and $2,836,450 in amount.

"The Canadian figures are as under for six years past:—

	No.	Amount.
1877	1,892	$25,523,903
1878	1,697	23,908,677
1879	1,902	29,347,937
1880	907	7,988,077
1881	635	5,751,207
1882	787	8,587,657

There is this difference between the statistics for the United States and those of Canada, as furnished by the authority quoted, that while the lowest point was reached by our neighbors in 1880, when the mercantile failures were 4,735 in number and $65,752,000 in amount, our failures had not reached the minimum of the period until 1881. The United States figures for these years are as follows:—

	No.	Amount.
1877	8,772	$190,669,926
1878	10,478	234,383,132
1879	6,658	98,149,053
1880	4,735	65,752 000
1881	5,582	61,155,922
1882	6,738	101,557,564

Analysis of the localities and comparative amounts of these failures for 1882 shows that while in Canada there was one failure for every 77 traders, the United States furnished but a failure for every 122 traders. The Pacific States and Territories alone furnished a parallel for the relative number of Canadian failures; these were as 1 to 68 traders. In the Southern States they numbered 1 to 78; in the Eastern States, 1 to 114; in the Middle States, 1 to 149; and in the Western States they were least numerous of all, being but 1 to every 151 traders.

The circular regards as a most unpleasant feature of the situation across the line the fact that an increase of failures should be shown when the conditions are so extremely favorable to the prosperity of the country. The chief reason for this anomalous exhibit is considered to be 'beyond question, the alarming extension of the lines of credit, which the two last years have witnessed.' Respecting the prospect of trade in that country for the new year, Messrs. Dun & Co. say: 'It is difficult to discover any element of a disturbing character, except, perhaps, over-production by manufacturers; pressure to sell goods; a tendency to extend credits unduly; and the dangers which result to individuals owing more than they can readily pay.' Canada, we remark, is by no means free from these very elements of possible disturbance, and it were wise for our bankers, merchants and manufacturers, who have it in their power to limit these threatening features, to act with the caution which the circumstances demand."

THE MILWAUKEE HORROR.

Probably nothing, since the terrible boating accident on the Thames at London two years ago, has created more wide spread consternation than the burning of the Newhall House at Milwaukee a couple of weeks ago. The "London horror" was worse as regards the number of lives lost, but bad as it was, it scarcely appeals to the mass of people

with half the effect that the "Milwaukee horror" does.

The reason is not far to seek; people that go on the water in overcrowded steamers are always exposed to a certain amount of risk, and when an accident does happen, it cannot be said to have been altogether unlooked for. Thus in the London accident, there were many, who, seeing the overcrowded state of the boat, refused to venture upon it, and thereby saved their lives. In the "Milwaukee horror," however, there seems to have been no premonetary warning of the dreadful danger the guests were exposed to, and the probability is that most of them lay down to rest feeling as safe and secure as they would have done in their own homes.

Hotels are generally supposed to have special safeguards thrown around them in case of fire, and up to the present time the public have had the utmost confidence in their fire extinguishing arrangements and the promptitude with which they could be put into operation.

If the Newhall House is any criterion of how these patent fire protecting apparatus work, we certainly think that the public will insist on having something more practical and certain in its application. The trouble seems to have been with the elevator, which, acting as a huge chimney, not only carried the flames from bottom to top of the building with lightning rapidity, but supplied the conflagration with all the air necessary to make it effective. Indeed we do not suppose that if an engineer were to try and construct a machine for the instantaneous firing of any large building, he could improve on this ordinary passenger elevator now in use in our hotels and public buildings. As usually constructed, they are lined with dry, seasoned wood, and the sides are well lubricated with the best of inflammable oils; all that they want is a start, and in a few seconds they can produce a flame as fierce as any that ever belched forth from the roaring mouth of a blast furnace.

Now that attention has been directed to this danger, the public should insist that these elevators should be made fireproof. The doors should be made of iron and kept securely closed after the elevator has stopped for the night. The inside should be made non-combustible in some way, either by the use of brick or iron lining, fire-proof paint, or some other device equally effective. It is customary in theatres to have iron screens between the stage and the audience, but in reality there is not one-half the danger to a crowd of wide awake people in a theatre that there is in a lot of half-awake people, who, roused from their beds, and not having even their ordinary senses about them, have to fight for their lives in the midst of a fog of unknown darkness and death.

We think that every hotel should have a fire bell in each bed-room, with a printed card attached, telling its guests plainly that this bell was connected with the office of the hotel, and would be rung only in case of an alarm of fire. If such were done, it would be impossible, as it is too often the case at present for people to be burned in their beds without having any chance for their lives. In first-class hotels, having electric bells, this could be very easily and effectively managed.

In addition to this every hotel should be compelled to provide fire escapes of some kind from every room in the house. For a lack of better, a simple knotted rope long enough to reach the ground would be a most effective means of escape, and we venture to say that if every room in the Newhall House had been provided with one of these primitive inventions the loss of life would have been very small compared to what it was.

We think parliament should take this matter up, and legislate so as to make the lives of travellers more safe than they appear to be at present. Our hotels are really the only homes that thousands of our fellow citizens have, they are public institutions, and ostensibly agree to provide their guests with food and shelter and safety. If the Newhall House is a fair sample of our hotels, and we are sorry to say that we know more than a score of such places in Canada, the sooner that the matter is legislated upon the better.

We compel steamboat owners to provide life-boats and life-preservers for every passenger in anticipation of an accident; we compel the proprietors of all public buildings to hinge their doors so as to open outwards, in short we legislate in every conceivable way in order to make life as safe and secure as possible. The same thing should be done in the case of hotel keepers regarding the safety of their guests, and all the more so because, trusting implicitly to the reputation of the house, they are practically helpless.

Many old travellers when going aboard a steamer make a thorough inspection of the vessel, and find out all about the arrangements of the life-boats and life-preservers so that if necessity arises they know exactly where to lay their hand on on them. In like manner when putting up at a strange hotel, they examine thoroughly the protections against fire, and their best avenues of escape in case anything should happen during their stay.

This is an excellent idea, and one that is easily carried out, the only difficulty about it is to be able to keep your wits about you and to be able to take advantage of your knowledge when the crucial moment comes.

Few people have self-control enough to make the most of their chances in such an emergency, and we think, therefore, that the strong arm of the law should be invoked to compel hotel-keepers to provide such safeguards for the escape of their guests from midnight peril as experience and common sense shall dictate.

Selected Matter.

A LOST OPPORTUNITY.

Sing, business muse, the dark and doleful fate
Of him who labors but that he may wait;
The piles of goods heaped up within his store,
Which can't be less, and never may be more;
The man whose life has lost all fortune's prizes;
In fact, the man who never advertises.

Sing of his start, his great ambition's scope,
The capital that gave him cause to hope,
His credit large, his full and ample stock,
His bank account as solid as a rock;
Then tell the doom to which the man was fated
Who never advertised, but simply waited.

So simply, and so vainly! Splendid signs,
With basement, art irradiates and refines,
Plate-glass show windows elegantly dressed,
Such lovely clerks, cashiers, and all the rest,
Served but to show him how the public sizes
The style of him who never advertises.

He waited, and all waited; clerks, cashiers,
Salesmen, saleswomen, such delightful dears,
Impatient waited all the season through,
With precious little for the crowd to do.
The public saw—that fact there's no denying—
But passed the store without a thought of buying.

Business was dull; but salaries and rent
Went on, till cash and credit both were spent;
The silly merchant hoped his luck would turn,
Until the Sheriff closed the whole concern.
Now, at a pittance which his soul despises,
He works for one who always advertises.

—*Hamilton Times.*

COMPARATIVE VALUES OF GEMS.

Scientists speak lightly of coloured gems as alumina found in nature, crystallized and coloured with oxide of iron, and "valued at enormous sums." It hardly raises the more precious in

general esteem to know that the emerald, ruby, sapphire and amethyst are almost the same chemically, or that the emerald and the aquamarine only differ in color, the former being absolutely priceless, while the latter has no determinate value. Pearls only are sold by the grain. All other precious stones are sold by the carat, which weighs four grains. Diamonds weighing less than a carat are more valuable than rubies, sapphires, or emeralds of the same weight. But all the colored stones exceeding a carat are more valuable than diamonds, and the difference in value increases very rapidly with increase of size. If a ruby is very perfect, and of a rich, dark color, it commands an extravagant price. A fine three-carat diamond might be worth from $600 to $1,000, according to quality, while a perfect three-carat ruby would find a purchaser at from $3,000 to $5,000. Rubies weighing four carats have been sold in Eastern cities for $10,000. Scientific writers class sapphires and rubies simply as sapphires. The red sapphire is a ruby, and the blue ruby a sapphire. The present demand for fine rubies exceeds the supply. It is not exactly known where those came from which are now finding their way into the market, but it is presumed that many are taken from old ornaments in family collections. Sapphires are very rare and scarcely less valuable than rubies. They make an exquisite appearance, properly arranged, and having small diamonds as foils. They are apt to show a dull color at night, and those are consequently most sought after which sparkle by gaslight. Large and perfect stones are of fabulous value. The Baroness Burdett-Coutts has a fine sapphire considered worth $160,000. Sapphires and emeralds are rarely set alone, but with smaller stones, commonly diamonds, which throw their beauty into relief. Except jewelers are not agreed as to whether the sapphire or the emerald is the more valuable, but the last, perhaps, maintains a greater popularity. Its value increases rapidly with its size. The wife of a railroad king purchased a fine ten-carat emerald a dozen years ago for $5,000, which is now worth probably $20,000. It is worn in a ring as a solitaire, and needs no foil to enhance its extraordinary beauty. There are said to be many rubies and emeralds in the city worth from $2,000 to $5,000, or even more, which are in the possession of connoisseurs.—*Exchange.*

THE SPIRAL STUD.

Who has not been a martyr to its damned inquisitiveness?

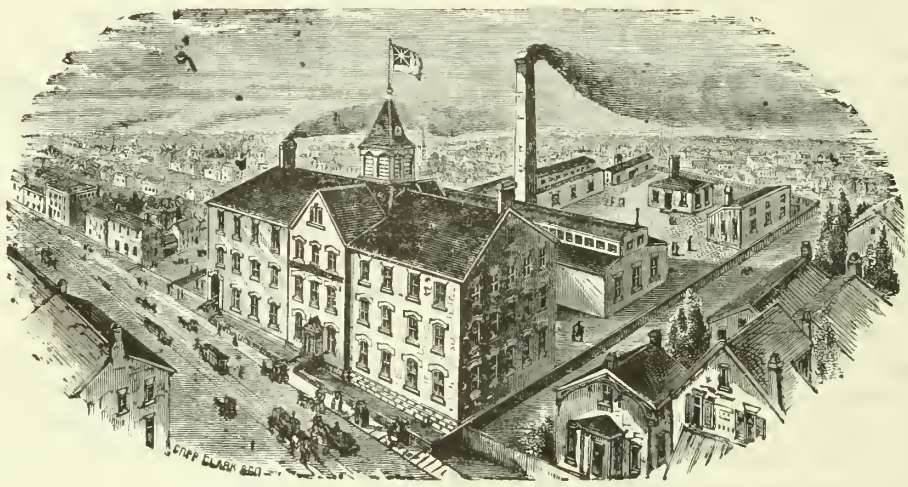
We see that there is a new shirt-stud invented, which goes through a gimlet-hole in a shirt bosom, in sections, and snaps together, leaving the under side smooth, so that there is no raw selvage to stick into a man's vital parts, the way there is in the old spiral stud, and we look forward to the happy future when we can buy a set of the new "Favorite" studs, and give the old spiral studs to the poor, who have no feelings to be lacerated. We have thought for years, that the government ought to call in the old spiral shirt-stud and issue a new kind, with coupons that will go together with a snap, but nobody has seemed to think the government ought to take the responsibility. The man who has invented the new stud should be placed on the pension roll with the man who invented the telegraph and the India rubber baby clothes. For a hundred years the spiral shirt-stud that screws in has held the stomach of a man in its grasp, and has made sore spots on him, when all should be sunshine, and so forth. It is said that women share our joys and our sorrows. This may be so, to a certain extent, and they may suffer some, but they don't know anything about the horrors of the spiral shirt-stud. Many men go down to their graves and never complain, who have had their lives made miserable by spiral shirt-studs. No man can be cheerful, full of fun and frivolity, and keep a company in a roar of laughter, when he is constantly reminded that three golden corkscrews are gently but firmly entering his body from three different places, that three different shows are getting in their work under one canvass at one price of admission. It is asking too much to expect a man to be entertaining when three artesian wells are being sunk into his person at once. Women do not mean to be cruel, and to cause unnecessary pains to man, but if they knew how they send the quivering arrows to his very soul, in three places, they would be careful how they throw their heads on men's shirt-bosoms and root around to find an easy place to lay. No doubt many of our hearers have noticed that men shrink from them when they lay their darling little heads on his breast and have thought the man was shocked at their actions. It is not that. It is the spiral shirt-stud. Of course, a man will stand a good deal, and not complain, under such circumstances, but if the woman in the case, or on the shirt-bosom rather, will look up into his fond eyes, she will find there, besides a look of satisfaction and don't-get-up-on-my-account expression, a far away penetrating look, as though his soul was on fire, or he had been eating cucumbers. Women can have no idea of the sacrifice man makes, in such cases, and they should not be surprised if he faints away. Other things in the world may cease, but the boring of the spiral stud never ceases. We have known a preacher to get a vacation of six months, with a trip abroad, because he looked sick, when all in the world that ailed him was spiral shirt-studs boring into him, though in this instance there was no female head acting as a screw-driver to drive them in. He would preach a sermon on faith, and look sick, as the studs went into him, and the congregation would pity him, think it was his liver, and raise money enough to send him all over the world. Oh, the spiral stud has done much to demoralize the world and it should be suppressed.—*Burlington Hawkeye.*

GOLD NUGGET SWINDLERS.

"Why, you've been swindled, man! That isn't gold quartz. You can't fool me on mineral; I've seen too much of the glittering truck to be caught on such a deal as that. Wouldn't have believed it of you, Charley!" and the speaker leaned up against the Windsor hotel counter with a look of painful disgust spreading over his features. You could have told he was a miner by the uncouth cut of his clothes, the looseness of his wide, soft hat, and the unkempt condition of his whiskers. The companion whom he addressed as Charley was an inoffensive-looking sort of a city chap; one of your young men who has seen a great deal of life, but not enough of its wiles, perhaps. He turned up the ends of his mustache ambitiously with one hand as he looked at the speaker in evident amazement. His other hand held a large piece of quartz, seemingly as rich as that which has given the Bowen mine its notoriety. "Don't say that, uncle," he said, nervously, rolling the quartz from side to side, "that specimen cost me $30, and I thought I was getting a good bargain, then." "Well, you can bet that I'm right," replied the uncle, with a harsh

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laugh. "It's brass; the whole business is brass; there isn't a grain of gold in that rock. Let's go and have something."

As the two were walking towards the entrance to the bar, the one laughing, derisively, and the other looking like a man entering a pawn shop with his last suit of clothes under his arm, a reporter of the *Tribune*, who overheard the remarks quoted, tapped the uncle on the arm and asked what the conversation was about.

"O, not much, stranger, 'he said, suddenly checking his laughter. "It don't amount to much. Charley here, a young nephew of mine, who came from Illionis to meet me, ran against a brace game to-night, and the sharpers got the best of him. Funny, ain't it? Somebody has sold him a chunk of quartz stuffed with brass fillings for gold. He only paid $30 for the experience. 'T'ill do him good. I'm from Deadwood; been in Deadwood three years. I guess I know a quartz specimen from a chunk of salt. Jine us?" With the desire of ascertaining more, the reporter "jined." The nephew seemed ashamed of himself, but after warming up under the insinuating influence of an alcohol straight and the derision of his uncle, he told the story of his purchase. His name is Charles Hanson. He arrived here two days ago to meet his uncle, James Hanson. The uncle did not arrive from the Black Hills until last night. Meanwhile Mr. Hanson, Jr., had piloted about the city as best he could in quest of means wherewith to while away the hours of waiting. Tuesday night he dropped in at the Palace theatre on Blake street, and while investigating the mysteries of the boxes there, quite accidentally like made the acquaintance of two genial young bloods, who claim to be from San Juan, and stated they were out on a lark. He was not averse to having some fun himself, and together with the two spent the evening in taking in the resorts of pleasure and quiet. Now that he thought of it, he acknowledged that he had to foot most of the bills. Each of his new-found friends had a large black quartz nugget of gold, which they said had been given them by Judge Bowen as specimens, from his Summit mine. They were beautiful specimens, he thought, and from his limited knowledge of gold and gold quartz, be judged they each contained at least $50 worth of the precious metal. As the trio were bringing the festivities of the night to a close, one of the alleged San Juan boys apologised for the fact that they were not overstocked with money, and suggested that if Mr. Hanson would accompany them to a faro bank, one of the nuggets might be given as collateral for enough to play with. He was tired and sleepy, though, and declined. Yesterday afternoon one of the San Juanites, so-called, met him on Larimer street, and after a pleasant recounting of the former night's experience, confessed that he was broke and would sell his nugget at a discount. As much out of sympathy for his friend's condition as anything else, Mr. Hanson took the nugget and paid all that was asked therefor, the sum stated. He showed it to his uncle with the result known. "Now I'll prove that you were swindled," said Mr. Hanson, Sr., taking the nugget from the nephew and leading the way to McMorran's drug store. Purchasing a small vial of acid he poured it all over the specimen, the supposed gold sizzling and turning as green as a fresh-landed lobster. "I told you so; it's the same old trick. I've seen lots of the boys caught by it in the Hills. The specimen was excellently gotten up, being a perfect imitation of the Bowen specimens before having been submitted to the lapidary polish. The pores and interstices of the brown quartz were all filled with what people would have sworn was the pure quill." "How is the trick done?" asked the reporter. "Simply enough! The sharpers take a chunk of quartz, dip it into glue, and then blow brass fillings into the pores until they refuse to hold more. Then they roll it in the dirt to make the deception complete."—*Denver Tribune.*

CARON DE BEAUMARCHAIS.

The following occurrence took place on a fine day in the month of July, 1750, in the city of Paris:

Mr. Caron, an honorable, modest watchmaker, living in the St. Denis St., drove his only son and heir-apparent, Pierre Augustin, out of the house.

And he had good reasons.

The young gentlemen, who, since his thirteenth year had been an apprentice of his father, and counted upon as following in his footsteps, could by no means be held up as a pattern of a diligent horologist and orderly citizen. He was far from being ignorant; on the contrary, he was too smart; he lacked likewise not in accomplishments—in fact, he possessed too many—so many that his father grew desperate. The young man, for instance, rather played music than wrestled with the intricacies of depthing; and worse than all, he exhibited a talent for committing all manner of frivolous jokes, which, in an honest citizen's boy, were entirely out of place.

Father Caron, however, was no strong-hearted parent; he loved all his six children, his scapegrace son the most; he therefore, was willing enough after a lapse of a fortnight, when his passion had cooled, and at the intercession of all the paternal and maternal uncles and aunts, to receive the scamp again into his house —*provided, however*, he was willing to submit to the following conditions:

First, to dispose of nothing of his, the father's things, without due permission—not even an old watch key.

Second, to rise in the summer at six and in winter at seven, and to labor until supper, in order to honor his calling.

Third, feast and Sundays excepted, to eat nothing outside of the paternal house, and to be back by nine o'clock on these exceptional days.

Fourth, to quit that unhappy music; or at most to play violin or flute only in the evenings after work.

Fifth, not to go out without leave, and to invent no bad excuses therefor.

Sixth, to be satisfied with free board and eighteen livres per month, and to liquidate his indebtedness gradually from this sum.

The young Caron did not even attempt to soften the vigor of these, to him, very harsh conditions. He subscribed them obediently, full of repentance, and again entered into the house and business of his father. He began suddenly to develop a peculiar zeal for horology. In order to show his father that he could be capable of becoming one of the foremost watchmakers of his time, he invented the pin escapement for watches. He incautiously confided his secret to a very famous watchmaker in Paris, by the name of Lepaute, who misused the confidence so far as to proclaim himself openly as being the inventor of the escapement. But Caron was not the man to quietly let his right be usurped in this manner. He proceeded publicly against Lepaute, claimed the invention solely for himself, and demanded the arbitration of the Academy. This scientific body, in-

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deed declared, on the 4th of March, 1754, young Caron to be the sole rightful inventor.

This was the first process of the man, who afterward, as Monsieur de Beaumarchais, was destined to interest the entire cultivated world in his processes. This case had made the name of the watchmaker, Caron Son, well known in Paris, and the consequence was that the King Louis XV., ordered a watch made by him. By means of his inventions published to the four corners of the earth by the interesting law suit, the young watchmaker was enabled to make the watches as diminutive of size as demanded. The joy of the King at the handsome and excellent timekeeper constructed byCaron was so great, that he invested him with the title of "Furnisher to the Court." Madame de Pompadour ordered a similar one, and Caron in person handed it to the all-powerful *amie* of the monarch. The watch was so small that it was mounted in a finger ring; it was 4½ lines in diameter, and not thicker than two-thirds of a line. It was wound by a new and very ingenious contrivance, and ran thirty hours with great exactness.

Caron had opened his path. The princes and princesses all ordered watches of the same Lilliputian pattern, and their young producer always carried it himself to the place of Versalies and handed it to the purchaser, because, of course, everyone wanted explanations concerning the thing, especially the ladies. The King favored him greatly, and even received him personally. The favorite wrote the following letter is 1754 to a relative in London. "I have finally delivered the watch to the King, who did me the honor of recognizing me, and remembering my name. His Majesty ordered me to wind it, and to explain it to all the gentlemen of the *Lever*. Never has the King received an artist with so much kindness; he desired information about every part of the movement. I lauded the magnifying glass at this opportunity, the one you presented me with, and it was universally admired. The King used it to inspect the ring watch of Madame de Pompadour. He demanded one like it for himself, on which I am engaged at present. All the gentlemen of the Court follow the example of the King, and each one desires to have his watch first. I bave also constructed a remarkable little pendulum for Madame Victoria (one of the daughters of the King). It has two hands, and from whatever side it is viewed it indicates the time."

If all this attests the skill of young Caron as horologist, his personal attractiveness, and even his faults, were calculated to pave his fortune in a manner little suspected. A still young wife of a Court official, who also had ordered a watch by him, took so lively an interest in the tall and shapely young man with the *spirituelle* face, that she influenced her husband to surrender to him his office, by paying a certain pension. This was nothing uncommon at that time, and the King patented the office to Caron, who stood in his special favor, as well as that of Madame de Pompadour and his daughters. From this day forward—November 9, 1755, when not yet 24 years old, young Caron left the store of his father in the Rue St. Denis, hung horology on a nail, and played the roll of courtier in the palace of Versailles, with a self-esteem of his actual value that was not by any means circumscribed by too great a modesty.

And, indeed, he moved upon the beeswax flooring of the palace as if he had been to the "manor born." He had become acquainted with the daughters of Louis XV. by means of his watches. They were four old maids, with the remnants of a convent education, who lived in great retirement in the palace, and suffered much with ennui. They passed their time as well as they could, and their strict rules permitted; one played several instruments, the other painted, the third studied languages, and the fourth took an interest in the mathematical and mechanical arts, and at times essayed to be a watchmaker. They gave a musical soiree once a week, at which also the King, the Dauphin and various other princesses were wont to attend. When they learned that Monsieur Caron also performed upon several instruments, and was especially expert upon the harp, he was invited to perform before them. The harp, little known until then in French society, was just beginning to grow into favor. The young harpist delighted the old ladies, and understood how to make himself so amiable with all of them that he was regularly invited to assist in these concerts, and to assume the role of bandmaster. He also instructed the royal daughters upon the instrument.

The awakening ambition of Caron, since such favors were showered upon him, aimed with single calculation for higher objects which he wished to obtain in the court world open before him. The old gentleman whose office he had purchased, died, leaving his youthful wife a widow, and she consented to become the wife of Caron. This gave him not alone wealth, but also another name, which threw around him a halo of nobility, even if only by the effrontery of its inventor. Because if the son of the humble Caron, from the Rue St. Denis, henceforward styled himself Caron de Beaumarchais, he simply added the cognomen upon the strength of an estate which his spouse had possessed formerly, either as a thing real or imaginary. Enough, the Court of Versailles counted one noblemen more—Caron de Beaumarchais, of whose patents of nobility no one knew anything definite.

It is not to be supposed that such a bold character lacked jealous and envious enemies. But he possessed spirit and wit, together with courage and confidence to break a lance with them morally and physically. He fought a duel with a nobleman and killed him. This added not a little in making him respected. With malicious verses and quick repartees, he understood how to be respected.

A cavelier had undertaken once, when he returned through the ante-chamber, coming from the boudoir of the royal ladies, to ridicule him in the presence of the courtiers.

"Monsieur," he addressed him, and held out a costly watch, "you understand something about watchmaking. Would you be so very kind, I pray, as to look at mine; it is in disorder."

"Monsieur," Beaumarchais responded, "since I have ceased to be occupied with watchmaking, I have become very unskilful."

"O, do not refuse me this favor."

"Be it so; but I reiterate that I have become very unskilful."

He took the watch, opened it, lifted it up high as if examining it closely, and let it drop.

Deeply bowing, he turned to the cavelier saying:

"I cautioned you that I had become very unskilful."

And he left the apartment while the duped nobleman collected the pieces of his timepiece.

At another time, Beaumarchais heard that evil-minded persons had prejudiced the princesses, by telling them that he stood in unfilial relations with his father. He therefore went to Paris, visited his father in the watchmaker's shop, and

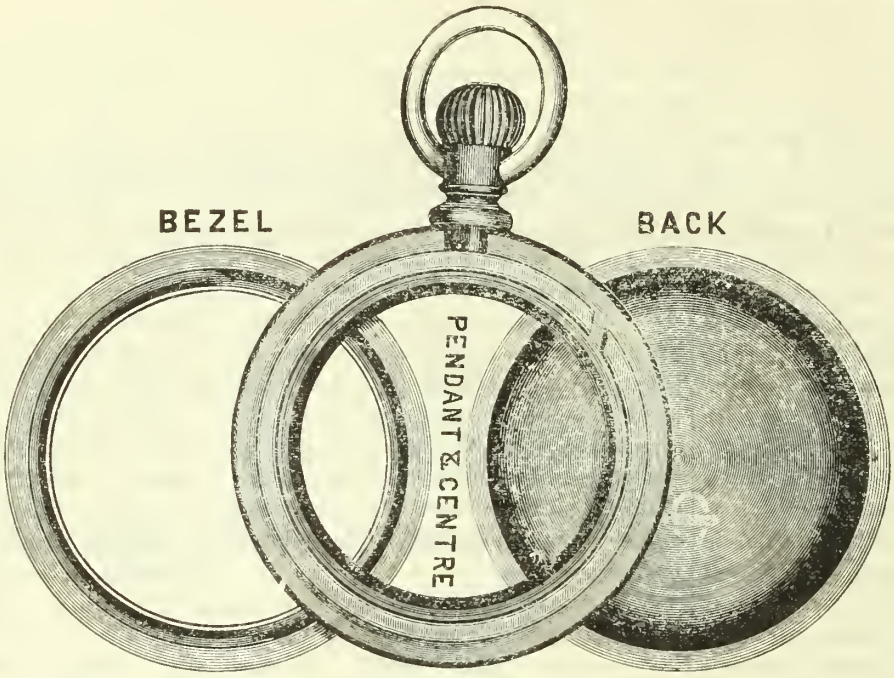
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PATENTED,

United States,

27th December,

1881.



PATENTED,

Dom. of Canada

28th February,

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This is the first and only case made without one grain of solder. Every piece is cut from the solid metal and pressed into the shape used in the case. This process hardens the gold and silver by the only method known (that is to work it), and is handed to the Trade as hard as is possible to make it, being a great advantage over a case made in the ordinary way, in saving gold and silver by making a case as strong as a much heavier one that has been softened as heat does in soldering on pendant, joints, thumb catches, or joint to swing movement in. Heat not only softens the gold or silver, but warps it out of the shape that the snaps have been fitted to, and it is never perfect after soldering. The Excelsior Patent Dust Proof is never soldered, never heated, is fitted perfectly, and remains perfect. The Excelsior Dust Proof has no joints to wear out or break off. The Excelsior Patent Dust Proof has no spring to break or wear the case. There is no part of the Excelsior Patent Dust Proof that will wear. The Excelsior Patent Dust Proof is the safest case made for protecting the movement—it will never open in the pocket Put an Excelsior Dust Proof in your pocket, bend forward, backward, put yourself in any position you please and the Excelsior is closed tight. In an ordinary case, with springs, by bending forward the case will often open and when the lock-spring is worn, the case is nearly always open.

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Instructions to Open the Excelsior Patent Dust Proof Case.

First press the crown as in opening an ordinary Hunting Cased Watch, then to open front, turn bow to the right with thumb and finger; to open the back, turn left. To close, turn case back in same position as when case was closed, and snap same as glass bezel on any watch.

under pretexts persuaded him to accompany him to Versailles. He was extremely careful to meet the princesses several times during the drive. He went to see them in the evening and was received very coolly, but was asked, as he had expected, with whom he had been driving.

"With my father," he responded.

Great astonishment; explanations followed, and Beaumarchais begged the honor of presenting his father who was in the ante-chamber. The old gentleman was admitted, and with paternal pride he sounded the praises of his son. In fact the honest citizen who had expelled his scapegrace son, had learned to hold him in high esteem, and was ready enough to proclaim it. And his son gave him an opportunity soon after.

In order to obtain a patent for nobility, he had, for 85,000 frs., purchased the titular position of Secretary to the King. There was only one obstacle, his father still pursued the business of watchmaker, a vocation incompatible with the high pretensions of his son. Wherefore he persuaded him by letter to retire, and bound himself to honorably support him and his sisters. The father in order not to thwart the aspirations of his son, acceeded, the latter obtained his patent, and the former lived afterward, in company with his four unmarried daughters, as *rentier*, amply supported by the munificence of his son.

We cannot part from so interesting a member of the horological fraternity without following his fortunes, the more so, since he was destined to play a large part in the future events of France.

Beaumarchais, a favorite of fortune in everything he undertook, in his new relation engaged in the sale of arms to America, and other speculations, and soon became a very rich man. Three law suits made him known everywhere, and two theatre pieces raised him to the rank of the most celebrated of French authors. His lawsuits, which he conducted against a high functionary, obtained their great popularity because Beaumarchais skilfully defended himself, and with it, all the rights of citizens heretofore wronged by justice.

In them, he attacked the ancient effete order, the defended and ossified right, the corruption of the administration, the preferences of the higher ranks. The great minds were impelling France to that immense revolution, destined to change the face of the entire civilized world, and Beaumarchais shook with vigor and energy, in his law documents on the decayed pillars of the temple of justice, the tumbling down of which speedily followed thereby. What he termed Memoirs, in which he recounted in a masterly manner his disputes, were illustrious pamphlets against the government, which long ago had became odious to the people. Beaumarchais published them, and his lawsuits became themes of national interest. They exerted such a power that the German poet Goethe dramatized it, and personified M. de Beaumarchais in his drama "Clavigo."

His two theatre pieces scarcely earned him less fame. "The Marriage of Figaro," and the "Barber of Seville," are known to everyone.

The "Marriage of Figaro," was first played in Paris in 1784, and its success was simply immense. Not on account of its special beauties, but of its wit and poetical proclivities. In Figaro, the merry Barber, the everywhere felt democratic idea was reduced for the first time; this servant of the Count Almaviva represented the third estate, the citizenship, which was still regarded as subject by both the nobility and the government, and as inferior in rights, but which was already in ferment, caused by this political and social inferiority. Everything he felt was expressed in this pert and witty Figaro, and laughers were not wanting even in the highest circles. This established before the whole world the moral right of these attacks upon the privileges of the nobility and the principles of social equality were thus sanctioned. The saying of Figaro, were secret thoughts of the people, and silenced all those against whom it was aimed.

The infirmities of existing society were laid bare at once, as if the last shred of deception had been dropped. All ancient authorities, the existence of which, simply because they were things handed down from the past, was still sanctioned and commanded respect, could be seen tumbling together in a miserable manner, and became a laughing stock, whereby their respect was lost forever. If there was a rotten concern, Beaumarchais aimed a shaft of derision thereat, and it never failed its mark. Before this, letters had been written lacking signatures, he affixed them. He was another Aristophenes, who pointed with his finger at what he assailed, and at the same time he had been a successful aspirant for that nobility himself.

It is remarkable that this piece, which the French government critic would not permit, was performed at the special command of Marie Antoinette. Beaumarchais was greatly liked by her, as well as by the King, and both did naturally not dream that they were loading a cannon with Figaro the charge of which should hit themselves. The rights of the nobilty to all the preferments in the State could not be derided better than by the words of Figaro, "because he had taken the trouble to be born."

Beaumarchais was the witty genius who predicted the Revolution as an inevitable fact. When it entered into the arena of history with an earnest face, and finally played its tragical part, carried away by passion, a genius like that of "Figaro's Marriage," was of no further consequence. He whose works had struck such heavy blows at the old regime, could not escape the Nemisis; to fall with it, as it had carried him upward. In the year 1784, he was the most honored man in France, rich, popular with the citizens, feared by the nobility, and his piece was performed 72 times in succession, calling forth an ever-increasing applause from the public, until he himself said: "There is only one madder thing than my piece, and that is its success."

Fifteen years afterward, at the end of the century, the same Beaumarchais died almost unknown, and impoverished, after having been proclaimed the enemy of the people, and barely escaped with his life.—*Jewelers' Circular.*

THE WAY TO WEALTH.

From Poor Richard's Almanac.

We are pleased to present to our readers a reprint of the celebrated maxims and apothegms of Benjamin Franklin, printed in his almanac, which bore the feigned name of Richard Saunders, and hence acquired the title of "Poor Richard's Almanac." Its publication began in the year 1732, and continued twenty-five years. When it was brought to a close a collection of the maxims was published in the last number in an address to the readers, entitled "The Way to Wealth." The admirable digest has been translated into various languages, and is widely known. We reproduce it herewith as follows:—

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THE WAY TO WEALTH.

I stopped my horse lately where a great number of people were collected at an auction of merchants' goods. The hour of sale not being come, they were conversing on the badness of the times; and one of the company called to a plain, clean old man, with white locks, "Pray, Father Abraham, what think ye of the times? Won't these heavy taxes quite ruin the country? How shall we ever be able to pay them? What would you advise us to?" Father Abraham stood up and replied, "If youll have my advice, I'll give it to you in short: 'for a word to the wise is enough: and many words won't fill a bushel,' as poor Richard says." They joined in desiring him to speak his mind; and gathering round him he proceeded as follows:—

"Friends (says he) and neighbors, the taxes are indeed very heavy; and if those laid on by the government were the only ones we had to pay, we might more easily discharge them; but we have many others, and much more grievous to some of us. We are taxed twice as much by our idleness, three times as much by our pride, and four times as much by our folly; and from these taxes the commissioners cannot ease or deliver us by allowing an abatement. However, let us hearken to good advice, and something may be done for us: 'God helps them that help themselves, as poor Richard says in his Almanac.

"It would be thought a hard government that should tax its people one-tenth part of their time, to be employed in its service; but idleness taxes many of us much more, if we reckon all that is spent in absolute sloth, or doing of nothing, with that which is spent in idle employments, or amusements that amount to nothing. Sloth, by bringing on diseases, absolutely shortens life. 'Sloth, like rust, consumes faster than labor wears; while the key often used is always bright,' as poor Richard says. 'But dost thou love life? then do not squander time, for that's the stuff life is made of,' as poor Richard says. How much more than is necessary do we spend in sleep! forgetting that the sleeping fox catches no poultry, and that there will be sleeping enough in the grave,' as poor Richard says. If time be of all things the most precious, wasting time must be (as poor Richard says) the greatest prodigality;' since, as he elsewhere tells us, 'Lost time is never found again; and what we call time enough, always proves little enough.' Let us then up and be doing, and doing to the purpose; so by diligence shall we do more with less perplexity. 'Sloth makes all things difficult, but industry all easy,' as poor Richard says; and 'He that riseth late must trot all day, and shall scarce overtake his business at night; while laziness travels so slowly that poverty soon overtakes him,' as we read in poor Richard; who adds, 'Drive thy business; let not that drive thee;' and,

'Early to bed and early to rise
Makes a man healthy, wealthy, and wise.'

"So what signifies wishing and hoping for better times? We make these times better if we bestir ourselves. 'Industry needs not wish,' as poor Richard says; 'He that lives upon hope will die fasting.' 'There are no gains without pains; then help, hands, for I have no lands: or if I have, they are smartly taxed;' and (as poor Richard likewise observes) 'He that hath a trade hath an estate, and he that hath a calling hath an office of profit and honor;' but then the trade must be worked at, and the calling well followed, or neither the estate nor the office will enable us to pay our taxes. If we are industrious, we shall never starve; for as poor Richard says 'At the working-man's house hunger looks in, but dares not enter.' Nor will the bailiff or the constable enter; for 'Industry pays debts, but despair increaseth them,' says poor Richard. What though you have found no treasure, nor has any rich relation left you a legacy? 'Diligence is the mother of good luck,' as poor Richard says: and 'God gives all things to industry: then plow deep while sluggards sleep, and you will have corn to sell and to keep,' says poor Dick. Work while it is called to-day; for you know not how much you may be hindered to-morrow; which makes poor Richard say, 'One to-day is worth two to-morrows;' and further, 'Have you somewhat to do to-morrow, do it to-day.' 'If you were a servant, would you not be ashamed that a good master should catch you idle? Are you, then, your own master? be ashamed to catch yourself idle,' as poor Dick says. When there is so much to be done for yourself, your family, and your gracious king, be up by peep of day; 'Let not the sun look down, and say, Inglorious here he lies!' Handle your tools without mittens; remember that 'The cat in gloves catches no mice,' as poor Richard says. It is true, there is much to be done, and perhaps you are weak-handed; but stick to it steadily and you will see great effects; for continual dropping wears away stones, and by diligence and patience the mouse ate into the cable; and 'light strokes fell great oaks,' as poor Richard says in his Almanac, the year I cannot just now remember.

"Methinks I hear some of you say, 'Must a man afford himself no leisure?' —I will tell thee, my friend, what poor Richard says. 'Employ thy time well if thou meanest to gain leisure; and since thou are not sure of a minute, throw not away an hour.' Leisure is time for doing something useful; this leisure the diligent man will obtain, but the lazy man never; so that as poor Richard says, 'A life of leisure and a life of laziness are two things.' Do you imagine that sloth will afford you more comfort than labor? No; for as poor Richard says, 'Troubles spring from idleness, and grievous toils from needless ease: many without labor would live by their own wits only, but they break for want of stock.' Whereas industry gives comfort, and plenty, and respect. 'Fly pleasures, and they'll follow you; the diligent spinner has a large shift; and now I have a sheep and a cow, everybody bids me good-morrow:' all which is well said by poor Richard.

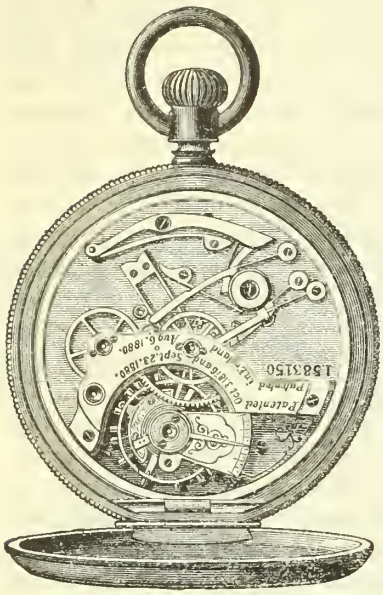
(*To be Concluded next Month.*)

BUSINESS CHANGES FOR JANUARY.

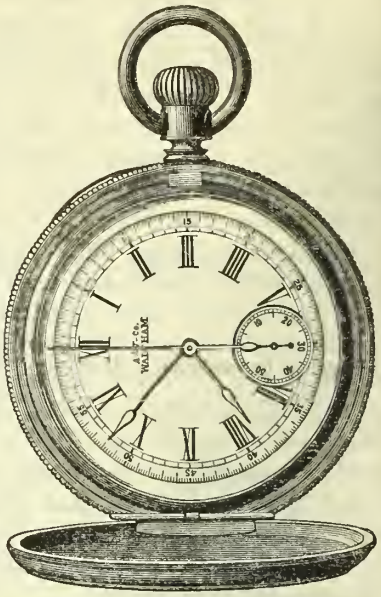
Samson & Swanson, Blenheim, Hardware, dissolved, W. D. Samson continues alone; A. E. Morris & Co., Toronto, Jewelry, style now Levetus Morris & Co.; J. Kennedy & Co., Guelph, Jewelers, selling off by auction; John Crow, Hamilton, Jeweler, sheriff in possession; J. L. Martineau & Fils, Quebec, Hardware, has called meeting of his creditors; Hutchinson & Co., St. Johns N.B., Jewelry, store closed; John Woodward, Port Rowan, Hardware, selling out; Miller, Morse & Co., Hardware, Winnipeg, admitted F. M. Morse into the firm: John Swindles, Jeweler, Hamilton, skedaddled.

BUSINESS NOTES.

D. Haist, a tinsmith, of Walkerton, left suddenly the other night for parts unknown, but before doing so made an assignment to John Klein.



THE NEW WALTHAM WATCH CHRONOGRAPH.



The Best Watch now in the Market for General Use.

SOLD IN GOLD CASES ONLY.

Fourteen and Eighteen Carat Fine. Quality Stamped and GUARANTEED by the Company.

This watch is of medium size, and made to indicate and register the fifth second.

By new inventions and the application of American Machinery, THE AMERICAN WATCH CO. has so simplified the manufacture of these Watches as to greatly reduce their cost, and they can now be obtained at prices which make them the MOST DESIRABLE time-piece for all classes of watch wearers.

FOR ✢ SALE ✢ BY ✢ ALL ✢ FIRST-CLASS ✢ JEWELLERS

AMERICAN WATCH CO.,

ROBBINS & APPLETON, General Agents,

NEW YORK.

The Hamilton Powder Company, Montreal, has acquired the building now being erected on Bell's Island, Kingston, for the manufacture of dynamite. There is a great demand for this explosive and dualin at mines along the line of the Kingston & Pembroke Railway.

Mr. Franklin J. Laidlaw, for many years in the employ of the late Robt. Wilkes, and lately travelling for his successors, was last Thursday evening presented by his fellow-employees, with a gold Albert chain and locket, together with an address expressive of regret at Mr. Laidlaw leaving the employ of the firm.

A Young Canadian named Aylmer Samis was arrested on the 5th of January at Detroit for smuggling five watches. He pleaded guilty and was taken to gaol to await disposition by Judge Brown. Samis formerly lived in Port Hope and Newcastle. He has been in Detroit only a few weeks. Still the work goes on, and still we wonder at crime.

Mr. J. A. Watts, the well known and popular manager of the Toronto Silver Plate Co., has just returned from a visit to the United States, where he succeeded in securing the services of some of the best workmen in the electroplate trade. The Company will now prosecute vigorously the manufacture of the newest designs of Hollow Ware, and expect shortly to turn out an assortment of goods that will be a credit to Canada.

A New Telephone.—Mr. R. Gray, agent of the Grand Trunk Railway at Acton, has invented and patented a new telephone. The instrument has been in successful operation over a three mile circuit at Acton for some time, and although it has received no greater test so far its utility for this distance leaves no doubt as to the possibility of its successful operation over longer stretches. The chief feature of the new telephone is that you can hear a message in an office without putting your ear to the instrument, and that it does away with the necessity of using a bell to call the person up with whom you wish to speak.

The Hardware firm of J. L. Martineau et fils Quebec, has issued a circular to its creditors calling a meeting when a statement will be submitted. As far as we can learn from outside sources their liabilities will probably amount to about $25,000, due principally in Montreal. The assets are understood to be largely composed of outstanding accounts among poor blacksmiths in the Saguenay district. The concern, while claiming a considerable nominal surplus, has been in a troubled condition for a long time past. A failure is recorded against them in 1871, on which occasion they settled at twelve and six pence in the pound.

Mr. John Crow for some time has kept a small jewelry store on York Street, Hamilton. He went to that city about eighteen months ago, soon starting business with a capital about $1,000. On Tuesday, 2nd inst, he gave his wife some money and told her he was going to Toronto and would return the next day. He has not been seen in the city since. Deputy Sheriff Gibson is in charge of the stock for Mr. Crow's creditors, whose claims amount to about $2,000; assets about $700. Mrs. Crow states that she thought he was getting along well and had no idea he was going away. She is left in somewhat straightened circumstances, with an infant.

Montague Banks carried on the drug business in Winnipeg for several years and made an awkward failure. Then he became a clerk. About a year ago he bought a small grocery and liquor business and opened in his wife's name. Now she has assigned, with liabilities of about $8,000 and nominal assets of $5,000 or $6,000. Montague had not much business capacity, and could not reasonably expect to make money without it in a wide-awake city like Winnipeg. This is only another illustration of the folly of people who have not capacity rushing into business. "Oh! Montague, Montague, what would your mother say if she could see you now."

The latest proposed method of ensnaring "the enterprising burglar" throws door-pistols, electric bells, and all previous burglar alarm apparatus completely into the shade. Electric pins imbedded in window sills and door-steps did their work, but overdid it by alarming the burglar oftener than the household, and have consequently, fallen into disfavor. According to the new plan, the electric buttons will be preserved as before, but the current instead of starting an alarm will turn on the full glare of an electric light, and at the same time expose a plate in a camera all in readiness to receive an instantaneous picture of the party "occupied in crime." The scheme is novel and ingenious, and would be useful if photographs of an unmasked man could be counted on In the meantime it is better to be warned of the presence of a burglar than to have ever so good a picture of a felonious person effectually disguised.

John Swindle, jeweler, Hamilton, Ont., levanted a few days ago, leaving a lot of creditors to mourn his departure. Developments go to show that he did business largely with the pawnbrokers. At the different pawn-shops some eighteen watches, gold and silver, have been seized by Detective Mackenzie. They were pawned for a total sum of $223. The real value of the watches would not be less than $1,000. Many of the watches have been claimed by their owners. This Swindle swindler, is a good example of a class that are becoming common in America, simply because credit is too cheap, and wholesale houses have themselves to blame for crediting such irresponsible people. If wholesale dealers always insisted upon such men paying cash until they get their credit established, we would hear of fewer rogeries of this kind. His creditors should hunt for this fellow until they find, him and put him through as far as the law will allow. An example made of such people now and again might act as a deterrant against such practices.

Most jewelers find it hard enough to put their advertisements into prose, let alone into rhyme, but this does not seem to be the case with our friend W. J. Douglas, jeweler, of Pembroke, Ont. For his holiday advertising he mounts his Pegasian steed and soars aloft on the wings of verse away over the heads of his competitors. We trust his Christmas trade was as good as his verses, and that he may ever be able truthfully to sing

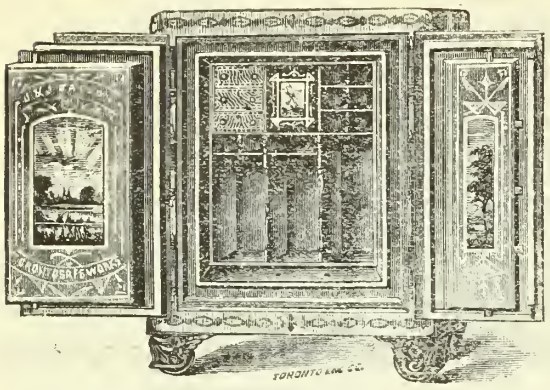
"Thus wags the world, success begets
Envy and malice, and oft sets
Slander in motion, anger whets,
But Douglas.

Onward, regardless, keeps his way,
Lets friends and foes have their say,
He sticks to business makes it pay,
Does Douglas.

Another of the best known business men in Montreal, Mr. Horatio A. Nelson, has passed away. Born in New Hampshire in 1816, Mr. Nelson went to Montreal in the year 1840, where he began business in the firm of Nelson & Butters. In 1861 the firm became Nelson & Wood, and in 1874, the four sons of the deceased being admitted partners, the firm became H. A. Nelson & Sons. A prudent and methodical man, Mr. Nelson built up an extensive business, and what is more, earned an enduring name for fair dealing, which his sons and successors in two cities well maintain. In the City Council of Montreal the deceased gentleman served his fellow-citizens faithfully and well, holding for years the position of chairman of the Finance committee. In Quebec Legislature he spent three or four years; as president of the Montreal Loan & Investment Association, director in Molsons Bank and other corporations his judgment was valued; while in works of temperance, charity and morality his influence was strong on the side of right. It was not alone in church circles that he received and merited the affectionate title of "Father Nelson;" he has been father, helper, counsellor, to many. In his death the city of Montreal losses a diligent, conscientious and public spirited citizen.

Death of an old and Highly Respected Jeweler.—We are sorry to have to chronicle the death of Mr. Henry Davis, the well-known jeweler of London, Ont. Mr. Davis had been engaged in the jewelry business in that city for nearly thirty years, and was well known throughout the trade as one of the best watchmakers in Canada. He leaves three sons engaged in the same business, one in London, who for several years past has managed the old business, and two in Toronto, who have built up a very successful trade under the style of Davis Bros.

By the death of Mr. James Michie, Toronto loses one of her foremost and most respected citizens. Mr. Michie was born in Strathdon, Aberdeenshire, Scotland, in 1828. At the age of eighteen he left his native town and country for Canada, and arriving in Toronto in 1846. On coming to Toronto he entered into the services of Alex. Ogilvie & Co., of which his uncle, the late George Michie, was partner. In 1853 the now well-known firm of Fulton, Michie & Co. was established, the late James Michie being the managing partner. This was the retail branch of the wholesale firm of A. Ogilvie & Co. About the same time as the business of Fulton, Michie & Co. was established, the present firm of George Michie & Co. was also started, James Michie being a partner. Probably no citizen of Toronto was better known and liked than Mr. Michie. He was the soul of honor, generous to a fault and liberal, though unostentatious in his munificent charities. He had a host of friends, not one single enemy, and his name will long be remembered in this city as that of one who, possessing immense riches, used them so well as to earn the good will instead of the envy of those who knew him. The many who had not the pleasure of his acquaintance will miss his genial face and well-known form from our streets, but to those who knew him but to love him, his death creates a gap that no one else can fill.



J. & J. TAYLOR,
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

A. C. ANDERSON & CO.

NOTICE.

We take this opportunity of thanking our numerous customers for the liberal share of patronage extended to us during the season of 1882, and also beg to announce that our Mr. Anderson has just returned from the American Markets, where he has been selecting the latest novelties. Our travellers will take pleasure in calling on the trade during February.

A. C. ANDERSON & CO., - - HAMILTON, ONT.

"EXCELSIOR"

PATENT DUST PROOF CASE.

TRADE 

MARK.

Zimmerman, McNaught & Lowe

Desire to inform the Trade that they have on hand a Large Stock of this new Dust-Proof Case, which is

UNQUESTIONABLY THE BEST AND CHEAPEST DUST PROOF CASE IN THE MARKET.

ALSO A COMPLETE STOCK OF

Boss' Patent Stiffened Gold Cases.

THE BEST GOLD-STIFFENED CASE MANUFACTURED, BOTH IN KEY & STEM-WINDERS.

WORKSHOP NOTES.

Engravers' Border Wax.—Beeswax, 1 part; pitch, 2 parts; tallow, 1 part; mix. Engravers' cement: Resin, 1 part; brick dust, 1 part; mix with heat.

Polishing Powder.—An excellent polishing powder for gold and silver consists of burnt and finely-pulverized rock alum, 5 parts, and levigated chalk, 1 part. Mix and apply with a dry brush.

Gum for Backing Labels.—Mix pure dextrine with boiling water until it assumes the consistency of ordinary mucilage. Apply with a full evenly-made camel's hair brush. The paper should not be too thin or unsized.

Tranferring Pictures, etc.—If you desire to transfer pictures from paper to wood, for re-engraving, soak the print in a saturated solution of alcohol and white caustic potash, to soften the ink, then transfer to the block under roller pressure.

Extracting Silver from Wastage.—Mix your refuse with an equal quantity of wood charcoal, place in a crucible, and heat to a bright red, and in a short time a silver button will be found at the bottom. Carbonate of soda is another good flux.

To Renew old Oil Paintings.—The blackened lights of old pictures may be instantly restored to their original hue by touching them with dentoxide of hydrogen, diluted by six or eight times its weight in water. The part must be afterwards washed with a clean sponge and water.

Metal Letters on Plate Glass.—It is often necessary to attach glass or metal letters to plate glass. Use the following binder: Copal varnish, 15 parts; drying oil, 5 parts; turpentine, 3 parts; oil of turpentine, 2 parts; liquefied glue, 5 parts. Melt in a water bath and add 10 parts slaked lime.

SCIENCE AND OTHER NOTES.

Silver coin was struck at the English mint last year to the value of $5,021,615. The profit to the Government was $469,110. Besides this coinage, the mint struck about $90,000 worth of bronze pieces. In 1881 worn coin of the nominal value of $1,600,000 was withdrawn from circulation. The recoinage of the light gold in circulation in England, computed at $250,000,000, cannot be deferred much longer, in the judgment of competent observers. Besides the expenses of recoinage, there will be found an actual deficit of precious metal of $3,250,000, if the process be undertaken.

To imitate old artistic productions made of solid silver, the ground work and hollow portions not subject to friction are covered with a blackish red earthy coat, the parts in relief remaining with a bright lead luster, mix a thin paste of finely pulverized plumbago with essence of turpentine, to which a small proportion of red ochre may be added to imitate the copper tinge of certain old silver ware; smear this all over the articles. After drying, gently rub with a soft brush, and the reliefs are set off by cleaning with a rag dipped in spirits of wine. Old silver is easily renewed and the brightness of the metal restored by a hot solution of caustic potash, cyanide of potassium, or benzole. To give the old silver tinge to small articles, such as buttons and rings, throw them into the above paste; rub in a bag with a large quantity of dry fir-wood sawdust until the desired shade is obtained.

The case of two clever English rogues, Fulton and Watson, came on for hearing in the city of Paris yesterday. It was they who last winter stole from a jeweler, Mme. Chauvet, in the Rue des Capucines, diamonds to the value of 230,000 francs. The robbery was perpetrated in the following daring fashion: A man, calling himself Caston, presented himself in Mme. Chauvet's shop and requested to be shown some diadem diamonds, necklaces, etc. His manners were so good, and his dress so elegantly correct in every respect, that the merchande had no hesitation in spreading before her customer her most valuable gems. Of these the swindler made a lavish choice, and asked Mme. Chauvet to place them in a small black hand-bag he had brought on purpose. In payment, the pretended Colonel offered a check on a foreign bank, which was refused. "Wait a moment," cried the blackleg. "I will get it changed at the bank and bring you the notes. Keep the hand-bag; I shall be back directly." So saying he disappeared. Almost immediatly he had left the shop a respectably-dressed woman entered and requested to be shown a certain ring in the shop window. While Mme. Chauvet was occupied in getting the ring, the "Colonel's" accomplice succeeded in adroitly substituting an absolutely similar hand-bag for the one left on the counter. This done, she quickly chose her ring and left. When evening came without her customer returning, Mme. Chauvet opened the bag—which she thought was the same one that "the Colonel" had left—and discovered that she had been robbed. When Fulton and Watson were arrested in Belgium for other diamond robberies, several stones stolen from Mme. Chauvet were in their posession. Fulton was yesterday sentenced to four years, and Watson, the pretended Colonel, to five years' imprisonment.—*London Standard, August 27.*

The Watchmaker, Jeweller and Silversmith,

A Monthly Illustrated Journal. Published in London.

The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

This important Trade Organ, now in its seventh year of publication is in the hands of every British Watchmaker, Jeweller and Silversmith, and is therefore a most valuable medium for manufacturers requiring publicity in Great Britain.

Our list of permanent contributors includes such names as: J. U. Poole, Richard Whittaker, Henry Ganney, Moritz Grassmann, J. Herrmann, E. J. Watherston, W. H. Singer, an ample guarantee for the sterling value of the journal. Subscription 5s. per annum.

Published by A. FISCHER, 11 Saint Bride Street, London, E. C., England.

THE WATCHMAKER And Metal Worker

Is the official Journal of the

Watchmakers and Jewellers,

of the North west,

CONTAINING 56 PAGES OF

Illustrations and Reading Matter.

Whose columns are replete with choice articles upon Horology, Watch-making and repairing, written for this Journal by practical and scientific men; also a large amount of general information of vital importance to the trade; also continued articles, or lessons in letter engraving, written by a celebrated engraver of this city. Subscription price, $1.50 per year. Single copy, 15 cents.

Jewelers' Publishing Company, Publishers,

149-151 STATE STREET, CHICAGO.

New York Office, 206 Broadway,

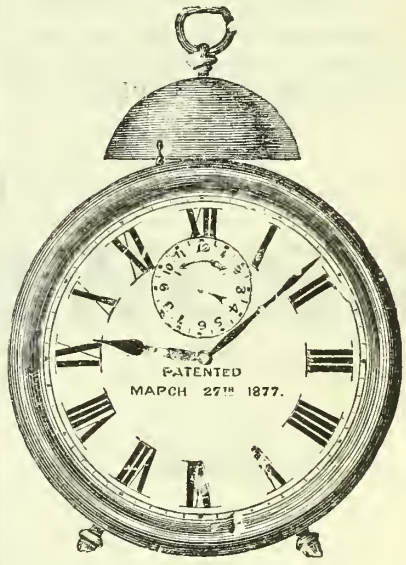
FOREIGN OFFICES.

H. Bush, Appointed Agent, - - Hull, England
Henry F. Gillig, 449 Strand, W. C., London, Eng
E. de Wytenback. - - - Geneva, Suisse

THE LARGEST

Clock House

IN CANADA.



I beg to direct the attention of the Trade to my large assortment of Clocks, from the following celebrated manufacturers, viz.:

SETH THOMAS, WELCH,
GILBERT AND ANSONIA,
INGRAHAM

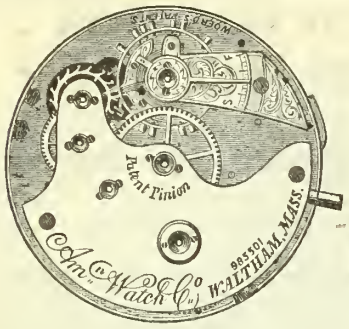
I keep these Clocks in every style now manufactured, and show 200 different varieties of samples, besides Regulators of all kinds.

I will sell, only to the Trade, any of the above makes of American Clocks at prices lower than any house in Canada, and will guarantee to meet any competition either in quality, style or price. Also a large variety of Ladies and Gent's Swiss Watches, Gold, Silver and Nickel Cases, Key and Stem Winders.

SAMUEL STERN,

Sole Agent for SETH THOMAS' CLOCKS,

31 Wellington, 40 Front St. E., Toronto.



INGLIS, PICARD & CO.,

(Successors to H. VIDAL & CO.,)

IMPORTERS OF AND JOBBERS IN

Watches, Watch Materials,

TOOLS, WATCH GLASSES, ETC.,

P.O. BOX 1775.

214 ST. JAMES STREET, MONTREAL, QUE.

GEO. E. COOPER

ORNAMENTAL & GENERAL

ENGRAVER,

31 KING STREET EAST,

TORONTO - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.

TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

"THE TRADER" is Printed by
R. C. McLEAN,
13 Adelaide St. East, Toronto.

All Descriptions of Job Work promptly and properly executed.

T. WHITE & SON,

Manufacturing Jewellers, Gold and Silver Platers, and

LAPIDARIES,

12 Melinda St., Toronto

Canadian Agates, Amethysts, &c.,

polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

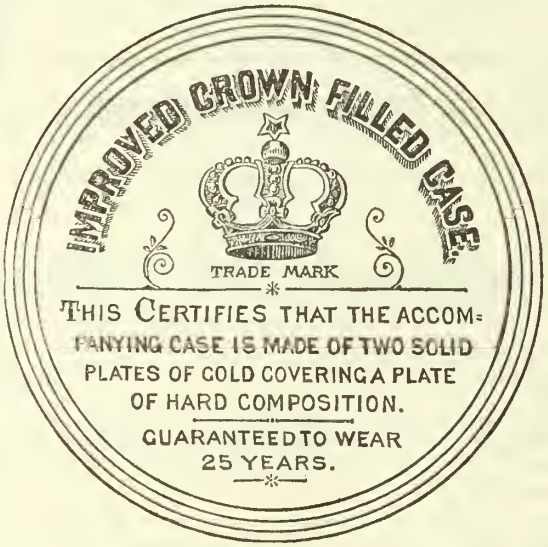
N. B.—Always on hand a stock of

Stones, Imitations, Locket Glasses, &c.

Unsurpassed in the Dominion.

IMPROVED
CROWN FILLED CASE.

The Smallest, most Compact, and Symmetrical



Filled Gold Case ever offered to the Trade.

SUPERIOR QUALITY. SUPERIOR FINISH.

SOLD BY LEADING JOBBERS.

THE TRADER.

TORONTO, ONTARIO, MARCH, 1883.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

STOCK TAKING.

Every merchant should take stock at least once in each year, and in addition to this he should also go carefully through his accounts and find out whether his trade has been a profitable one or the reverse.

Stock taking is not an enticing occupation. In fact, we think that most of our readers will agree with us that it is a dusty, tiresome, mean job; but as every good business man knows, it is a necessary evil, and one that should be faced manfully if a merchant wants to know enough about his business to deserve success.

The merchant who takes stock and balances his books regularly, has a long pull over his rival who never cares to bother about such things, and thinks them all a waste of time. He finds out for a certainty what goods have sold best, what have been stickers and therefore unprofitable, what lines it will pay him to cultivate and what to drop. He will also know more about his accounts, and be able to save money by a little judicious pressure on sundry long-winded or weak kneed customers, who, otherwise, would let him in for a loss or shove him off for another year.

One of the reasons why so many merchants fail is because they know little or nothing about their own business. They stumble along from year to year of their business career, but they can never tell you for certain whether they are solvent or insolvent. They never take stock, never balance their books, never do anything but blunder along in a hap-hazard sort of a way, and trust to that most fickle of all godesses "Fortune," or "luck" as they have it in vulgar parlance. Thus with the blind being led by the blind, is it any wonder that so many of them fall into the ditch of bankruptcy.

We have known merchants, who, when questioned about their financial position, assured their creditors that they were all right, and they knew they had a surplus.

We have known these very individuals inside of three months go into bankruptcy, and when their estate came to be investigated it could not show more than fifty cents on the dollar, even on paper, and probably not the half of that when brought under the hammer.

These men never took stock, they never investigated their accounts, they never balanced their books, books did we say, why they hardly knew what the term meant, they had an apology for a set of books, but they might about as well have had none for all the practical use they were to them.

They were a good deal worse than the Irishman we once heard of in an eastern Canadian city who took stock every year with great regularity on this principle: He would set all his clerks at work making an inventory of his goods, and when they had taken as much in amount as equalled his liabilities he would say to them: "Now then boys you've taken enough to pay the creditors, and all the rest is my own and ye can stop."

This was a primitive way of bookkeeping certainly, but it was far ahead of that of many who never know for certain that they have any margin above their liabilities to call their own. In fact some business men never know what their liabilities are until they are tabulated by the official assignee.

We cannot impress too strongly upon our readers the importance of an annual stock taking and straightning up of accounts. We know it is disagreeable work but is a necessity if one wants to succeed.

A GOOD ACT.

We are pleased to notice that Mr. Beaty, the member for West Toronto, has this session of Parliament taken time by the forelock, and has given notice of motion for his insolvent bill, entitled, "An act for the equitable distribution of insolvents' estates." We trust that Mr. Beaty will not allow his measure to be crowded out this session as it was last time, as it is an act that is demanded by the necessities of the times if we wish to preserve the status of commercial morality amongst our mercantile men.

We have often before stated that no one can find fault with the theory underlying all insolvent legislation, viz.: "that when a merchant becomes insolvent his estate should be divided *pro rata* amongst the whole of his creditors." Every one will admit that in theory this principle is correct, and it is only when we come to carry it practically into effect that we experience any difficulty or disagreement. The trouble seems heretofore to have been that our insolvent acts aimed at too much rather than too little, and in the multitude of provisions it became so cumbersome and expensive as to defeat its own ends.

What we want is a simple law for the distribution of an insolvent's estate, an act that shall force a trader to assign for the benefit of his creditors generally as soon as he becomes unable to meet his liabilities or can be proven to be insolvent, an act by which all debts against the insolvent's estate shall rank *pro rata*, whether current or matured; and one, moreover, that shall leave the disposition of the assets in the hands of the creditors themselves.

This last feature, which contains within it the element of cheapness, so necessary to any good insolvent law, is absolutely necessary to make any legislation of this kind successful. Hitherto under the old insolvent law the assignee had a percentage on the full amount of any estate, and by the time his percentage and other expenses were paid the creditors were in many cases left pretty badly. As a rule these assignees fattened at the expense of the creditors, and the estate could in nearly every case have been wound up equally well by the creditors themselves without his interference.

As a matter of equity the creditors own all the debtor's assets. What more common sense scheme could be inaugurated then than simply to let them do what they think fit with them. If they wish to give the estate back to the insolvent they can do so, if they decide to sell they can do so, even should they decide to distribute the goods themselves it is in

their province to do so; surely those who own an estate and are more interested than anyone else can possibly be in seeing it properly administered should be empowered to act as the circumstances seem to them to demand.

We think were the law framed upon such a basis as this, that more general satisfaction would be felt throughout the whole mercantile community, both wholesale and retail, than could possibly be if the winding up of estates were put into the hands of any officials, who either directly or indirectly had to make a living out of it. Merchants generally think they possess brains enough to run their own business, and we think this is about as much their own business as any other could well be, seeing that they own the whole concern.

As regards the insolvents themselves, whose rights have always to be considered in any such legislation, we think that if honest they would be safer in the hands of their creditors than in those of any government official, who could not possibly have as great an interest in seeing them make such a fair settlement as the creditor, who might, if things went on smoothly, afterward replace his loss by the profits of future transactions.

As a rule creditors are lenient with any debtor who fails through misfortune, and if he evinces any disposition to do right, he invariably receives a helping hand, and this would be more than ever the case were the creditors masters of the situation as we have suggested above.

We shall look forward with a good deal of interest to see the result of Mr. Beaty's attempt to remedy what is now an admitted evil, and we in common with many others wish him success.

THE DISCOUNT SALES HUMBUG AGAIN.

We had hoped that the discount sales humbug which for four or five years has, like some periodical epedemic, broken out just before the Christmas holidays, had become a thing of the past, but it seems we were mistaken in our estimate of the influence that common business prudence has in the direction of the affairs of some of our retail jewellers.

We have on more than one occasion attacked these discount sales and proved their folly or dishonesty, but in spite of these and many similar warnings, there are to be found dealers who are either charitable enough to give away thirty or forty per cent. of their profits, or dishonest enough to try and persuade a gullable public that they are doing so.

We have yet to learn that the dealers who were foolish enough to injure their own business and the trade generally by such a practice, have really received any benefit at all commensurate with the evil they have inflicted. We have even yet to learn that they succeeded in increasing their sales beyond that of their competitors who sold at net prices, or even beyond what they themselves would have done had they followed a similar course.

It is somewhat singular that the jewelry trade is almost the only one that is forced to sacrifice goods in this manner. With the exception of a few dry goods dealers who have been "going out of business" for the last twenty years and therefore offering their goods at their usual tremendous bargains, we are not now aware that any other trade is similarly afflicted.

The more we examine into this thing, the more we are convinced that the whole trouble arises from the greed or incapacity of those dealers practicing it, and not from any real necessity, either from the state of trade or the demands of the public.

People don't buy jewelry because it is cheap, for as a rule very few know whether an article of jewelery is cheap or dear at the price asked for it, and have to depend almost entirely upon the honesty and reputation of the seller. This being the case, it must be acknowledged that it is not because they know anything about its value that they buy jewelery at these discount sales. They fancy they are getting bargains, but in nine cases out of ten they are not, and this they will surely find out in the long run. The same thing explains why some retail jewelers prefer selling goods by auction to selling by regular private sale; they say the latter way is too slow, and that they can make fully as much if not more profit on cheap goods by auction.

The fact of the matter is that the public are easily gulled, but even this is no reason why the jewelry trade, which, beyond all other trades should be above even the breath of suspicion, should demean itself by coming down to the level of business sharpers. The jewelery business is peculiarly one of confidence, and it seems a pity that those engaged in it should of their own accord lay themselves deliberately out to ruin it. They may not think that these discount sale humbugs have such an effect, but if they will only take the trouble to look below the surface they will find that what we say is correct beyond the shadow of a doubt.

These discount sales may not be dishonest, but they verge so closely on it that many people not gifted with a superabundance of intelligence fail to comprehend the difference. Of course they ought to know better than this as it is only a sharp business practice, and humbug is now-a-day's considered legitimate if it be only successful, but in our estimation it is a practice that is detrimental to the best interests of the jewelery trade and one that should be discouraged by all jewelers who have the good of the trade and their own interests at heart. Our idea is that the only way a safe and paying business can be built up is to make a reputation for honesty and integrity by selling goods for what they really are and at their true value.

This method may be old-fashioned and behind the spirit of this fast, wide-awake age, but it is at least safe as well as having the merit of being honest. Any system of discount sale humbug and chicanery, although it may flourish for a season, is sure to come to grief in the long run, and we would strongly advise our readers to keep clear of all such and stick to the old-fashioned though slower and more honest system.

Selected Matter.

HONORS TO AN OLD TORONTO MAN.

On the 6th of January Messrs. Robbins & Appleton tendered a dinner to Donald Manson, their Australian representative, at the rooms of the Union League Club. Sumptuous as were these rooms, the tables were equally ornamented by elaborate dishes, composing a most tempting *menu*, to which the assembled guests did ample justice.

When the work of destruction was completed, Mr. Appleton, who presided, arose and addressed Mr. Manson, speaking eulogistically of the valuable services rendered to the American Watch Co. by that gentleman, and holding him up as an example to all for his devotion and loyalty to the cause of the American watch industry. He proposed the



WITHOUT A RIVAL.

THE JAS. BOSS'

Perfected Gold Watch Case

SOLID GOLD BOW.

NEW AND EXCEEDINGLY FINE FULL ENGRAVINGS.

The great success of this NEW case is to be attributed to the fact that to it is applied the same TALENT that is to all the products of the Keystone Factory, and so it is the common saying

"IT BEATS THE WORLD."

health of Mr. Manson, and asked all to join him in wishing the guest of the evening a pleasant voyage out and success in all his undertakings.

Amid great applause Mr. Manson arose to thank the chairman for his expressions of kindly feeling and for the good wishes of all present, referring to the prejudice and opposition American watches had to encounter, especially in countries antagonistic to American enterprise. He said that the excellence of the watches made at Waltham was sufficiently eloquent to brush away every obstacle that beset their introduction into foreign lands, and on this characteristic element of Waltham watches he alone relied for public appreciation in the Australian market.

Congratulatory despatches were sent to Boston, where the foremen and officers of the Waltham Factory happened to be celebrating the completion of the 2,000,000th watch at a dinner at Young's Hotel, the day having been chosen to celebrate also Mr. R. E. Robbins' twenty-fifth anniversary of his assuming the office of Treasurer of the company. Telegrams were sent congratulating him upon the success he has achieved as the pioneer who made the American Watch Company the standard bearer of a new interest in America, an enterprise which, at the outset, employed only a small number of hands, but now affording a comfortable livlihood to more than two thousand men and women in Waltham alone. Many reminiscences of the early days of American watches were told, and thus pleasantly the evening was spent, until at a late hour the party separated under the merry notes of:

> "For he is a jolly good fellow,
> The which nobody can deny!"

—*Jewelers' Circular.*

CURIOUS.

An astronomer noticed that the steel parts of a very valuable clock were coated with rust, in spite of a most careful previous cleaning. Since no other instrument in the observatory exhibited a similar appearance, the cause was assigned to the case, and this submitted to a thorough examination. The front of the case consisted of mahogany and the back part of oak wood, while both were connected by copper braces. It was suspected that the oak wood exerted the injurious influence, wherefore the copper braces were unscrewed, and it was found that those parts passing through the mahogany were entirely lustrous, while the ends through the oak wood were covered with copper oxide. Small holes were bored into the wood, the chips, amounting to a small fraction of a gram, were heated in boiling water above a flame and litmus paper was dipped into it, which was at once reddened. Perfectly dry, stuffed for a few seconds into the holes, were strongly reddened after a few seconds. From this may be seen that the acid contained in oak wood is extremely volatile, and this wood is not whatever suitable for instrument casings.—*Exchange.*

FINE ART WORK.

The Nuptial present of the Province Saxony for the Prince and Princess Wilhelm of Prussia, and which at the festival was only donated in design, has been finished. The central piece, a silver cup about one meter (39-37 inches), has been completed some time ago by the firm of Sy & Wagner. It was modeled by the sculptor Zacharias, and is surrounded by a border representing a marriage procession, embellished with exquisite figurative and ornamental adornments in relievo, gildings and settings of colored jewels, of an admirable effect. The three-story buffet, destined for receiving this *chef d'œuvre*, was carved out of walnut by a sculptor of Magdeburg, assisted by architect Schutz, and, of course, is ornamented in the highest style of wood carving; while paintings at either side of the main division lend an additional effect. They consist of two allegorical female figures, standing in half-round niches. They represent the two chief branches of the Province Saxony, mining and agriculture. The former has the hammer in the right hand, while the left raises the ray-encircled gems, with the mining lamp in the diadem; the other one rests a foot upon the plow, carrying a pigeon in the right hand, while embracing a cornucopia with the left arm. The long front of the Merzeburg Castle is painted in a lower compartment, and in the others, respectively, the domes of Magdeburg and Erfurt, with other representations also of local interest. The goldsmith's work is said to rival any of the productions of the famed middle age,—*Ex.*

CLASSIC STYLES IN JEWELRY.

We are indebted to Oscar Wilde for making the sunflower popular. The use of the topaz with the fine frosted gold gives us a good sunflower, while an amethyst does duty for a pansy, and pearls and topazes can be worked up for the daisy. The very white shade that silver can now be made to take is useful in making flowers into jewelry. There is no new way of setting diamonds except in flowers. The single stones of value are very simply mounted, silver being the best setting, and are worn close to the ear.

There is now an odd fancy about ear-rings. Two of a kind are no longer scrupulously held to be a pair, but odd stones are worn as a pair. You will see a pink pearl on one ear and a black one on the other, or you will see a diamond in one ear and a clear white pearl on the other. A Turkish grandee, who was in this country some years ago, commented upon the poverty of design in the ear-rings of American women. He said that the ear-rings, as a feature of personal decoration, did not seem to be appreciated; that the odalisques in the harems wore the most beautiful ear-rings of any women in the world, and that, what was better, they designed them, there being no more exquisite taste in jewelry than that of the Sultana. I know of no fortunes in odd ear-rings in New York, and if the fashion of Cleopatra's days is adopted, it is not likely that her extravagance in jewelry will be imitated, for the pair of ear-rings she wore before Antony is said to have cost over half a million dollars.--*Exchange.*

INGENIOUS ROBBERY OF DIAMONDS.

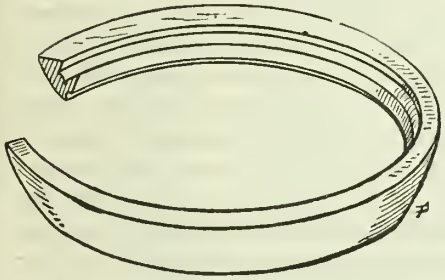
The details have transpired of a most daring and ingenious robbery of diamonds, valued at between £400 and £500, belonging to Messrs. Wellby, 18 and 20 Garrick Street, Convent Garden, and it is believed that with the capture of the thief further discoveries in relation to other jewel robberies will be brought to light. It appears that Mr. George Attenborough, who has recently removed his stock from his shop, now undergoing

FOR NEW METHOD OF CASE MAKING, SEE

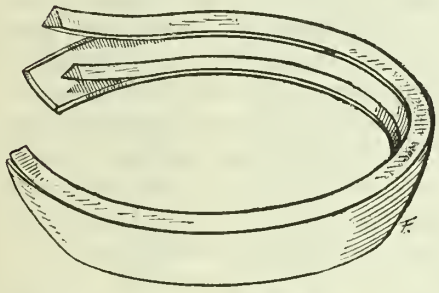
The Keystone Coin Silver Watch Cases.

A Jeweler having a large Rail Road Trade, says: Your Full Bascine BEATS THE WORLD and the KEYSTONE is the only case that will not spring in the backs with hard use.

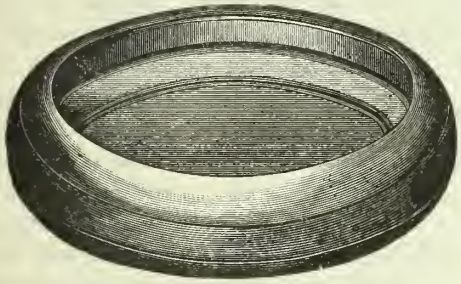
TO ILLUSTRATE,



Shows Bezel of Keystone Case made from a solid piece of sheet silver by swedging dies.



Shows Bezel as commonly made with three pieces of silver soldered together.



Shows Keystone Case brought to this state, without a particle of solder, and composed only of four pieces of silver.

THE ADVANTAGES,

INCREASED WEAR & STRENGTH. **PERFECT FINISH.**

A MUCH CLOSER FIT.

demolition, at the corner of Chancery lane, to his new premises at 71 Strand, was conversing one day with some customers, when a stranger hurriedly entered and asked whether any one of the name of Hamilton had come about the purchase of some jewelery. Mr. Attenborough turned to the newcomer, and, seeing he was quite unknown to him, asked the hour at which he was to meet Mr. Hamilton, and the nature of his business, to which questions he gave satisfactory replies, and, depositing his hat on the counter, he quitted the shop as if to give directions to the cabman who had driven him there. He was observed by an assistant to be in conversation outside with another man, who handed to him a small bag, with which he entered the shop, and stood near the door, as though waiting the arrival of his friend. No one, however, came, and presently he put on his hat and went away, saying he would return again shortly. No one of the name of Hamilton called, and nothing was seen of the visitor during during the rest of the day, and on Friday Mr. Attenborough asked his assistants whether they had heard or seen anything of their strange visitor. He was told that he had not returned, and a curious fact connected with his visit was that one of the assistants felt confident that the man he was talking to outside the show window was one of Messrs. Wellby's people. The whole circumstances were so strange, that a member of Mr. Attenborough's staff took an opportunity of calling at Messrs. Wellby's on Saturday morning, and during his visit he mentioned that he had seen one of their people outside Mr. Attenborough's premises on Thursday. "Why, of course you did," was the reply, "he took down the jewellery you sent for." "We have sent for no jewellery," said Mr. Attenborough's assistant, and immediately the nature of the fraud became apparent. It was afterwards discovered that on the day previous to the robbery a well-dressed man called at Messrs. Hancock, and stated that he came from Messrs. Attenborough, whose card he presented, and said they had just entered their new premises, and wished for some handsome jewellery for stock. Messrs. Hancock's manager replied that he thought it very odd that Mr. Attenborough should send to him, as he (Mr. Attenborough) could buy jewellery much more suited to him at Messrs. Wellby's with whom he knew Mr. Attenborough dealt; and he added: "You tell him so with my compliments." The next day the thief, fortified with Messrs. Hancock's advice, called on Messrs. Wellby, and stated that he was an assistant to Messrs. Attenborough, and had been sent for some expensive diamond ornaments to show a customer at their new shop on the Strand. The first observation was "Why, you are not one of Messrs. Attenborough's assistants." To which he replied: "I have been there for years; here is our card." And he again produced the card he had previously procured. Messrs. Wellby then allowed him to select £400 or £500 worth of brilliants handsomely set; and not being quite satisfied with his statement, sent one of their assistants with him in a cab to Mr. Attenborough's. The thief alighted first, and asking the young man to wait a moment while he spoke to Mr. Attenborough, he entered the shop as described above. The assistant of Messrs. Wellby paid off the cab, and was following the stranger into the shop when that person ran out without his hat, saying: "All right, the the customer happens to be there now. Give me the bag," He then took the bag and ran into the shop. Mr. Wellby's man, after looking through the glass and seeing the stranger inside with several of the regular assistants, became satisfied that all was right and walked away. So, it appears, did the thief, carrying the jewels with him. He is described by the attendants at Messrs. Wellby's as follows: Height, 5ft, 8in. or 5ft 9in.; oval face, pale; dark hair, inclined to be gray; whiskers and slight moustache and beard; age about 45; wearing black frock coat and silk hat. The stolen bracelet contained a single row of diamonds; one of the brooches was arranged in the shape of a leaf, the other in the form of a spray. The earrings were rather long and old-fashioned, of the description known as "drop-earrings."—*Pawnbrokers' Gazette.*

A CURIOUS CONSPIRACY.

At the instance of Hagstoz & Thorpe, proprietors of the Keystone Watch-case Manufactory, a capias was issued on Friday for the arrest of John C. Dueber, the chief owner of Dueber Watch-case Manufacturing Company, of Newport, Ky., and three of his employees, Richard Clarke, A. Williman, and Christopher Naul.

Some years ago Dueber owned a watch-case manufactory in Cincinnati, and produced some of the best watch-cases made. As his business grew he moved across the Ohio river to Newport, Ky., where he established large factories, and was one of the largest manufacturers of the kind in the country. He made some of the finest cases there in the trade, and found a ready market for his wares. In 1875 Hagstoz & Thorpe started in the business with thirteen hands, having their manufactory in the *Ledger* building in this city. They obtained possession of the "James Boss' patent gold watch-case," which was a better case, and manufactured for less money than any then made. It consisted of a heavy-solid gold plate on the outside and inside of the case, with an inner plate of a cheaper metal to give it the necessary strength. This was the principle of the patent, but of course the manner of producing the result was a secret known only to themselves. The business so grew that in 1880 they moved to the new buildings at Nineteenth and Brown Streets, where they now employ 500 hands. At that time George W. Childs entered the firm as a special partner, putting $100,000 into the business with the idea of manufacturing silver cases as well as gold. Hagstoz & Thorpe had discovered a new way of making silver watch-cases, using one piece of solid silver for each part of the watch-case instead of making the parts of different pieces of metal, soldered together, as had been the custom under the old method. In this way they made a case much finer in appearance and almost absolutely dust and damp proof.

A VAIN COMPETITION.

Dueber endeavored in vain to equal their work, and now that silver cases of such quality were produced, found his trade fast slipping away from him. About two months ago Richard Clarke, one of Dueber's subordinates, came to this city and took up his quarters in a boarding house on Wylie Street, occupied by the workmen of the watch-case factory. He made himself very agreeable to the workmen, was very liberal with his money, tried to get hold of cases in process of manufacture, and endeavored to decoy several of the skilled workmen away from Hagstoz & Thorpe to work for Dueber, at Newport. If he could have obtained the cases in the different stages of completion, he could have got hints at the peculiar tools used in the different

THE MANUFACTORIES OF THE

JAS. BOSS AND KEYSTONE WATCH CASES.



NINETEENTH AND BROWN STREETS,

PHILADELPHIA, PENNA.

processes, which tools were trade secrets of their firm, and which Dueber was especially anxious to obtain a knowledge of. The workmen, however, were faithful to their employers, and detectives were placed in Clarke's shadow. Several days ago Dueber, himself, came on with the two other employees, Naul and Williman, and established himself at the Continental Hotel, where he invited the workmen of his rivals to sup with him, and to partake of the good cheer of the hotel. The genial workmen dined with him, talked business with him and went home to their emyloyers and reported their adventures. The Philadelphia firm thought that the matter had gone too far, and issued a capias as above set forth. Dueber and Clarke were arrested at the matinee of the Wall Street Theatre, where they had gone to enjoy a different species of "Forbidden Fruit" from that which they had been seeking for some time, little thinking that the meshes of the law were closing about them. The complainants bring suit against the defendants for $50,000, claiming that this is the amount of damage to their business through the loss of their exclusive knowledge. Judge Pierce fixed the bail of each of the defendants at $3000.

DECOYING APPRENTICES.

Failing to gain over any of the men in the employ of Hagstoz & Thorpe, Dueber & Clarke approached several apprentices and endeavored to get them away, thus rendering themselves directly amenable to a special State law relating to the decoying of apprentices. One boy who was getting $16 a week was offered $17. Dueber said to him that he could not roll out the stock without showing the marks of the cogs, and asked how Hagstoz & Thorpe did the work. One man, who made peculiar dies for the getting up of different parts of a case, was offered $24 a week, and then $30, and was told by Dueber that he would see him again. These cases and many others are testified to by the operators, and their affidavits are in the hands of the prosecuting firm.

Appended is an exact copy of a letter found in Clarke's person, the original of which is in the possession of Hagstoz & Thorpe. This letter, written from the office of the firm, and setting forth that the firm will pay all bills incurred by Clarke, implicates without doubt the firm and their subordinates. It also renders them liable for receiving stolen goods:

The
Dueber Watch Case
Manufacturing Company,
Trade X Mark
Cincinnati, Ohio. Factory Office,
Newport, Ky., Aug. 18th, 1882.
P. O. Box 1334.

FRIEND DICK: I received your letter yesterday, I was not at all surprised at you quitting but I wish you Cold of held on a little longer until you got the Centers I want you to keep in Correspondentse with the Center pressman as I shall want him so you can let him know and be sure and get the Centers and send them as soon as you get them, I received the other parcel safe, Dick I want you to find out where a man by the name of William Brown he used to make the springs at Sag Harbor he lives somewhere in Brooklyn but I leave it to you to find out where and send me his address see him yourself if you can and have a talk with him, I want you to get him, I want you to write by return and let me know if you have gone to switter's in State Street to work if you have not got in work I want you to go to Waltham Ma. and try and get on their and let me know what they are doing but do not get out of the trade as I have got a Job for you when you are through if you Can get in at Switters do so for a time any way you Can Get in with some of the boys and have a talk with them and find out what they are doing in fact Dick I want you to Get in every Shop you Can in Brooklyn New York and then go to waltham & when you are through this I want you to go to Philadelphia and do a little work their but their is time to have that over latter, take all the News you can to the office in Maden Lane, Besides what you send Me go their often I am working a good thing for you and I want you to write oftener and let me know if you want Money and how much, and do not be afraid to let me know for what I want you to do will cost you a little money & the Firm will pay you for it.

Yours, NAUL.

DICK:

P. S.—Keep your eyes open, and let me know all you Can you will not loose by it. NAUL.

—*Philadelphia Press.*

WATCHES AND THEIR ABUSES.

Although the manufacture of timekeepers is regarded as simply mechanical, we claim it should rank among the fine arts. We think the watch the only perfect instrument made. No other does as much within itself. Keep the little darling wound and properly cared for, and it will correctly indicate the time for years at a stretch. Day and night, cold or warm, the hands will inform you when to rise in the morning, when to breakfast, when to dine and sup, and inform you the time to retire to rest, beside a multitude of other duties.

In return for all this constancy what kind of treatment does this faithful companion receive? In the first instance we call on the watchmaker and drive the closest bargain we can. For instance, we only want a cheap article for the present, but will get a better when more able; so we will just take an Ellery or a Wheeler, or perhaps a Broadway, as money is a little scarce, and that will answer us just now. We manage to scrape up say ten dollars, and shake it at the watchmaker, and get the handsome and perfect timekeeper that the manufacturer has spent hundreds of thousands of dollars to produce in its now complete state. We have it set just on time by the shopkeeper's regulator, turn out our old pocket and shake a spoonful of dust on the floor, place the new chronometer in its place and start on our regular avocation, perhaps that of a railway brakesman. We make one round trip, compare our time by the regulator, and find after two days' running our pocket darling is just three seconds ahead. Pretty good for a start. We call again in a few weeks, and find that we are just about on time. Weeks and months roll on, and our darling gives the best of satisfaction. But alas! *it stops short.* We carry it back to the dealer, when upon examination, he finds large quantities of dust in every part, and so informs the surprised owner, who is astonished that a little dirt like that could stop a new watch. Why, it ain't fourteen or fifteen months since I bought her new; she can't be dirty so soon as that, as I have taken the best of care of her, and how can she be dirty."

The watchmaker, somewhat annoyed, requests the customer to just turn out his pocket where the watch has spent the last fifteen or eighteen months, when nearly a handful of tobacco, lint and what not falls upon the floor, when the wearer looks with astonishment and admits there may a little dirt got into the watch, but can hardly understand it either, as "you said them cases would hold water." To end the matter the watchmaker takes the watch down, cleans it all through and returns it to the owner as good and nice as the day it left the factory.

John Segsworth & Co.,

WHOLESALE AGENTS FOR

AMERICAN WALTHAM WATCHES,

AND IMPORTERS OF

English and American Jewellery.

This being the commencement of a new business year with us, we beg to thank our many customers for their kind and liberal support during the past, and to assure them that we will endeavour by constantly studying their interests to merit a continuance of the favors so generously bestowed upon us.

Our stock for the coming season will be found well assorted with all Staple Goods, and also with the novelties as they are brought into the market.

As usual our prices will be low and terms liberal.

23 Scott Street, Toronto.

By some change the railroad man is moved to another locality, and after a few months he, through carelessness, perhaps, breaks the mainspring of his watch. He carries it to Brother Soft-Solder Spectacles, Brother Ruby Pin, or may be Brother Hairspring, who finds the mainspring is broken.

"Wal, wal! is that a fact? That watch has run now for about three years, and never cost me a cent. During all that time she only stopped once, and the man I bought her from just blowed a little dirt out of her and she went as well as ever; and now the mainspring is broken; what will that cost, Mister?"

"I can put you in the real American spring for $1.50, or one of the imitation for $1.00."

"Wal, I guess the dollar one will do just as well as any; it is a lot of money to pay for a little thing like that."

He concludes to have it put in, pays his dollar and starts on his journey. But somehow the onion don't run quite right; guess she wants a little regulating. He opens it and pushes the regulator as far around as the index will allow. Now she runs the other way. He handspikes it back to the other side. but still the watch runs badly. He carries her to another watchmaker, who informs him that the watch is very dirty, and must be cleaned before it will keep good time again. He leaves it to be cleaned, pays his money, and gives the watch another trial, he finds it no better; runs all sorts of ways; stops and starts. So he comes to the conclusion that that watch is no good, not worth fifty cents; don't believe its manufacturers can make a watch worth a cent, anyhow, and he'd never buy one of their make again; wouldn't give them pocket room.

There are dozens, yes hundreds and thousands of just such cases arising, and what is the cause? The answer is plain: In the first place the watch is abused; yes, worse than abused—shamefully treated; first by the wearer, second by the botch who placed a half-made soul (as the mainspring is the soul of the watch) in the watch. But there is blame further back than the botch. The manufacturers who made the watch are materially responsible for this botch work, in that they allow foreign watch materials (made like theirs) imported at the disadvantage of a high duty, to be sold at a much less price than they will supply the trade. The result is that this improperly fitting material is extensively advertised, even along with the American, at greatly reduced prices, and many, yes, *many* good watchmakers buy them and use them, to the great detriment of the American watches. The company which has spent so much to perfect and produce so good an article for the money suffers their productions to be ruined and their own reputation injured because they are not satisfied to supply the proper materials for repairs at fair prices. We say fair prices because they charge about four to six times as much for the separate articles which compose the watch as they do for the finished movement, and about twice as much as the imported can be had for. It is all very well, because they can sell all the movements they can make, not to heed the life of the watch once it passes out of their hands; but this neglect will come home to most one of these days. The companies who are making those low-priced goods to compete with foreign goods of similar grades cannot afford to neglect the little wonder even if it has passed out of their control and they have their money. Those foreigners who now send materials into this country, paying duty, freight and other expenses, will continue to do so as long as the people are uneducated in the superiority of the American production, and unless the watch continues to perform well for years, as well after repairs as before, the aim will be at the home-made article, as it stands up as a land mark, while the foreign producer is lost sight of, having no reputation to maintain.

Being an old watchmaker, I have long felt this trouble, and have found many good American watches ruined as time-keepers on account of bad materials used in their repairs, and there is no remedy for the evil but that the manufacturers of American watches look well to the future of their own interests, and see as far as possible that the trade is supplied with suitable materials for repairs as cheap as they can procure them through other sources. Even poor workmen are likely to procure fair results if they have good timber with which to operate, but when cutting, trying, filing and fitting is the the word, as is constantly going on, the result is as stated above, and I feel assured every properly instructed horologist in the land will endorse the above statements.—W. D., of London, Ont., in the *Watchmaker and Metalworker*.

NOTE.—Right you are "W. D." We endorse every word you say, and the readers of THE TRADER would like to hear from you occasionally.—ED. TRADER.

THE WAY TO WEALTH.

CONTINUED FROM LAST MONTH.

From Poor Richard's Almanac.

"But with our industry, we must likewise be steady, and settled, and careful, and oversee our own affairs with our own eyes, and not trust too much to others; for, as poor Richard says,

'I never saw an oft-removed tree,
Nor yet an oft-removed family,
That throve so well as one that settled be.'

And again, 'Three removes are as bad as a fire:' and again, 'Keep thy shop, and thy shop will keep thee:' and again, 'If you would have your business done, go; if not, send.' And again,

'He that by the plow would thrive,
Himself must either hold or drive.'

And again, 'The eye of the master will do more work than both his hands:' and again, 'Want of care does us more damage than want of knowledge:' and again, 'Not to oversee workmen is to leave them your purse open.' Trusting too much to others' care is the ruin of many; for, as the Almanac says, 'In the affairs of the world, men are saved not by faith, but by the want of it; but a man's own care is profitable; for, saith poor Dick, 'Learning is to the studious, and riches to the careful, as well as power to the bold, and heaven to the virtuous.' And further, 'If you would have a faithful servant, and one that you like, serve yourself.' And again, he adviseth to circumspection and care, even in the smallest matters, because sometimes 'A little neglect may breed great mischief;' adding, 'For want of a nail the shoe was lost; for want of a shoe the horse was lost; and for want of a horse the rider was lost;' being overtaken and slain by the enemy, all for want of care about a horse-shoe nail.

"So much for industry, my friends, and attention to one's own business; but to these we must add frugality, if we would make our industry more certainly successful. A man may, if he knows not how to save as he gets, 'keep his nose all his life to the grindstone, and dies not worth a groat at last.' 'A fat

New York, February, 1883.

The new Price List for complete $\frac{40}{4}$ plate, 8, 14 and 16 size gold watches, issued under date of February 1st, by the American Watch Co., of Waltham, is now ready for distribution. We will forward a copy upon application, accompanied by business card, from any regular dealer in watches.

Jobbers who wish copies sent to their customers will please notify us by sending the names and addresses of the same, but such customers must be regular watch dealers.

We shall take special precaution in the distribution of this list in order to keep it out of the hands of the general public, and we beg to request that the Trade will co-operate with us in this undertaking, it being entirely in their interests.

We also beg to call particular attention to the fact that the cases quoted on this list are entirely of our own manufacture, and that we are directly responsible for the quality of the same. By 18k. or 14k. or 10k. we mean 18k. or 14k. or 10k., and not 16'k. or 12k. or 8k. We offer you honest value for your money.

ROBBINS & APPLETON,

General Agents, 5 Bond Street, NEW YORK.

kitchen makes a lean will,' as poor Richard says; and,

'Many estates are spent in the getting;
Since women for tea forsook spinning and knitting,
And men for punch forsook hewing and splitting.'

"'If you would be wealthy (says he in another Almanac), think of saving as well as of getting: the Indies have not made Spain rich, because her outgoes are greater than her incomes.'

"Away then with your expensive follies, and you will not have much cause to complain of hard times, heavy taxes, and chargeable families; for as poor Dick says,

'Women and wine, game and deceit,
Make the wealth small and the want great.'

And, further, 'What maintains one vice would bring up two children.' You may think, perhaps, that a little tea, or a little punch now and then, diet a little more costly, clothes a little finer, and a little entertainment now and then, can be no great matter; but remember what poor Richard says—'Many a little makes a mickle:' and, farther, 'Beware of little expenses; a small leak will sink a great ship:' and again, 'Who dainties love shall beggars prove:' and, moreover, 'Fools make feasts and wise men eat them.'

"Here you are all got together at this sale of fineries and nick-nacks. You call them *goods;* but if you do not take care, they prove *evils* to some of you. You expect they will be sold cheap, and perhaps they may for less than they cost; but if you have no occasion for them, they must be dear to you. Remember what poor Richard says—'Buy what thou hast no need of, and ere long thou shalt sell thy necessaries.' And again, 'At a great pennyworth pause a while.' He means that perhaps the cheapness is apparent only, or not real, or the bargain, by straitening thee in thy business, may do thee more harm than good. For in another place he says, 'Many have been ruined by buying good pennyworths.' Again, as poor Richard says, 'It is foolish to lay out money in a purchase of repentance;' and yet this folly is practiced every day at auctions, for want of minding the Almanac. 'Wise men (as poor Dick says) learn by others' harms, fools scarcely by their own; but *Felix quem faciunt aliena pericula cautum.*' Many people, for the sake of finery on the back, have gone with a hungry belly, and half-starved their families: 'Silk and satins, scarlet and velvets (as poor Richard says), put out the kitchen fire.' These are not the necessaries of life; they can scarcely be called the conveniences; and yet, only because they look pretty, how many want to have them! The artificial wants of mankind thus become more numerous than the natural; and as poor Dick says, 'For one poor person there are a hundred indigent.' By these and other extravagances, the genteel are reduced to poverty, and forced to borrow of those whom they formerly despised, but who, through industry and frugality, have maintained their standing; in which case it appears plainly, 'A plowman on his legs is higher than a gentleman on his knees,' as poor Richard says. Perhaps they have had a small estate left them which they knew not the getting of; they think 'It is day, and will never be night; that a little to be spent out of so much is not worth minding.' 'A child and a fool (as poor Richard says) imagine twenty shillings and twenty years can never be spent; but always taking out of the meal-tub, and never putting in, soon comes to the bottom:' then, as poor Dick says, 'When the well is dry, they know the worth of water.' But this they might have known before, if they had taken his advice: 'if you would know the value of money, go and try to borrow some; for he that goes a-borrowing goes a-sorrowing, and, indeed, so does he that lends to such people when he goes to get it again.' Poor Dick further advises, and says,

'Fond pride of dress is sure a very curse:
Ere fancy you consult, consult your purse.'

"And again, 'Pride is as loud a beggar as Want, and a great deal more saucy.' When you have bought one fine thing, you must buy ten more, that your appearance may be all of a piece; but poor Dick says, 'It is easier to suppress the first desire than to satisfy all that follow it.' And it is as truly folly for the poor to ape the rich, as the frog to swell in order to equal the ox.

'Vessels large may venture more,
But little boats should keep near shore.'

"'Tis, however, a folly soon punished; for 'Pride that dines on vanity sups on contempt,' as poor Richard says. And in another place, 'Pride breakfasted with Plenty, dined with Poverty, and supped with Infamy.' And, after all, of what use is this pride of appearance, for which so much is risked, so much is suffered? It cannot promote health, or ease pain; it makes no increase of merit in the person; it hastens misfortune.

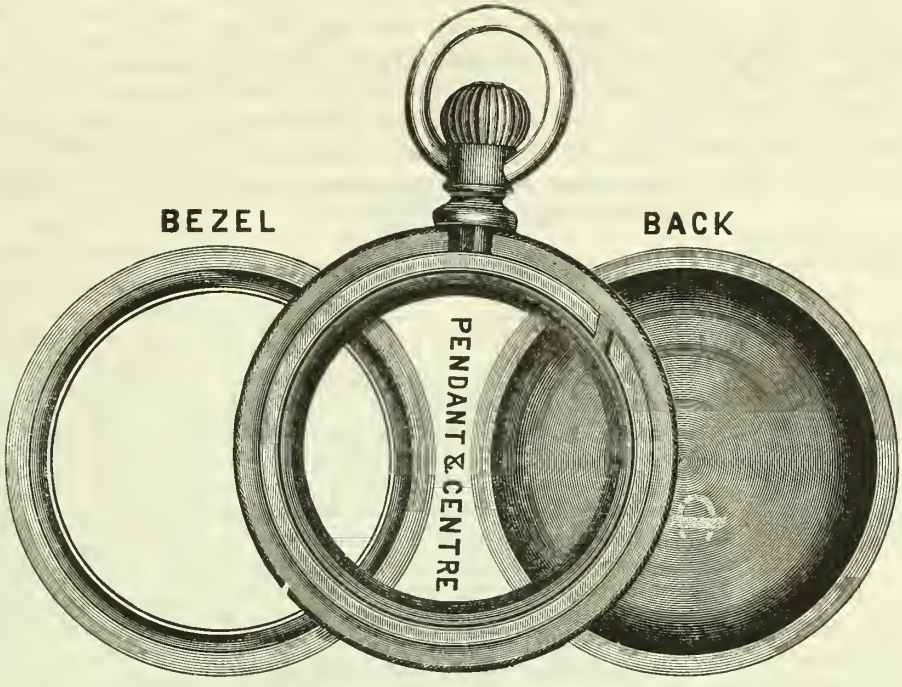
'What is a butterfly? At best
He's but a caterpillar drest;
The gaudy fop's his picture just'—

as poor Richard says.

"But what madness must it be to run in debt for these superfluities! We are offered, by the terms of this sale, six months' credit, and that perhaps has induced some of us to attend it, because we cannot spare the ready money, and hope now to be fine without it. But, ah! think what you do when you run in debt. You give to another power over your liberty. If you cannot pay at the time, you will be ashamed to see your creditor; you will be in fear when you speak to him; you will make poor, pitiful, sneaking excuses, and by degrees come to lose your veracity, and sink into base, downright lying; for, as poor Richard says, 'The second vice is lying; the first is running in debt.' And again, to the same purpose, 'Lying rides upon debt's back;' whereas, a freeborn Englishman ought not to be ashamed nor afraid to speak to any man living. But poverty often deprives a man of all spirit and virtue. 'It is hard for an empty bag to stand upright,' as poor Richard truly says. What would you think of that prince, or that government, who would issue an edict, forbidding you to dress like a gentleman or gentlewoman, on pain of imprisonment or servitude? Would you not say that you were free, have a right to dress as you please, and that such an edict would be a breach of your privileges, and such a government tyrannical? And yet you are about to put yourself under that tyranny when you run in debt for such dress! Your creditor has authority at his pleasure to deprive you of your liberty, by confining you in jail for life, or by selling you for a servant, if you should not be able to pay him. When you have got your bargain, you may perhaps think little of payment; but 'Creditors (poor Richard tells us) have better memories than debtors;' and in another place he says, 'Creditors are a superstitious sect, great observers of set days and times.' The day comes round before you are aware, and the demand is made before you are prepared to satisfy it; or if you bear your debt in mind, the term which at first seemed so long will, as

—THE BEST—

THE "EXCELSIOR."



What we Claim in the "Excelsior" Patent Dust-proof Case:

1. The Strongest Case made.
2. The only Case made hard and left hard.
3. No solder or heat to soften the gold or silver.
4. No parts that wear out.
5. No joints to break off.
6. The most perfect-fitting Case made.

TRADE  MARK.

Instructions to open the "Excelsior" Patent Dust-Proof Case.

☞ Press the Crown as in any ordinary case, turn bow to the right to open Bezel, and to the left to open back.

it lessens, appear extremely short. Time will seem to have added wings to his heels as well as to his shoulders. 'Those have a short Lent (saith poor Richard) who owe money to be paid at Easter.' Then, since, as he says, 'The borrower is a slave to the lender, and the debtor to the creditor,' disdain the chain, preserve your freedom, and maintain your independence: be industrious and free; be frugal and free. At present, perhaps, you may think yourselves in thriving circumstances, and that you can bear a little extravagance without injury; but

'For age and want save while you may,
No morning sun lasts a whole day,'

as poor Richard says. Gain may be temporary and uncertain; but ever, while you live, expense is constant and certain; and 'It is easier to build two chimneys than to keep one in fuel,' as poor Richard says. So, 'Rather go to bed supperless than rise in debt.'

'Get what you can, and what you get hold;
'Tis the stone that will turn all your lead into gold,'

as poor Richard says. And when you have got the philosopher's stone, surely you will no longer complain of bad times, or the difficulty of paying taxes.

"This doctrine, my friends, is reason and wisdom; but, after all, do not depend too much upon your own industry, and frugality, and prudence, though excellent things; for they may be blasted without the blessing of Heaven; and therefore ask that blessing humbly, and be not uncharitable to those that at present seem to want it, but comfort and help them. Remember Job suffered, and was afterwards prosperous.

"And now, to conclude, 'Experience keeps a dear school; but fools will learn in no other, and scarce in that; for it is true we may give advice, but we cannot give conduct,' as poor Richard says. However, remember this, 'They that will not be counseled cannot be helped,' as poor Richard says, and further, that 'If thou will not reason, she will surely rap your knuckles.'"

Thus the old gentlemen ended his harangue. The people heard it, and approved the doctrine, and immediately practiced the contrary, just as if it had been a common sermon; for the auction opened, and they began to buy extravagantly, notwithstanding all his cautions and their own fear of taxes. I found the good man had thoroughly studied my Almanac, and digested all I had dropped on those topics during the course of twenty-five years. The frequent mention he made of me must have tired every one else; but my vanity was wonderfully delighted with it, though I was conscious that not a tenth part of the wisdom was my own, which he ascribed to me: but rather the gleanings that I had made of the sense of all ages and nations. However, I resolved to be the better for the echo of it; and though I had at first determined to buy stuff for a new coat, I went away, resolved to wear my old one a little longer.

BUSINESS CHANGES FOR FEBRUARY

A. McDowell, hardware, Hamilton, sold out and left; Henry J. Heard, hardware and tins, St. Thomas, Ont., closed up under chattel mortgage; Wm. Gunn, fancy goods, St. Thomas, Ont., sold out; W. Carter, jeweler, Montreal, bailiff in possession; W. G. Whitehead, fancy goods, Winnipeg, stock sold by the sheriff; G. J. Clarke, jeweler, Wingham, selling off and intends giving up business; Wm. Croft & Co., fishing tackle, Toronto, have admitted Wm. Croft, Jr., into partnership, style now, Wm. Croft & Son; H. B. Coates & Co., jewelers, Stratford, sued by W. E. Jones, Stratford; Henry & Lacroise, wholesale saddlery hardware, Montreal, damaged by fire.

BUSINESS NOTES.

Messrs. J. & J. Taylor's safe works were destroyed by fire since our last issue, loss about $40,000. With their usual energy, however, the firm are again running and preparing to ship goods as usual.

We are glad to be able to say that Mr. John Zimmerman, of the firm of Zimmerman, McNaught & Lowe, is now almost completely recovered, and although he will not be able to travel for a few months, he trusts to have the pleasure of seeing his old friends and customers at the warehouse when they visit the city.

The Waltham Watch Co. turned out its 2,000,000th watch last month. The employees of the Company celebrated the fact by a banquet, at which the health and prosperity of the Company was enthusiastically toasted. It is certainly a wonderful output from one factory, and shows what may be accomplished by capital, skill and enterprise.

Death of a Promising Young Man.—Mr. Wm. Wm. Jardine, for a number of years chief computing clerk at the Customs, died at the residence of his parents, 194 Spadina Avenue, early Sunday morning. Deceased commanded the respect of the mercantile community, his feiow clerks and a large number of friends in this his native city.

The customs facilities at this port are not at all commensurate with the necessities of our importers. The chief want is greater accommodation. The city's representatives at Ottawa have been urging the subject upon the attention of the Minister of Public Works, with, it is hoped, some likelihood of the requisite accommodation being provided. Toronto is such an important port of entry that it is as much to the interest of the public treasury as of the city, to make every provision for shippers and importers.

The annual consumption of watch-face crystals is placed by the *Revue Chronometrique* at 100,000,000. This total, however, includes the crystals required for toy watches, lockets, compasses, etc. The annual production of watches is placed at 2,500,000, and the stock manufactured during fifty years at 70,000,000. To this is to be added 50,000,000 "old watches." Of the number in use it is believed that 87,000,000 require a new crystal face once a year. This, with stocks kept on hand, call for the annual supply named above.

A western exchange says that burglars are so plentiful and daring in his State that merchants are afraid to lock their safes at night, but content themselves with leaving them open in preference to having them spoiled by being blown open. One large milling firm, it is said, has a card attached to the front of their safe giving the combination of the lock and asking burglars to be kind enongh to open the lock according to the instructions on the card. It is quite evident that those verdant Yankees out west never heard of J. & J. Taylor's safes, for if they had they would have secured them, and then had peace of mind, and been able to snap their fingers at the midnight prowlers.

Colonel Panet, Deputy Minister of Militia, has returned to Ottawa, and brings with him sample boxes of cartridges manufactured at the Government Works in Quebec, for distribution among the members. The cartridges are for Snider rifles, and he claims that they are superior to English or American manufacture. The capacity of the factory is about four million cartridges per annum, but it is not in full blast yet. Although the machinery was built for Snider sizes only, it is so arranged that with the expenditure of not more than $1,000 it can be altered to Martini-Henry size. This was considered advisable in the event of the Martini-Henry replacing the Snider.

The second annual meeting of the Toronto Silver Plate Co. was held at the Company's office, King St. West, Toronto, on Thursday the 15th ult., the President, Mr. James A. Watts in the chair. After the reception of the Director's report, which showed that the company had got over its initial difficulties and was now fairly under way, with cheering prospects of success, the following gentlemen were elected as directors for the ensuing year: Alfred Gooderham, W. H. Beatty, W. H. Partridge, W. Thompson, G. Harrison, J. Webster, J. A. Watts. At a subsequent meeting of the directors J. A. Watts, Esq., was elected President, and Alfred Gooderham, Esq., Vice President.

It is a pity that prominent Englishmen who cross the briny, spend a few weeks in the United States and then return to England, always puff up the States as a good place for English emigrants and studiously ignore Canada. The papers bewail the fact, and wonder what can be the reason of it. Partly it may be the fault of

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

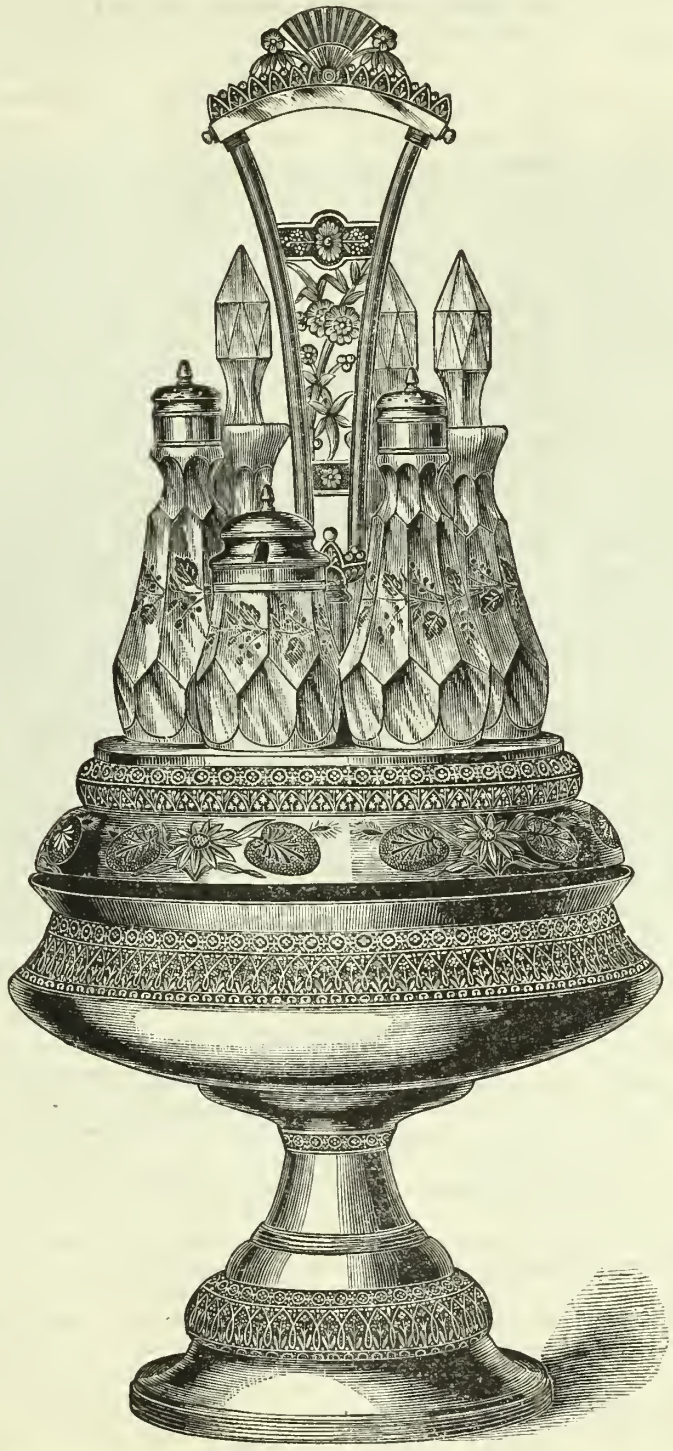
ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of manufactured goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James', Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford, using name of Rogers in any form

FACTORIES: WALLINGFORD, CONN., U.S. AND MONTREAL, CANADA.

the papers themselves. When the Grits are in power the Tories make out that the country is all going to the dogs and that people are being driven out of it. When the Tories are in power the Grits turn round and declare the same thing. People in England no doubt get an occasional copy of a Canadian paper from friends on this side of the world and see what is being said. They argue that if Canadian papers speak in that strain of the country there must be some truth in what they say. Another reason is that prominent Englishmen see a colony and a great nation side by side, and are naturally attracted by the great nation and speak in its behalf when they go home.

A NEW INDUSTRY FOR CANADA.

Last week we paid a visit to the works of the Toronto Silver Plate Co., the first factory in Canada that has commenced the manufacture of electro silver-plated ware in all its details in this country. It is true we have other plate factories here, but they are branches of well-known American manufactories, who make the blanks, (as the goods in the metal, unplated, are called) at their works in the United States, and simply plate them at the factories here.

The Toronto Silver Plate Co., however, propose to manufacture the goods from the very foundation, and to combine within the walls of their own factory every detail and process from the alpha to the omega of the trade.

A visit to their factory, on King Street, will well repay any person interested in the manufacture of articles of this class. Accompanied by the general manager, Mr. James A. Watts, we were conducted from garret to cellar of the entire building, and while thanking him for his courtesy, we could not help expressing our astonishment at the perfection and completeness of the factory's equipment. From the mighty "Corloss" engine of fifty horse power, that silently and apparently without effort, drives the heavy and rapidly revolving machinery, to the powerful presses, some of which cost nearly $3,000, and steam rollers, everything was of the most perfect description and gave promise of fully carrying out the wishes of the makers.

In one department we found the moulders busy ladling the liquid metal from red hot cauldrons into moulds, and turning out with great rapidity, caster, pickle and tea pot handles, and many other articles of like kind, destined to form a prominent part of the elegantly finished goods with which the show room is fast being filled. In the spinning department might be seen the wood turners making chucks on which to turn the metal, and the metal spinners, with the help of these wooden chucks, fashioning the metal into caster bands, cake baskets, &c., on their rapidly revolving lathes. But time would fail us to tell of the plating department with its immense vats of silver solution and its rapidly revolving electric motor, from which is generated the electricity which modern science has so well utilized in this department of the fine arts; or, of the burnishing room with its long row of men with their steel burnishers, driven with their seemingly tireless arms to the cheery music of some Moody and Sankey melody or opera song; or of the department where the designers and mould makers reign supreme, and everybody seems so quiet and studious that a novice might imagine that the workers were amusing themselves instead of working; or of the immense stock room, whose shelves are loaded down with glass of every description, from the cheap, plain pickle jar to the richly decorated vase or berry dish of Bohemian manufacture. The show room, with its elegant cherry and plate glass cases, with their maroon linings, and elegant display of silverware, is a sight that once seen cannot be easily forgotten.

In fact the whole equipment of the establishment is complete, and this country is to be congratulated upon possessing within its limits a manufactory that bids fair to produce goods in this line fully equal in design, finish and quality to any imported from abroad. We sincerely trust that this new industry may grow and flourish, because it is by such establishments as these that any country is made commercially great and independent.

THE SECRET OF HOW BOSS CASES ARE MADE

Appears to be a valuable one if we we may judge from the pains that some of its rivals have been at to find it out. We have often remarked that when any man gets hold of a good thing there are always plenty of fellows ready and anxious to help him with it and share the profits with him. This seems certainly to be the case of the "Boss" Case people—they have the boss case in name and reality, and other makers, recognizing this fact, have of late been endeavoring, without their consent or approval, to help them out with it and their fairly earned profits. As is perhaps too seldom the case, these attempts have proved unsuccessful, and the would-be stealers of other people's brains have been forced to beat a hasty and ignominious retreat. The latest attempt of this kind, we are sorry to observe, was on the part of the Deuber Watch Company, who it appears attempted unsuccessfully to entice away some of Messrs. Hagstoz & Thorpe's workmen in order to learn their trade secrets in connection with the Boss case. The proprietors of the Boss Case allowed the matter to go so far, and then quietly nipped the thing in the bud by having Mr. Deuber arrested for conspiring to entice away their workmen. Mr. Deuber was, of course, released on bail, and so the matter ends for the present.

It certainly seems a great pity that rival manufacturers can't stick to honest competition instead of resorting to such underhand strategy as appears to have been employed in this case. Messrs. Hagstoz & Thorpe are to be congratulated on the fact that the treatment of their employees has been such as to make them serve them with unswerving loyalty, for by their honesty and good will only could they have been enabled to baffle such designs as those of the Deuber Company.

The result will probably be that after the smoke has cleared away, it will be a good advertisement for a good article, for certainly as imitation is the highest form of flattery, so is such an attempt of a rival manufacturer an admission that the article he attempts to obtain by such means is the best he knows of, and worth running a good deal of risk to obtain.

Messrs. Hagstoz and Thorpe need seek for no higher testimonial as to the value of the "Boss" case than it was so good that their competitors were bound to secure its secret by any means and at any price. It certainly won't do the boss case any harm, whatever effect it may have on the Deuber Company.

WORKSHOP NOTES.

Etching Fluids.—For copper: Aquafortis, 2 oz.; water, 5 oz. Steel: Iodine, 1 oz.; iron filings, ½ dr.; water, 4 oz. Digest till the iron is dissolved. For fine touches. Dissolve 4 parts each of verdigris, marine salt and sal ammoniac in 8 parts vinegar, add 16 parts water, boil for a minute and let cool.

Bending Glass Tubes.—Hold the tube in the upper part of the flame of a spirit lamp, relvolving it slowly between the fingers; when red hot it may be easily bent into any desired shape. To soften large tubes, a lamp with a double current of air should be used, as it gives a much stronger heat than a simple lamp.

Silvering Solution.—The following is a good silvering solution for electrotype plates: Nitrate of silver, 2 drs.; distilled water, 37 drs. Dissolve and add sal ammoniac, 1 dr.; hydrophosphite of soda, 4 drs.; precipitate of chalk, 4 drs.; agitate the preparation occasionally for twelve hours, when it will be ready for use. Apply with a fine sponge.

Cement for Petroleum Lamps.—Boil three parts of resin with one part of caustic soda and 5 of water. The composition is then mixed with half its weight of plaster of Paris, and sets firmly in from ½ to ¾ of an hour. It is of great adhesive power, and not permeable to petroleum, a low conductor of heat, but superficially attacked by hot water.

Rust Preventive.—To keep machinery from rusting, take ½ oz. of camphor, dissolve in one pound of melted lard; take off the scum and mix in as much fine blacklead as will give it an iron color. Clean the machinery and smear it with this mixture. After twenty-four hours, rub clean with a soft linen cloth. It will keep clean for months under ordinary circumstances.

To Prevent Rust.—Cast iron is best preserved by rubbing it with blacklead. For polished work, varnish with wax dissolved in benzine, or add a little olive oil to copel varnish, and thin with spirits of turpentine. To remove deep-seated rust, use benzine and polish off with fine emery, or use tripoli, 2 parts; pulverized sulphur, one part. Apply with soft leather. Emery and oil is also very good.

To Clean Old Oil Paintings.—Dissolve a small quantity of salt in stale urine; dip a woollen cloth in the mixture and rub the paint over with it until clean; then wash with a sponge and clean water, dry gradually and rub over with a clean cloth. Should the dirt not be easily removed by the above preparation, add a small quantity of soft soap. Be careful not to rub the painting too hard.

Printing on Glass.—A Frenchman, M. Wilbaux, has taken out a patent to use an elastic type for printing on glass, with fluor spar, ren-

Highest Honors Awarded at the Toronto Exhibition, 1882,

TWO SILVER MEDALS AND A GOLD MEDAL!

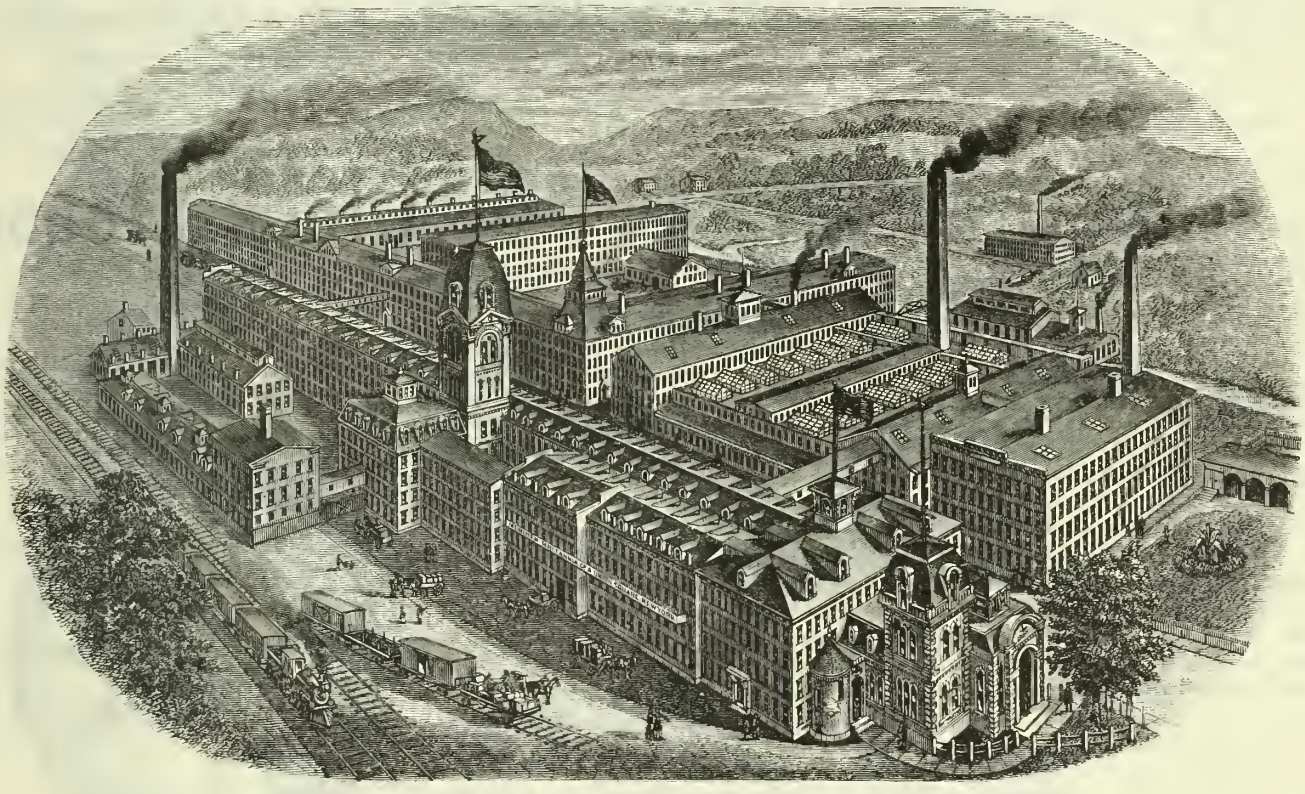
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiu ns wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

dered adhesive by some such material as mucilage or printer's ink; sulphuric acid of suitable temperature is then allowed to act on that portion of the glass. The hydrofluoric acid generated in this way would etch the glass on the places printed. When completed the whole is washed off with warm water and lye.

SCIENCE AND OTHER NOTES.

AMBER.—The yield of amber of the German Ocean is increasing. During the year 1880 it amounted to 315,000 pounds, and was obtained by means of steam-dredging machines; while in 1879, it amounted to 280,000 pounds. In one place 158 overseers and 800 workmen, and in another 500 workmen, were occupied.

PUBLIC INSTRUCTION OF PARIS.—The municipal budget of instruction for 1882, of the city of Paris, amounts to 23,000,000 francs, of which 99,700 francs are for higher branches; 1,541,793 for middle, and 14,990,800 for primary; 2,851,740 are for special primary; 1,250,400 for professional, technical, and special; 427,600 for the associations of public instructions and orphanages; 1,996,600 for asylums, etc.

GLYCERINE MIRRORS.—Glycerine separates the silver from an ammouiacal solution of silver nitrate, produces a more perfect mirror than aldehyde. The separation of silver is incomplete without the employment of heat. Upon the addition of a solution of potassium hydroxide, the separation is effected without heating. Alcohol and ether promote the separation of the silver in the hot solution. It is said that the mirrors are brighter in dark than in light.

BULLFROGS.—According to the *Vienna Landw. Ztg.*, English agents are busily scouring over Austria for the purchase of bullfrogs, paying for them at the rate of 30 to 40 fl.—$13 to $15—per 1,000 They are packed in moss-lined perforated boxes and expedited to England and Holland. A Mr. Krelage, of Harlem, Holland, one of the largest garden owners of that country, and a Mr. Smith, of England, purchase these interesting animals for their storehouses, to consume the many insects and cockroaches.

SUGGESTIVE.—A Paris correspondent says: "The paper manufacturer who would send a skilful, intelligent workman to Japan, to study the uses to which paper is put there, and to select judiciously those which may be introduced here, would be sure to amass a great fortune. The great changes of the coming age will be the uses to which glass, paper, and porcelain are going to be put. London jewelers find gas and glass their best shields from burglars; glass floors, counters and shelves are getting common. Porcelain and earthenware walls are beautiful and recommended by many advantages."

MICROSCOPES.—The power of the microscope has been increased so greatly by modern science that it will magnify objects of about 100,000 diameters. Unassisted human vision can perceive no objects smaller than the three-hundredths inch in diameter; but the microscopist, with the best instrument, is able to examine monads one-hundred-thousandth of an inch in diameter. Beyond this is obscurity. Scientific men estimate that the ultimate particles or atoms composing all matter can be no smaller than one twenty millionth part of an inch in diameter, and it appears to be barely probable that they will ever be revealed to the human eye.

SIGNIFICATION OF "STERLING."—When, during the middle age, the commercial England of to-day was only a feeble infant, its commerce so to say, stood under the tutelage of that most famous union of the free hanseatic cities of North and Middle Germany, embracing Brugge on the west, Novgorod, in Russia, on the east, and Bergen, in Norway, on the north. These hanseates were called "Easterlings," by the English, that is, the eastern merchants, and England was so much dependant upon them that their money was the circulating medium of the country. One pound "sterling" signified one pound of the money of the Easterlings. Times have changed considerably since then.

A COMPARISON of the wealth of Great Britain and the United States has recently been made by Mr. Mulhall, well-known as a capable and painstaking English statistician. He estimates the total wealth of the United States at $49,770,000,000, and that of Great Britain at $40,640,000,000. This, however, includes the lands of both countries, deducting which leaves the United States with $42,000,000,000 of "wealth proper" against $38,940,000,000 for England. The increase of wealth in the United States during the last decade has been at the rate of 35 per cent.

A SUCCESSFUL EXPERIMENT.—"I have been told," said Mr. Dubious, watching the great steam hammer in the rolling-mill, "that a good hammer-man can break the crystal of a watch with that thirty-ton hammer." "Yes, sir," said the hammerman, "it can be done." "I should like to see it," said Mr. Dubious, eagerly, feeling in his watch pocket. "I can do it, sir," replied the man. "And will you?" replied Mr. Dubious, drawing out his watch. "Come, I am anxious to see it tried." He laid his watch on the great anvil plate. The hammer rose up to its full height and the next instant all its ponderous weight, with a crushing force that shook the ground for an acre round, came down on that watch. "There, sir," said the hammerman, quietly, "if you don't believe that crystal is broken, just stoop down and you can see it sticking to the hammer." Mr. Dubious swallowed a whole procession of lumps and gasps before he could speak. "But I forgot to say," he exclaimed, "that it was to break the crystal without injuring the watch." "Oh, yes," said the hammerman; "yes I know; I have heard that rubbish myself, but it's all gammon. I don't believe it can be done. But you can break the crystal every time."—*Burlington Hawkeye.*

FOR SALE.

J. & J. Taylor Safe

COMBINATION LOCK.

Apply to

G. J. CLARKE,

Watchmaker, - - Wingham, Ont.

THE WATCHMAKER

And Metal Worker

Is the official Journal of the

Watchmakers and Jewellers,

of the North west,

CONTAINING 56 PAGES OF

Illustrations and Reading Matter.

Whose columns are replete with choice articles upon Horology, Watch-making and repairing, written for this Journal by practical and scientific men; also a large amount of general information of vital importance to the trade; also continued articles, or lessons in letter engraving, written by a celebrated engraver of this city. Subscription price, $1.50 per year. Single copy, 15 cents.

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THE LARGEST

Clock House

IN CANADA.



I hope the Trade are convinced by this time that the above clock house has got the best assortment and better value than any other house in the Dominion.

I thank my many friends for their kind patronage in the past, and solicit a continnance of the same.

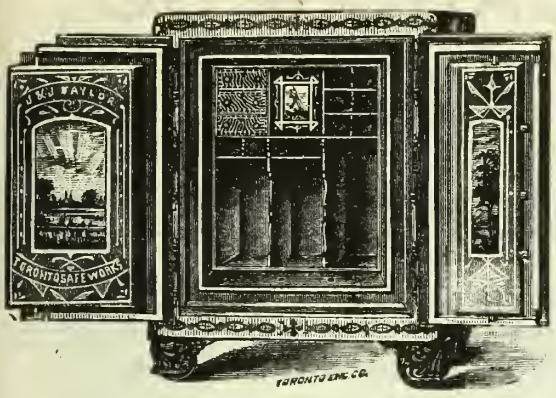
I have just returned from the eastern States and have imported a large stock of Walnut and Nickel Clocks, which I will sell at prices that defy competition. Also receiving daily Jewelry of all kinds. Roll Plate Chains a specialty. Large stock of Swiss Watches in Gold, Silver and Nickel Cases, key and stem winders. The best value in Whitby Jet Goods, such as Bracelets, Necklets, Sets Earrings, etc., which I will cut low prices to the Trade only.

Orders by mail promptly attended to.

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TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

A. C. ANDERSON & CO.

NOTICE.

We take this opportunity of thanking our numerous customers for the liberal share of patronage extended to us during the season of 1882, and also beg to announce that our Mr. Anderson has just returned from the American Markets, where he has been selecting the latest novelties. Our travellers will take pleasure in calling on the trade during February.

A. C. ANDERSON & CO., - - HAMILTON, ONT.

"EXCELSIOR"

PATENT DUST PROOF CASE.

TRADE EXCELSIOR MARK.

Zimmerman, McNaught & Lowe

Desire to inform the Trade that they have on hand a Large Stock of this new Dust-Proof Case, which

UNQUESTIONABLY THE BEST AND CHEAPEST DUST PROOF CASE IN THE MARKET.

ALSO A COMPLETE STOCK OF

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THE BEST COLD-STIFFENED CASE MANUFACTURED, BOTH IN KEY & STEM-WINDERS.



INGLIS, PICARD & CO.,

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IMPORTERS OF AND JOBBERS IN

Watches, Watch Materials,

TOOLS, WATCH GLASSES, ETC.,

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Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

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All Descriptions of Job Work promptly and properly executed.

T. WHITE & SON,

Manufacturing Jewellers, Gold and Silver Platers, and

LAPIDARIES.

12 Melinda St., Toronto.

Canadian Agates, Amethysts, &c.,

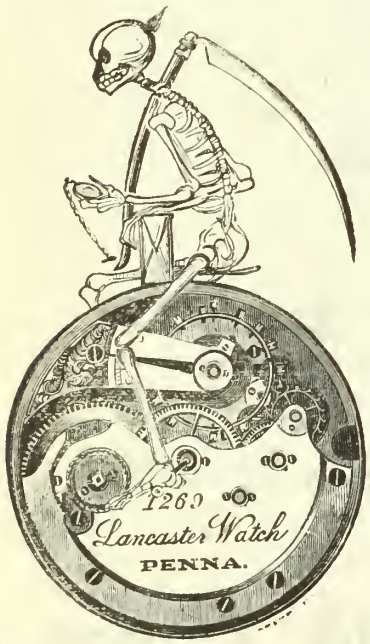
polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

Stones, Imitations, Locket Glasses, &c.

Unsurpassed in the Dominion.

SPECIAL NOTICE.



We have pleasure in informing the Trade that we have now a full stock of

LANCASTER WATCHES

on hand, of every grade, manufactured by the Company, and are prepared to fill all orders when received. A Large Stock of their Cheap Movements on hand.

Zimmerman, McNaught & Lowe.

THE TRADER.

TORONTO, ONTARIO, APRIL, 1883.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
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Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

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SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

DIVIDE FAIRLY.

In the discussion on Mr. Beaty's bill (now before Parliament) for the equitable distribution of Insolvent assets, some of the speakers seem to have gone out of their way to display their ignorance of commercial affairs. As we understand the matter, Mr. Beaty has two bills before Parliament, one for the discharge of insolvents since the repeal of the last Act, and another for the equitable distribution of Insolvent Estates. There is of necessity no connection whatever between these two bills, and it reflects but little credit upon the astuteness of some of the members of our House of Commons, that they could not discuss the latter bill without dragging in that regarding the discharge of Insolvents, and attempting by such outside issues to lead to its defeat. About the fairness of equitable distribution of Insolvent Estates, there can be no doubt whatever, the principle is sound to the core, and will stand the test of time and investigation. The question of Insolvents discharge is one, however, on which men will differ, and we can respect the opinions of those who differ from us conscientiously ; but that of " Rateable distribution of Insolvents' assets" is one that all are agreed upon as being right, and therefore should have nothing thrown in its way to prevent its becoming law. We trust that in spite of any and all such quibblers, that the end of the present session will see it an accomplished fact, and thus relieve trade from an incubus that is weighing upon it, and at the same time do away with the manifold frauds engendered by the present position of this very important matter.

BEWARE OF SMUGGLERS.

We have several times warned our readers of the danger of buying goods from fictitious jobbers of little or no standing or responsibility. Another illustration of the reality of this danger has recently come to light, owing to the seizure, by the Canadian Customs' authorities, of the goods and books of one of these " Cheap John jobbers" that are demoralizing the jewelry trade of this country. In regard to this seizure, a contemporary says :

" How an unscrupulous dealer can dodge the Customs' officials, has been shown of late by the operations of a Buffalo firm, King & Easil. Having rented a room at Fort Erie, the contents of which were one safe, they had a traveller on the road in this country taking orders for jewelry. He represented to the trade that the firm had a large factory in Fort Erie, and sold goods duty paid, whereas the orders were filled in Buffalo and the goods entered at Fort Erie only to a limited extent and at low value. Besides this, watch cases and plain gold rings to the extent of $3000 or $4000 came into Canada without entry, the past year, and the amount pocketed by the firm at the expense of the importer and the Government during the three years would be fully $10,000."

From our personal knowledge of the trade of this country, we have no doubt but that all that our esteemed contemporary says in reference to this case is strictly correct, and if the evil stopped with the frauds of this firm, it would be but a slight matter, but unfortunately it does not, for as every one in the trade well knows, they are only one of the many of such unscrupulous jobbers, who not only cheat the Government, but demoralize all honest trade by their fraudulent practices.

We think we are safe in saying that there are at least half a dozen of such rascals in business not more than 100 miles from Toronto, and that the sooner the Government put a detective on their track the better it will be for the jewelry trade generally.

Some of these fellows are well known, and we understand that the regular wholesale jewelry houses of this city are about forming themselves into a league for the purpose of furnishing to the Government detectives information that will lead to the detection and conviction of these commercial pirates.

" Informer" is not a position or title that any one covets, and the dislike of the name and occupation has heretofore kept these gentlemen aloof from aiding any of the Government detectives ; now, however, that they find their honest trade so seriously interfered with and themselves gradually being supplanted by a lot of scoundrels, they think it time to fight the devil with fire, and if we mistake not, they will make it hot for some of these " gentlemen."

In this step we think they are to be commended and encouraged, and we think that between them and the staff of detectives that the Government are willing to place at their disposal these commercial freebooters should be cleaned out root and branch.

The time for inaction is past, both wholesale and retail trade alike are menaced by disaster if these harpies are allowed to prey upon the trade of this country.

No retailer is safe who buys such goods, for as everyone knows who has kept himself posted by reading THE TRADER, the Customs officials can step into his store any day and seize any goods that have not paid duty, no matter from whom bought.

Extra cheap goods are thus as dangerous to handle as stolen goods, and it is a well known fact that in all cases where goods are seized under circumstances similar to the above quoted instance, the firm's books are carefully looked into, their customers marked, and the contraband goods seized by the Government, no matter in whose keeping they happen to be. That they are honestly paid by the retailer having them in his possession is just so much the worse for him, because if he still owed for them he could refuse payment, but if the money be already paid, his chance of seeing it is a very poor one.

Retailers have the remedy for this sort of thing in their own hands, and it is to refuse to buy goods from other than recognized wholesale houses of standing and character.

Itinerant jobbers and pedlars selling at or below cost should be left severely alone, for merchants may depend upon it

that in nine cases out of ten their goods are crooked and they are unsafe for them to handle. A word to the wise should be sufficient.

THE DUTY ON JEWELRY.

Every one of our readers will remember the stand that we have always taken in regard to the duty on jewelry, viz., that while the trade is perfectly satisfied to pay the rate levied by the present tariff, if it can be collected alike from all, they consider that the Government should either find means of properly enforcing its collection, or else give the trade fair play by reducing the duty one half and protecting them in that way against smuggling.

It is perfectly absurd for any Government to attempt to collect any such rate of duty as twenty and twenty-five per cent. on goods so expensive and small in bulk as jewelry. It can't be done in any country, let alone such a one as Canada, with only an imaginary border line of nearly two thousand miles separating them from the market from whence the greater part of their supply comes. In plain English, as things at present stand, the Government collect duty from the honest importers, who, by their very honesty in making these payments, are unable to compete against the unscrupulous rivals who are willing to risk an occasional seizure of their goods in preference to paying the duty on the whole.

The Government either do not see this, or are wilfully blind regarding it, for it is a thing that is being brought painfully to the regular importer's notice every day.

Scarcely a day passes but he is confronted with quotations from small one-horse houses (who can't possibly buy as well let alone any better than he does), that are simply his cost, or so near it that there is no fun in it. Do those men sell goods at cost and make a living out of it? Hardly! they know better than that. How is this done then? Any one in the trade will tell you simply by their smuggling the goods into this country, and thus having the duty for their profit.

We have always expressed surprise that the Government should so long have held out a protecting hand to these scalliwags, for it is only by the help of the high duty that they could thrive at all. Take away or even reduce the duty one-half, and their occupation, like Othello's, would be gone, and they would have to take a very humble back seat in the commercial world.

As things are at present they are the "cocks of the walk," and their "very low" prices are flung in the faces of honest importers by retail dealers, who know as well as those from whom they bought that the goods quoted are dishonest goods, and it is only on this account that they are lower in price.

A most glaring instance of the folly of the present tariff, is the duty on precious stones. Strange to say they have some faint glimmering of reason, for following the the old anti-N. P. tariff, Diamonds unset are placed on the free list; all other unset stones, including rubies, emeralds, sapphires, which mineralogists tell us are really only diamonds of a different color, are rated at twenty per cent. These stones cannot be cut in this country to pay. The only lapidary we have imports them himself, because he can do so and pay even the duty now levied, for less than one-quarter of what he could cut them for himself. They are raw material to our manufacturing trade, who are thus compelled to pay a profit of twenty per cent. on them to the Government, and which is really placing them at a disadvantage against their foreign competitors by just so much, while the duty levied on the goods into which these stones are wrought, even if it could be collected, is only twenty per cent., but as enough of them are smuggled into this country to break the price, it is equal to no protection at all.

We notice that the Tariff Commission appointed by the United States Congress to revise the tariff, recommended amongst other things an advance of duty on precious stones unset from ten to twenty-five per cent. ad valorem. It appears that the Committee recommended this change without consulting the trade, and the result was that as soon as the latter got wind of it they got up a memorial and laid it before the Committee, which so enlightened them that they at once struck out the change and brought the duty back to the former figure of ten per cent.

We, therefore, find that even the United States, protectionist as it is to the core, and the pattern that we have taken for our tariff, admit unset stones at ten per cent., while we charge our manufacturers exactly double that duty. The same arguments exactly that apply to precious stones unset will apply to them set in gold, or to any other jewelry, and all the sophistry in the world won't change it.

For the benefit of our readers we reprint the memorial sent by the leading jewelers of the United States to the Committee of Ways and Means above referred to, simply remarking that the true state of the case is fairly and honestly put, and that if the word "jewelry" was substituted for the words precious stones all through the document, the logic would be equally true and unanswerable.

The petition runs as follows:

NEW YORK, Jan. 5, 1883.

To the Committee of Ways and Means of the U. S. House of Representatives:

The undersigned are all engaged in business as *importers* of *diamonds* and *other precious stones.*

Your petitioners have learned that it is proposed to amend the tariff and to advance the duty on precious stones from *ten* per cent. *ad valorem* to *twenty-five* per cent. *ad valorem.* We beg to represent to you that such an advance in the customs duty would be a fatal blow dealt to a large and growing business in this country, wherein are employed large amounts of capital and many people. Our objections to the proposed increase of duties may be briefly stated as follows:

1st. Owing to the valuable character of precious stones, their small bulk, and the readiness with which they can be concealed, they offer a great temptation to smugglers. To increase the rewards to be obtained from an illicit traffic, is to increase the volume of that traffic.

2d. Under the present tariff frequent cases of smuggling are reported; but under an increased tariff smuggling would be the rule to such an extent that honest importers could not compete in the markets of the country against goods so smuggled with goods upon which the tariff had been paid. As a consequence, reputable merchants would be driven out of the business of importing precious stones, and unscrupulous and law-defying men would obtain control of the traffic.

3rd. Under the ten per cent. duty, a greater portion of the taxes due the Government on importations of precious stones is collected with little trouble or expense, because the business is mainly in the hands of reputable merchants. Under an advanced tariff the Government would be subjected to greater expense in watching smugglers, and would obtain less revenue than it does now. Rogues would be substituted for honorable merchants in the business of bringing precious stones to this country.

4th. The facilities for intercommunication between the United States and Europe are now so great that many tourists pass to and from every year.



WITHOUT A RIVAL.

THE JAS. BOSS'

Perfected Gold Watch Case

SOLID GOLD BOW.

NEW AND EXCEEDINGLY FINE FULL ENGRAVINGS.

The great success of this NEW case is to be attributed to the fact that to it is applied the same TALENT that is to all the products of the Keystone Factory, and so it is the common saying

"IT BEATS THE WORLD."

With a high tariff on precious stones, necessitating high prices in this country, and the facilities with which they can be concealed, many tourists would buy goods of this class in Europe, trusting to their adroitness to evade the customs officers on this side of the ocean. In consequence, the traffic in precious stones would be transferred from this country to Europe, and the men and capital now employed here in importing them and preparing them for the market would be left idle.

5th. The jewelry trade in general suffers greatly from the illicit traffic in jewelry carried on along the Canadian border. Should the duty on precious stones be advanced as proposed, this evil would be greatly aggravated, involving the Government in much expense to increase and maintain its customs service on the northern border of the United States.

6th. Under the present duty the temptation for smuggling is not sufficient to defeat the honest purposes of reputable importers and merchants, but we firmly believe that any increase above ten per cent. *ad valorem* would have a tendency to promote smuggling, and to destroy an industry from which the Government now derives a considerable revenue.

THE RAILWAY COMMISSION.

From present appearances it seems doubtful whether in the near future the railways won't control this country, instead of the country controlling its railways. The indications now point with certainty to the fact that ere long the traffic of Canada will be at the mercy of two railway corporations, viz., the "Grand Trunk" and "Canada Pacific," and it depends entirely upon the jealousy of these competitors whether the public are to be fairly served or not. Corporations are said to be soulless, and these are not exceptions to the rule, as any one may judge from the past record, either of the Grand Trunk or the Canada Pacific. They have each bled the public in two ways—one by getting all they could in subsidies, and then by discriminating against them in freight and passenger rates, in favor of United States through freight and passengers, who never contributed one cent to their construction or maintenance.

We have often before pointed out the fact that these railroads are like huge vampires, slowly sucking the life-blood of this country's commerce. They charge to the extreme limit the law allows, and in many cases go beyond it, and the sufferers from their legalized tyranny have no chance of redress. It is absurd that in this age of perfected railway travel with the cost of construction and maintenance reduced to almost one-half of its former price, that freight and passenger rates should still be kept up to the old-time figures. These railways still charge three cents per mile for carrying passengers, while better companies can carry them at two cents per mile and make it pay. Even this rate is sometimes exceeded where they have the chance to do it. That these rates are exhorbitant is proved not only by the fact that other roads, such as the New York Central, can regularly carry passengers at one-third less and make it pay; but that these very roads themselves can and do at times carry passengers for less than one cent per mile and make money out of it.

We also fail to see why if any reduction in rates is to be made, they should not be given to the Canadian taxpayer who helped to build the road, equaly with the American citizen across the lines, who simply pays for the services they render him.

There cannot be a shadow of a doubt in any impartial mind that the citizens of Canada are not at present, nor have they in the past, received fair treatment from the railway powers that be. We hail, therefore, with more than ordinary satisfaction, Mr. Dalton McCarthy's bill, at present before the House of Commons, proposing to appoint a Railway Commission composed of three persons, who shall in themselves form a Court of Appeal in all matters of railway abuse, and have the power of enforcing any decision they may arrive at, concerning any complaints brought to their notice. Great Britain has such a commission, which has been found to work well, owing probably to the fact that they have appointed capable and independent men to carry it out. We trust if this bill, now before the House, becomes law, that we shall also secure competent men for the position; if not, and some political trickster is appointed, we may find ourselves in a worse position than we at present occupy. Mr. McCarthy in his speech upon it, referring to the *personelle* of the commission, said, one should be an experienced railway man, another a lawyer, and the third a man of common sense. We trust that they may all have the latter qualification in a large degree, and what is equally important, have independence enough to refuse to truckle to wealthy corporations, because they are able to accord them privileges that cannot be given by the public.

Selected Matter.

COMMERCIAL LEGISLATION.

The opening of the Parliamentary session, *minus* the prospect of exceptional special measures in the Ministerial programme, affords ground for hoping that our legislators may be enabled to pass enactments which have long been anxiously expected by the commercial and trading classes of the country. Some of these measures have been before the public for an unconscionably long time, but have not, as yet, had a fair chance of reaching the stage of fruition, for reasons which need not be specially mentioned here. The Queen's Speech, read on Thursday, promises us several Bills, which affect mercantile matters, amongst them being those "for the amendment and consolidation of the laws relating to bankruptcy and patents," for the reform of local and Metropolitan government, for the conservancy of rivers and the prevention of floods. Of these, the most important is unquestionably the Bankruptcy Bill, piloted by Mr. Chamberlain, with the outlines of which the public have already become acquainted. Certain modifications and changes, however, have been introduced since the matter was last before the House of Commons. Assuming that these alterations are in the direction commonly reported, the Bill will, doubtless, command approval, and will, we hope, become law at no distant date. It is understood that a public examination of all bankrupts will be provided for; that an official receiver will be attached to each court to report upon every failure, who will also wind up such estates as the creditors may desire, particularly in suspensions for small amounts; that the discharge of the bankrupt will not be the formality or matter of "arrangement" it now is, but will depend upon the nature of the official receiver's report; that the creditors may themselves deal with the estate if they think fit; that trustees shall not retain the large sums often in their possession, but shall bank them separately and at once; that the accounts of trustees shall be regularly audited, and that their remuneration shall be on a fixed scale; and that all costs shall be duly taxed before the bills are paid. The appointment of trustees will necessarily be a point requiring careful

John Segsworth & Co.,

WHOLESALE AGENTS FOR

AMERICAN WALTHAM WATCHES,

AND IMPORTERS OF

English and American Jewellery.

This being the commencement of a new business year with us, we beg to thank our many customers for their kind and liberal support during the past, and to assure them that we will endeavour by constantly studying their interests to merit a continuance of the favors so generously bestowed upon us.

Our stock for the coming season will be found well assorted with all Staple Goods, and also with the novelties as they are brought into the market.

As usual our prices will be low and terms liberal.

23 SCOTT STREET, TORONTO.

consideration, unless, as we understand, Mr. Chamberlain has already made up his mind that only members of the Institute of Chartered Accountants shall be deemed eligible for that position. The provision is certainly to be commended, inasmuch as its operation would exclude an outside class of men who have proved the bane of the existing system, whilst the chartered accountants are necessarily respectable and responsible persons. The amendment of the Patent Law is a very desirable matter, but it is of secondary importance as compared with the Bankruptcy bill—hence we trust the latter will be pushed forward and passed without delay.—*The Ironmonger.*

WHAT ARE SUN-SPOTS?

The great atmosphere of the sun, whose breath is flame, is yet, says Mr. Proctor, so cool compared with his intensely glowing surface that it absorbs a large proportion of his light as well as of his heat. But while the general absorptive action of the sun is wonderful, the story is still more wonderful which the spectroscope has to tell about the specific absorptive effects due to its constitution. We find that whereas in our air the vapour of water is present (to condense into water drops and form clouds at certain levels, and to change to ice crystals and form cirrus at high levels), in the sun the atmosphere is laden with the vapours of iron, copper, zinc, sodium, magnesium, and like elements to form clouds of metallic drops, great gatherings of metallic crystals, while the rains that pour down toward the concealed true globe of the sun are mighty showers of molten metal. When a hurricane occurs in the sun, the clouds which form the sun's surface are swept along, or whirled around, not at the rate at which we measure our storms, but with a velocity compared with which their swiftest motion is as rest. The solar tornadoes rage, not over a few hundred square miles, but over regions as large as the whole surface of the earth, over hundreds, even thousands of millions of square miles; and they travel over these enormous regions at a rate not of so many miles per hour or per minute, but of many miles, sometimes more than a hundred miles, in every second of time.

Such storms are in progress now, when we see the spots upon the sun. Such storms tell us of the activity of that great central engine whose throbs are the life-beats of the solar system. We measure the sun's work, per force, by our own forms of work. We speak of his emission of light and heat as corresponding to what would result from the burning of eleven thousand millions of millions of tons of the finest coal in every second of time. But what mind can conceive the real vitality of that mighty orb which seems so silent and so still in our skies? The throbbing of the great engine which beats out light and life to the whole family of planets can only be seen by the mind's eye, and as yet that eye is no more capable of seeing the sun's work as it really is than is the bodily eye of seeing the distant millions of suns which the great gauging telescopes of the Herschels bring within our ken. Nor can the mental ear hearken to the uproar and tumult with which the work of the great central engine is accomplished, or imagine what would be heard if one could visit that spot which looks like a tiny speck on the sun's surface, and, passing below the limits of the solar air so that sound waves could reach him, could find (as assuredly he would if he could live at a temperature which turns the hardest metal into vapour all forms of noise known to us—the roar of the typhoon, the crash of thunder, even the hideous groaning of the earth-throe—surpassed a millionfold by what takes place within every square mile of that disturbed region.—*Ex.*

MINISTERS IN BED.

A Spanish Minister signalized his accession to power by going straightway to bed and staying there, lest he should be expected to do something. No English Minister ever adopted that ignoble expedient to escape performing his duties, but Walpole relates that William Pitt and the Duke of Newcastle once held counsel together in bed. Pitt had the gout, and, as was his custom when so afflicted, lay under a pile of bed-clothes in a fireless room. The Duke, who was terribly afraid of catching cold, first sat down upon another bed, as the warmest place available, drew his legs into it, as he grew colder, and at length fairly lodged himself under the bed-clothes. Somebody coming in suddenly beheld the "two Ministers in bed at the two ends of the room, while Pitt's long nose and black beard, unshaved for some time, added to the grotesque nature of the scene." The Great Commoner was abed and asleep when Wyndham and others of his colleagues burst into his room and shook their chief out of his slumbers to tell him there was mutiny in the fleet, that the Admiral was a prisoner on board his own ship and in danger of death. Sitting up in bed, Pitt asked for pen, ink, and paper, and wrote:—"If the Admiral is not released, fire upon the ship from the batteries," turned over on his pillow, and was asleep again before his disturbers were well out of the room. The shadow of death was upon Fox when George Jackson came for instructions before setting out for Germany, and followed so quickly on the heels of the servant announcing him that Mrs. Fox had only time to slip from her husband's side and take refuge in a closet. The interview proved longer than she expected or desired, and finding her signals of distress, in the shape of sundry little coughs all unheeded, the prisoned lady had no resource but to tap on the closet panels and ask if the young gentleman was going, as she was perishing with cold. Looking at him with a smile, Fox bade Jackson farewell forever, and released his shivering wife from her unpleasant situation.—*Chambers' Journal.*

JOHN HARRISON, THE CHRONOMETER MAKER.

At the Royal Observatory, Greenwich, one of the most remarkable instruments is to be seen—the first chronometer, the parent of a numerous progeny of chronometers, used on board of every sea-going ship, to the advantage of navigation, of commerce, as well as of science. As far back as the reign of Queen Anne, in the year 1714, the English Government offered the large prize of £20,000 to the person who should find the method of discovering the longtitude at sea, within certain specified limits. The reward was offered to the world, to inventors and scientific men of all countries, without any restriction of nation, or race, or language. To the surprise of every one—it was thought remarkable, and it *was* remarkable—the prize was won by a man who had been brought up as a village carpenter, of no school, or college, or university. But the truth is that the great mechanic, like the poet, is born, not made; and John Harrison, the winner of the famous prize, was a born

New York, February, 1883.

The new Price List for complete $\frac{3}{4}$ plate, 8, 14 and 16 size gold watches, issued under date of February 1st, by the American Watch Co., of Waltham, is now ready for distribution. We will forward a copy upon application, accompanied by business card, from any regular dealer in watches.

Jobbers who wish copies sent to their customers will please notify us by sending the names and addresses of the same, but such customers must be regular watch dealers.

We shall take special precaution in the distribution of this list in order to keep it out of the hands of the general public, and we beg to request that the Trade will co-operate with us in this undertaking, it being entirely in their interests.

We also beg to call particular attention to the fact that the cases quoted on this list are entirely of our own manufacture, and that we are directly responsible for the quality of the same. By 18k. or 14k. or 10k. we mean 18k. or 14k. or 10k., and not 16½k. or 12k. or 8k. We offer you honest value for your money.

ROBBINS & APPLETON,

General Agents, 5 Bond Street, NEW YORK.

mechanic. He did not, however, accomplish his object without the exercise of the greatest skill, patience and perseverance. Indeed, his life, so far as we can ascertain the facts of it, is one of the finest examples of difficulties overcome, and of undaunted perseverance eventually crowned by success, in the whole range of biography.

No complete narrative of Harrison's career was ever written. Only a short notice of him appears in the "Biographica Britinnica," published in 1766, during his lifetime—the facts of which were obtained from himself. A few notices of him appear in the "Annual Register," also published during his lifetime. But no life of him has since appeared. Had he won battles by land or sea, we should have had biographies of him without end. But he pursued a more peaceful and industrious course. His discovery conferred an incalculable advantage on navigation, and enabled innumerable lives to be saved at sea; it also added to the domains of science by its more and exact measurement of time. But his memory has been allowed to pass silently away, without any record being left for the benefit and advantage of those who have succeeded him. The following memoir includes nearly all that is known of the life and labours of John Harrison.

He was born in Foulby, in the parish of Wragby, near Pontefract, Yorkshire, in May, 1693. His father, Henry Harrison, was carpenter and joiner to Sir Rowland Wynne, owner of the Nostel Priory estate. The present house was built by the baronet on the site of the ancient priory. Henry Harrison was a sort of retainer of the family, and he long continued in their service.

Little is known of the boy's education. It was certainly of a very inferior description. Like George Stephenson, Harrison had always a great difficulty in making himself understood, either by speech or writing. Indeed, every board-school boy receives a better education now than John Harrison did a hundred and eighty years ago. But education does not altogether come by reading and writing. The boy was possessed of vigorous natural abilities. He was especially attracted by every machine that moved *upon wheels*. The boy was thus "father to the man." When six years old, and lying sick of small-pox, a going watch was placed upon his pillow, which afforded him infinite delight.

When seven years old he was taken by his father to Barrow, near Barton on-Humber, where Sir Rowland Wynne had another residence and estate. Henry Harrison was still acting as the baronet's carpenter and joiner. In course of time young Harrison joined his father in the workshop, and proved of great use to him. His opportunities for acquiring knowledge were still very few, but he applied his powers of observation and his workmanship to the things that were nearest him. He worked in wood, and to wood he first devoted his attention.

He was still fond of machines going upon wheels. He had enjoyed the sight of the big watch going upon brass wheels when he was a boy; but, now that he was a workman in wood, he proposed to make a time-keeper with wheels of that material. After many difficulties—and nothing can be accomplished without them—he succeeded in making a wooden clock, with wheels of wood. This, however, was only a beginning. He proceeded to make better clocks; and then he found it necessary to introduce metal, as being more lasting. He made pivots of brass, which moved more conveniently in sockets of wood, with the use of oil. He also caused the teeth of his wheels to run against cylindrical rollers of wood, fixed by brass pins, at a proper distance from the axis of the pinions; and thus to a considerable extent he removed the inconvenience of friction.

In the meantime Harrison eagerly improved every incident from which he might derive further information. There was a clergyman who came every Sunday to the village to officiate in the neighborhood; and having heard of the sedulous application of the young carpenter, he lent a manuscript copy of Professor Saunderson's discoveries. The blind professor had prepared several lectures on natural philosophy for the use of his students, but they were never intended for publication. Young Harrison now proceeded to copy them out, together with the diagrams. Sometimes, indeed, he spent the greater part of the night in writing or drawing.

As part of his business, he undertook to survey land, and to repair clocks and watches, besides carrying on his trade of a carpenter. He soon obtained a considerable knowledge of what had been done in clocks and watches, and was able to do not only what the best professional workers had done, but to strike out entirely new light in the clock and watchmaking business. He found out a method of diminishing friction by adding a joint to the pallets of the pendulum, whereby they were made to work in the nature of rollers of a large radius, without any sliding, as usual, upon the teeth of the wheel. He constructed a clock upon the recoiling principle, which went perfectly and never lost a minute in fourteen years. Sir Edmund B. Denison says that he invented this method in order to save himself the trouble of going so frequently to oil the escapement of a turret clock, of which he had charge; though there were other influences at work besides this.

But his most important invention, at this early period of his life, was his compensation pendulum. Everyone knows that metals expand by heat and contract by cold. The pendulum of the clock therefore expanded in summer and contracted in winter, thereby interfering with the regular going of the clock. Huyghens had by his cylindrical checks removed the great irregularity arising from the unequal lengths of the oscillations; but the pendulum was affected by the tossing of a ship at sea, and was also subject to a variation in weight, depending on the parallel of latitude. Graham, the well-known clockmaker, invented the mercurial compensation pendulum, consisting of a glass or iron jar filled with quicksilver and fixed to the end of the pendulum rod. When the rod was lengthened by heat, the quicksilver and the jar which contained it were simultaneously expanded and elevated, and the centre of oscillation was thus continued at the same distance from the point of suspension.

But the difficulty, to a certain extent, remained unconquered until Harrison took the matter in hand. He observed that all rods of metal do not alter their lengths equally by heat, or, on the contrary, become shorter by cold, but some more sensibly than others. After innumerable experiments, Harrison at length composed a frame somewhat resembling a gridiron, in which the alternate bars were of steel and of brass, and so arranged that those which expanded the most were counteracted by those which expanded the least. By this means the pendulum contained the

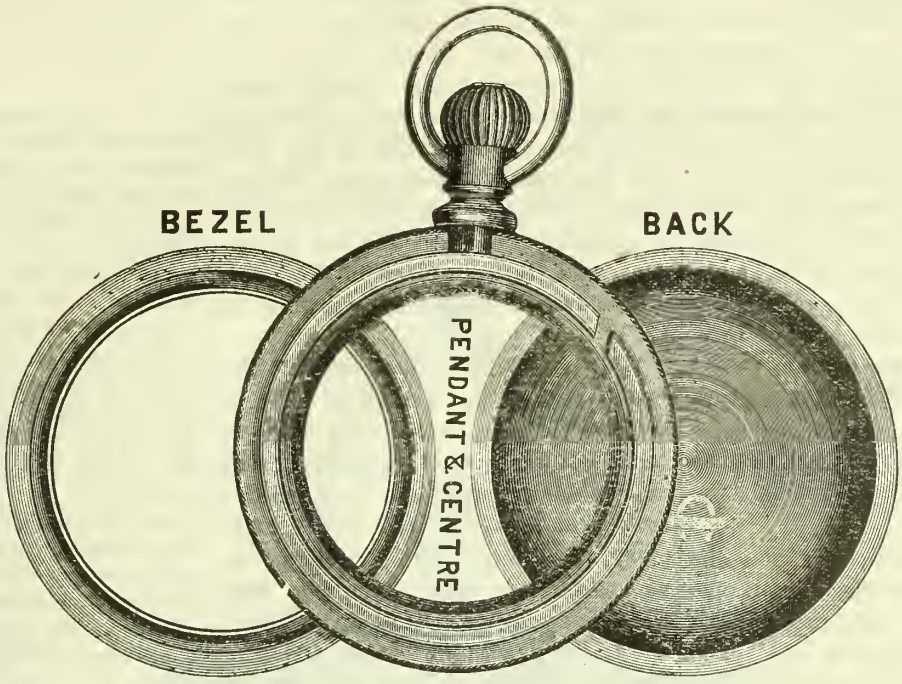
The "Excelsior" Patent Dust Proof Case.

PATENTED,

United States,

27th December,

1881



PATENTED,

Dom. of Canada

28th February,

1882.

This is the first and only case made without one grain of solder. Every piece is cut from the solid metal and pressed into the shape used in the case. This process hardens the gold and silver by the only method known (that is to work it), and is handed to the Trade as hard as is possible to make it, being a great advantage over a case made in the ordinary way, in saving gold and silver by making a case as strong as a much heavier one that has been softened as heat does in soldering on pendant, joints, thumb catches, or joint to swing movement in. Heat not only softens the gold or silver, but warps it out of the shape that the snaps have been fitted to, and it is never perfect after soldering. The Excelsior Patent Dust Proof is never soldered, never heated, is fitted perfectly, and remains perfect. The Excelsior Dust Proof has no joints to wear out or break off. The Excelsior Patent Dust Proof has no spring to break or wear the case. There is no part of the Excelsior Patent Dust Proof that will wear. The Excelsior Patent Dust Proof is the safest case made for protecting the movement—it will never open in the pocket Put an Excelsior Dust Proof in your pocket, bend forward, backward, put yourself in any position you please and the Excelsior is closed tight. In an ordinary case, with springs, by bending forward the case will often open and when the lock-spring is worn, the case is nearly always open.

The Excelsior Patent Dust Proof Case is the strongest, best fitting and most durable case made. Ask your Jobber for the Excelsior Patent Dust Proof. Every case warranted as stamped, 18 kt., 14 kt., 12 kt., 10 kt., United States Mint Assay or Coin Silver, as may be stamped, and every genuine case bears the Trade Mark. The Excelsior Patent Dust Proof Case may be obtained from any of the jobbing houses in the country.

Trade Mark.



Instructions to Open the Excelsior Patent Dust Proof Case.

First press the crown as in opening an ordinary Hunting Cased Watch, then to open front, turn bow to the right with thumb and finger; to open the back, turn left. To close, turn case back in same position as when case was closed, and snap same as glass bezel on any watch.

power of equalizing its own action, and the centre of oscillation continued at the same absolute distance from the point of suspension through all the variations of heat and cold during the year.

Thus by the year 1726, when he was only twenty-three years old, Harrison had furnished himself with two compensation clocks, in which all the irregularities to which these machines were subject, were either removed or so happily balanced, one metal against the other, that the two clocks kept time together in different parts of his house, without the variation of more than a single second in a month. One of them, indeed, which he kept by him for his own use, and constantly compared with a fixed star, did not vary so much as one minute during the ten years that he continued in the country after finishing the machine.

Living, as he did, not far from the sea, Harrison next endeavored to arrange his timekeeper for the purposes of navigation. He tried his clock in a vessel belonging to Barton-on-Humber; but his compensation pendulum could there be of comparatively little use; for it was liable to be tossed hither or thither by the sudden motions of the ship. He found it necessary, therefore, to mount a chronometer or portable timekeeper, which might be taken from place to place, and subjected to the violent and irregular motion of a ship at sea, without affecting its rate of going. It was evident to him that the first mover must be changed from a weight and pendulum to a spring wound up and a compensating balance.

He now applied his genius in this direction. After pondering over the subject in his mind, he proceeded to London in 1728, and exhibited his drawings to Dr. Halley, then Astronomer Royal. The Doctor referred him to Mr. George Graham, the distinguished horologer, inventor of the dead-beat escapement. After examining the drawings, and holding some converse with Harrison, Graham perceived him to be a man of uncommon merit and gave every encouragement. He recommended him, however, to make his machine before again applying to the Board of Longtitude. He accordingly returned home again to Barrow to complete his task, and many years elapsed before he again appeared in London, to present his chronometer.

The remarkable success which Harrison had achieved in his compensating pendulum could not but urge him on to further experiments. He was no doubt to a certain extent influenced by the reward of £20,000 which the English Government had offered years before for an instrument that should enable the longtitude to be more accurately determined by navigators at sea than was then possible; and it was with the object of obtaining pecuniary assistance to assist him in completing his chronometer that Harrison made his first visit to London to exhibit his drawings in 1728.

The Act of Parliament offering this superb reward was passed in 1714, in the twelfth year of the reign of Queen Anne. It was right that England, then rapidly advancing to the first position as a commercial nation, should make every effort to make navigation less hazardous. At that time the ship, when fairly at sea, out of sight of land, and battling with the winds and tides, was in a measure lost. No method existed for accurately ascertaining the longtitude. The ship might be out of its course for one or two hundred miles, for anything that the navigator knew; and only the wreck of his ship on some unknown coast told of the mistake which he had made in his reckoning.

(To be continued.)

BUSINESS CHANGES FOR MARCH.

Jackson & McFarlane, hardware, Nelson, Man., assigned; F. E. Hatch, hardware, Exeter, Ont., removed to Waterford and bought out E. H. Jeeves; Doherty & Silvester, hardware, Stouffville, Ont., dissolved, Silvester retiring, Doherty continues alone; H. Davis & Son, jewelers, London, Ont., have sold out the St. Thomas branch of their business; J. W. French, jeweler, Hamilton, assigned; Bullock Manufacturing Co'y, hardware, Otterville, Ont., burned out; J. D. Wetherall, tins, Otterville, burned out; G. H. White & Co., hardware, Orillia, dissolved, E. A. Gilpin retires and G. H. White continues alone; McGregor Bros., hardware, dissolved, W. S. McGregor continues alone; Baird & Luxton, hardware, Ridgetown, dissolved, C. Luxton continues alone.

BUSINESS NOTES.

Mr. S. T. Culp is back again from Europe looking fresher and brighter than ever.

Mr. Henry Smith and wife, of this city, sailed for England last month. We wish them *bon voyage.*

Mr. Frank Laidlaw, formerly traveller for Smith & Fudger, is now performing a like engagement with C. & J. Allen of this city.

The latest thing they say in gentleman's jewelry is the "Freddy Gebhart" scarf pin. It is in the form of a golden donkey with brass cheeks. Next.

We regret to learn that Mr. L. Davis, the the well-known jeweler of Montreal, lately lost his wife after a short illness. Mr. Davis has the sympathy of the trade in his sad bereavement.

It is not generally known that Canada's champion skater, Mr. Robinson, is a jeweler doing business on Yonge Street, of this city. Such is the fact, however, and we are glad to be able to say that Mr. Robinson is not only Canada's champion skater, but one of the best and most skillful workmen in this city. We wish him success.

Messrs. J & J Taylor, the well-known safe manufacturers of Toronto, are hard at work rebuilding their factory. It will be the largest and most complete of its kind in Canada, and double its former capacity. People wanting safes should send in their orders as soon as possible.

We are in receipt of a letter from Mr. D. Manson, dated from the "Eternal City," in which he describes his tour through England, Ireland, Scotland, France, Germany, Austria, Belgium and Italy. He purposes visiting Egypt, Palestine and India before going to Australia.

Removal.—We are glad to notice that Messrs. T. White & Son, lapidaries, of this city, have, on account of their growing trade, been forced to remove to larger and more commodious premises. The trade seem to appreciate the advantage of having a firm of practical lapidaries in this country, and we trust that their business will be better than ever in the new quarters.

Malicious Report.—We understand that reports are being circulated to the effect that the firm of A. C. Anderson & Co., of Hamilton, have been mixed up in some way with the recent Customs seizures made in that city. We are pleased to say, we have the best authority for stating that they were in no way implicated in them, and the reports are entirely false. We understand that Messrs. Anderson & Co. have entered proceedings against the parties by whom the reports were circulated.

Hagstoz & Thorpe are out with a very good advertising puzzle in the shape of a keystone and letter C made up of over eighty small letters. After considerable puzzling we managed to "solute" it. It runs as follows:

"A case to last
Should be of proper make,
Who wants the best one,
Should the Keystone take."

As the boys say, give us a hard one next time.

In spite of the abundant sleighing, the winter trade of our jewelers has scarcely been up to the mark it was expected to reach. In fine colored gold goods has this especially been the case. It is to hoped however, that the spring trade will more than make up for the deficiency of the winter trade, and that our friends throughout may be able to "level up," if not more so before the year closes. The prospects ahead are good.

Says as an exchange, "Ever since the

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of manufactured goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nicke

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James', Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford, using name of Rogers in any form

FACTORIES: WALLINGFORD CONN., U.S. AND MONTREAL, CANADA.

Sidney and Melbourne Exhibitions, the American Watch Company has been doing agood trade with the Australian Colonies, and it has now attained such large proportions as to necessitate the opening of a branch establishment at Melbourne. The Melbourne branch will no doubt be carried on with the same energy and spirit which so rapidly developed the business in this country: in fact, as far as we are concerned, we feel quite sure of it, as the manager selected for the new establishment is Mr. D. Manson, who so ably represented the Company at the Australian Exhibitions.

In the case of Zimmerman, McNaught & Lowe v. The Canada Sterling Co., (Mrs. A J. Parker,) Judge Burnham gave a verdict in favor of the plaintiffs for $136 and costs. This case arose out of a balance of account due the plaintiffs from the defendant on account of defective goods of their manufacture being returned to them. This balance the defendant admitted, and promised to settle for at the time it was made, but was afterwards repudiated, hence the action.

Mr. John W. Campbell, formerly bookkeeper for Zimmerman, McNaught & Lowe, the well-known wholesale jewelers of this city, has gone on the road for that firm, and will take the towns situated on the Northern, Wellington Grey & Bruce and Grand Trunk (west) Railroads. The trade will find Mr. Campbell an honest, courteous and obliging salesman, and we predict for him a good business and a successful career in his new sphere.

Messrs. W. A. Fowler & Co., of Winnipeg jewelers have lately assigned under very questionable circumstances. We understand that some of their Ontario creditors intend pushing the case as far as the law will allow, and that some interesting developments may be expected. We refrain from saying any more about this case until the result of present investigations are known, and if the facts are such as we suspect we shall have no hesitation in ventilaiing the matter thoroughly.

Says an exchange, "A deputation lately waited on the Hon. L. S. Tilley, Minister of Finance, to ask that the Excise duty on tobacco be reduced from 20 cents to 10 cents per pound in order to prevent smuggling." We don't know what answer this deputation got, but if there is any force in the above contention as regards a bulky article like tobacco, it applies with a hundred times more force to small and valuable goods like jewelry. A man can just as easily smuggle $1,000 worth of jewelry, on which the government lose $200 of duty, as he could one pound of tobacco, the value of which is no more than $1, and the loss of revenue to the government at most 25 cents. This fact is patent to every one but Government officials, who still wonder at the crime of smuggling.

We are often asked by readers about the quality of the Swiss imitation American movements with which the country is being flooded. Our observation leads us to conclude that they are a very poor substitute for the goods they imitate, or even for the ordinary Swiss detached lever now so well-known to the trade. A good detatched lever is a good watch, and will give the buyer satisfaction, and be value for his money, but the abortion of a movement that is at present being sent into this country by Swiss manufacturers under American names are a humbug of the most transparent kind. These movements, especially of the cheaper grades, are roughly finished, in many cases what jewels there are are only on the top plate, and only temporarily fastened in, and although some of these may go for weeks they will very soon cost the owner more to keep them going than would buy a good Swiss lever or a real American watch. They may do well enough for a peddling trade, but we would not recommend any local jeweler who values either his reputation or ultimate peace of mind to sell them without giving the purchaser a written guarantee that they are an imitation article, and warranted to cost him more than their original cost every year for repairs. Having thus delivered ourselves, our readers may do as they like about selling them.

It is absolutely necessary for the safety of his stock that every jeweler should have a first-class safe placed in a part of his store where it can be always seen from the street, and that at night a strong light be left burning close to it. The want of such precautions has often ended in jewelers getting their stock thoroughly cleaned out some night by "the enterprising burglar," and then after his property is all gone setting to work to secure their treasures in thoroughly burglar-proof safes. In reference to this state of things an exchange says: "Burglar-proof safes are becoming more and more serviceable as adjuncts of office ornamentation. They are not an unqualified success, however, for any other purpose, noticeably the purpose for which they are supposed to be constructed. J. C. Ratoll, of Springfield, is in a position to witness to the above. His safe was lately relieved of 400 gold watches. Owners of safes would do well to copy the example of some merchants who invariably make it a practice to leave nothing in the safe and its doors wide open, or of others who carefully write out the combination and hang it in a conspicuous place with the request to burglars, 'Please use the combination.' In this way they would save their vaulables and their safe." We differ with our contemporary, because we fancy that if Mr. Ratoll had owned one of J. & J. Taylor s burglar-proof safes he might have gone to bed and snapped his fingers at their efforts to rob him. We know of Canadian jewelers who don't own a safe at all, and we think the sooner they invest in one the better for themselves.

The Australians are thinking over the *pros* and *cons* of confederation. The proximate cause of the movement in that direction was the Egyptian war. The war, and other wars perhaps to arise out of it, may not be prolonged so as to overtax the powers of England, but then again they may; and a chivalrous spirit has infused itself into the Australians—a willingness to assume the expense of her own naval defences in case England may find it a burden—and to this end, a confederation. The manifest advantages of Confederation, however, have always been seen by the Australians, and Union is sure in the end to come. The agitation has commeuced in Victoria. Mr. Munro, of North Melbourne, has moved in the Assembly for a conference of the representatives of the different Governments of all the Australian Colonies to discuss the propriety of securing a federal union of the colonies. Taking Canada as his example, he pointed out all the advantages that have accrued to us from Confederation, and predicted the same for the Australian Colonies. It was objected that the movement was premature, that Victoria would be left in a minority on the tariff question. Many others spoke, most of them favouring the original motion, and the debate was then adjourned, but only for a week. Now that the people have become fully permeated with the spirit of Confederatiou, the difficulties that look large will probably be smoothed away, and the *non posumus* argument disposed of.

WORKSHOP NOTES.

Another mixture for wax patterns, is composed of 2 parts of yellow wax and 1 of resin.

A mastic for filling small holes in wooden patterns is composed of 50 parts resin, 40 whiting, 7 tallow, and 3 yellow wax.

Water is not the only substance which expands in solldifying; tin, zinc, bismuth, antitomy, iron and copper exhibit the same property. With lead and cadmium the results are indecisive.

If very uudercut plaster patterns are covered with very strongly rammed sand in metallic casks, they may be easily destroyed by calcining the whole to the point when the plaster will fall into powder.

A good rivet, cold, should bend double without breaking. The head should flatten out, wheu hammered hot, to ⅛ inch thick, without fraying at the edge or breaking. Boiler plates should be calked with a convex tool.

A German paper says that a roof can be made fire-proof by covering it with a mixture of lime, salt and wood ashes, adding a little lamp-black to give a dark color. This not only guards against fire, it is claimed, but also in a measure prevents decay.

A new method of tempering steel has been published by M. Clemandot. The metals are heated to a cherry red and then compressed strongly until they are cool. The result is great hardness and an exceedingly fine grain. Steel thus treated makes excellent permanent magnets.

Soldering cast iron, says the *Engineer*, is geuerally considered to be very difficult, but it seems to be only a question of thoroughly making bright the surface to be soldered, and using good solder and a clean swab with muriatic acid. Sodium amalgam might be usefully employed for the purpose.

To Recut Files and Rasps.—To recut by a chemical process dissolve 4 ounces saluratus to one quart of water, sufficient to cover the files, and boil them in it for half an hour; then take out, wash and dry them; then stand them in a jar, fill it up with raiu water and sulphuric acid in the proportion of 1 quart water and 4 ounces acid.

To keep machinery from rusting take one-half ounce of camphor, dissolve in one pouud of

Highest Honors Awarded at the Toronto Exhibition, 1882,

TWO SILVER MEDALS AND A COLD MEDAL!

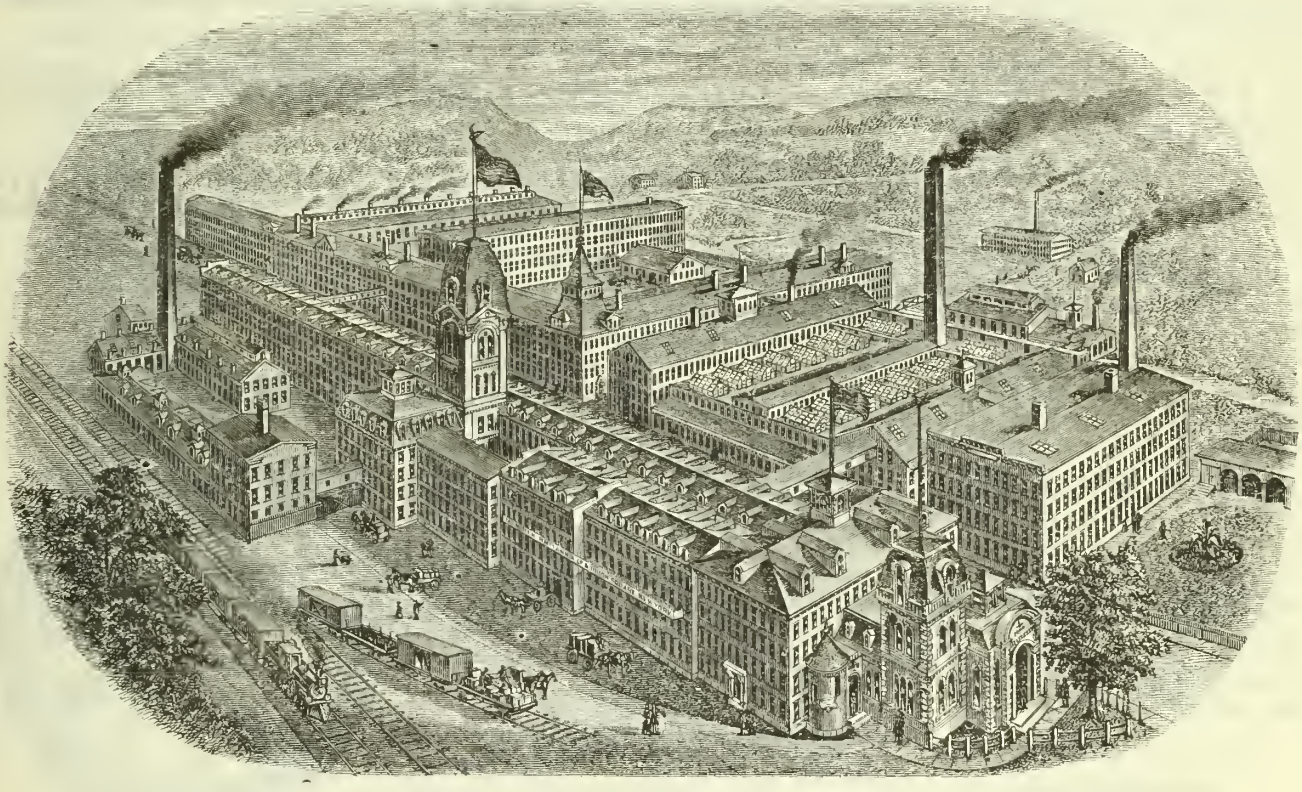
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

melted lard; take of the scum and mix it with as much fine blacklead as will give it an iron color. Clean the machinery and smear with this mixture After twenty-four hours rub clean with a soft linen cloth. It will keep clean for months under ordinary circumstances.

Galvanized iron is iron covered with zinc in a zinc bath. Formerly it was covered by the aid of electricity, created by a galvanic battery, but lately is covered with zinc in the same manner that tinned iron is made, still keeping its old name. Zinc will corrode underneath paint, and form zinc oxide, a white powder, which loosens the zinc and it drops off.

Re-heating and rolling down or forging down wrought iron bars reduces their elongation and increases their tensile strength. The skin of wrought iron is *not* the strongest portion. Cold rolling increases the strength of wrought iron. Tensile strength of wrought iron averages ten per cent. more with the fiber than across it. Compressing melted steel with a pressure of about six tons per square inch increases its strength.

Every boiler should be protected from the weather. It often occurs that boilers have no other protection than simply a loose board roof, which in ordinary rain storms leaks at every point. If the boilers were always under steam, the bad consequences would be comparatively light, but the great mischief occurs when the boilers are cold. Whenever rust appears on the surface of a boiler it means loss of iron and strength, and consequently is less able to withstand high pressure.

It is said that those who wish to do any painting on or about their mills, will find the following an excellent and cheap recipe, which will last much longer than any ordinary whitewash: Three hundred parts washed and sifted white sand, forty parts precipitated chalk, fifty parts of resin and four parts linseed oil are mixed and boiled in an iron kettle, and then one part of oxide of copper and one part of sulphuric acid are added. This mass is applied with an ordinary paint brush while warm. If it is too thick, it is diluted with linseed oil. This paint dries very rapidly and gets very hard, but protects the wood excellently.

SCIENCE NOTES.

On the 1st of next August an International electric exhibition will be opened at Vienna, and a fine display is anticipated.

An apparatus for recording the exact speed of a train during its entire run, including stoppages and startings, has been invented by M. Pouzet.

In the united states last year the Bessemer steel ingot product reached 1,696,450 tons, or an increase of 10 per cent. over the year immediately preceding.

The Italian Government have begun to substitute bronze for the steel guns now used for field artillery, mainly because bronze can be more easily worked.

A contemporary advocates the use of wind engines in new countries where prospecting operations are necessary before deciding where to sink the permanent shafts.

It is said that steam and air-tight rubber packing may be made by brushing it over with a solution of powdered resin in ten times its weight of water. The packing is ready in about four weeks.

In Great Britain the large sum of $40,000,000-000 is invested in railways. Some of the engines weigh 45 tons, and take a load of 90 tons at a speed of from 40 to 50 miles an hour.

Bordeaux red is a new colouring matter for wine. It appears to be a napthaline dye. Its presence in wine can be very easily detected. Silk is turned by it to a granite red, and the addition of a little ammonia makes the doctored wine brown.

A strong infusion of sassafras root is recommended by Dr. Hinton as a powerful remedy for poisoning by *Rus toxicodendron*. When it is cool cloths are wet in it and applied frequently to the patient. A day's treatment will effect a cure usually.

The report from England of the discovery of a cheap method of extracting aluminium may be the precursor of a violent change in many established trades. Aluminium is one of the metals most abundant in nature. Common clay has for its basis alumina or oride of aluminium. Nothing but the costliness of its manufacture has prevented this metal from displacing silver for many purposes. Alumiuium in not affected in any way by exposure to air. It is lighter than silver, harder, can be rolled to a wonderful degree of thinness, or drawn into the finest of wire. It combines readily with copper, iron or silver, forming alloys of great hardness and durability. As a metal of coinage purposes in the lower denominations aluminium possesses many advantages over silver, nickel, copper, bronze, or any combination. The manufacturing world will wait with interest for further particulars of this discovery. It is likely that a great field for cheap aluminium would be found among the stove-founders. The tarnishing of the nickel ornaments now used in such great quantities is a serious trouble to the housewife, who would hail with delight the introduction of some stove decorations which would want less attention.

The Watchmaker, Jeweller and Silversmith,

A Monthly Illustrated Journal. Published in London.

The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

This important Trade Organ, now in its seventh year of publication is in the hands of every British Watchmaker, Jeweller and Silversmith, and is therefore a most valuable medium for manufacturers requiring publicity in Great Britain.

Our list of permanent contributors includes such names as: J. U. Poole, Richard Whittaker, Henry Ganney, Moritz Grassmann, J. Herrmann, E. J. Watherston, W. H. Singer, an ample guarantee for the sterling value of the journal. Subscription 5s. per annum.

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And Metal Worker

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of the North west,

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Jewelers' Publishing Company, Publishers,

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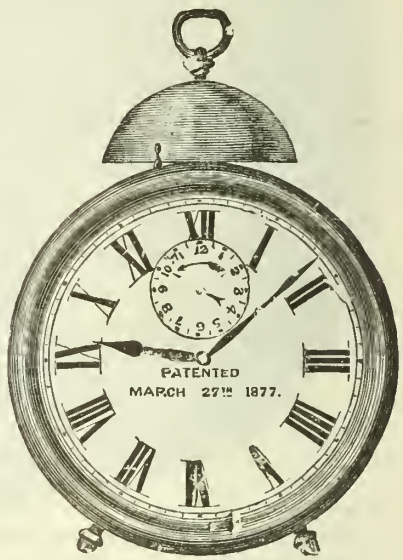
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I hope the Trade are convinced by this time that the above clock house has got the best assortment and better value than any other house in the Dominion.

I thank my many friends for their kind patronage in the past, and solicit a continuance of the same.

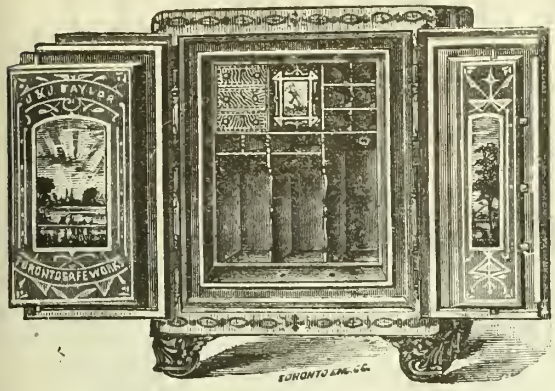
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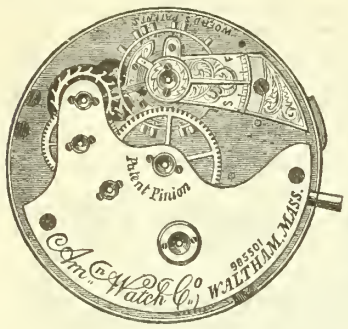
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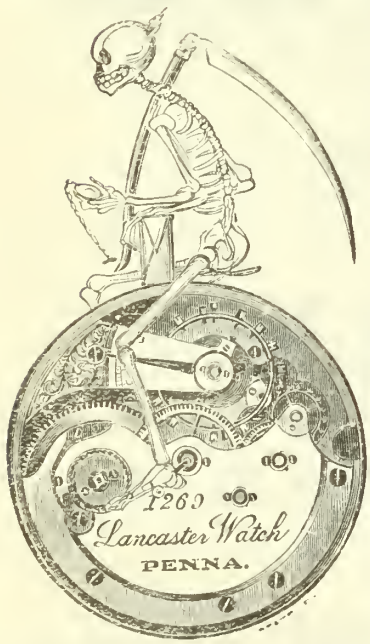
polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

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TORONTO, ONTARIO, MAY, 1883.

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To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

CREDIT.

It has often been said that credit is too cheap in this country, and this is probably true enough if the failures are any proof of the assertion. Be this as it may, however, one thing is certain, viz. : that if wholesale merchants were more strict in getting reliable reports of their customers' standing and ability to pay before they sold them, although it might reduce the volume of their business for awhile, they would find themselves much better off in the long run.

As a rule most merchants do get reports of new customers, but these reports, although bought and paid for in the regular way at the "character shops," are not always reliable, and should never be wholly depended upon.

In our idea one of the best things that any wholesale merchant can do, and one that he certainly should do, is to apply to the customers themselves for a statement of their own affairs, and a *bona fide* report of their standing and prospects.

This is a very common practice in England and the United States, and in both of these countries it has been found to work well both for the buyer and seller. Certainly no one knows or ought to know so well as a man himself how his own business affairs stand, and if he can give a merchant a good statement, and satisfy him that his position is sound, he may make up his mind that he will have a good treatment in every way from the wholesale dealer as any one else.

As a rule these personal statements are honest statements, and show the giver's affairs in about as true a position as can possibly be ; and it is for this reason that such reports are valuable as a basis of credit.

Of course there are exceptions to this as to every other rule, but the exceptions are generally those who lay themselves out to deliberately cheat their creditors, and these prove the correctness of the rule.

We have been told by wholesalers that they have experienced considerable difficulty in getting statements from customers of their standing. Some refuse such a request point blank, others promise it and never fulfil their promises, while others treat the request with silent contempt.

We think if retailers fairly realized how much good they might do themselves by a full and frank conference with the houses from whom they buy, they would if all right, have little or no hesitation in acceding to such a reasonable request.

What can be more reasonable than for any person who is going to sell another a lot of goods on long credit to endeavor to get accurate information as to his standing, and if he asks the purchaser what prospects he has of paying for them when the bill is due, no one should think it either insulting or unreasonable.

The wholesale merchant, when he goes to the foreign or home manufacturer to buy his goods, has first to satisfy them that he is fully worthy of credit. This is the preliminary to actual business, and unless he can do this satisfactorily, no sale is either attempted or made. An English or American house that was refused such information from a wholesale importer that was asking credit from them would at once catalogue him as having something to conceal, and therefore unworthy of credit, and this is the natural inference of any wholesale merchant when such information is refused by a retail customer.

If a merchant has nothing to conceal, an honest, above-board explanation of his affairs with the houses from whom he buys can do him no possible harm, but on the contrary must establish his credit on a firmer basis than ever.

It is plainly then in the interest of wholesale and retail merchants alike that when asked for these necessary statements, the enquiries should be met in a fair and honorable spirit, and receive such treatment as they would themselves wish to receive were their place changed with the wholesale dealer or manufacturer.

It is only by a mutual confidence that a safe credit business can be done, and we know of no better way of strengthening this feeling of trust than yearly statements shewing the position and the tendency of business.

If satisfactory no one can object, if unsatisfactory the sooner it is known the better, for then the customer will often get the advice and aid of persons of more experience than themselves, and at a time when it most worth having.

JEWELRY AND THE TARIFF REVISION.

The budget speech of the Minister of Finance, while on the whole a good and statesmanlike production, is in some respects unsatisfactory and illogical. The present tariff, as every one knows, was never intended to be a permanent one, but was intended to rise and fall as the necessities of trade and the production of the home manufacturer seemed to demand. To some departments of manufacture the Minister of Finance seems to have lent a particularly kindly ear, as they have fared well and got all they wanted. Others have got some slight measure of the relief they craved, while others again have got nothing at all.

In the first class the manufacturers of Snuff and Tobacco stand out as prominent examples. In reference to the reduction of the duty on these goods Mr. Tilley in his budget speech said, (the italics only are ours): "Tobacco and Snuff, the specific duty is reduced from 25 to 20 cents per pound, and I may state here, although this matter is on another paper, still I may refer to it here, owing to the fact that the United States have reduced the excise duty on tobacco and snuff from 16 to 8 cents a pound, the Government found it an absolute necessity for many reasons, though there are other articles on which they would rather relieve the people from taxation, *in order to prevent smuggling into the country, which would certainly have occurred if the present rate of excise duty was left at 20 cents a pound, while the American duty was 8 cents, to reduce the duty to 12 cents a pound, so as not to encourage smuggling and the closing up of*

our manufactures, which would effect our revenue very materially, and consequently we thought it desirable to ask Parliament to reduce our duty on tobacco made from foreign leaf from 20 to 12 cents, and from Canadian leaf from 8 to 2 cents; and as the amount obtained from Canadian tobaccos is small, we propose to make the rules and regulations such as will be acceptable to those who are interested in that particular industry."

The above extract is interesting as shewing what a paternal interest our Finance Minister takes in tobacco and snuff factories, and speaks strongly for his kindness of heart, if not for his soundness of head. That there is the slighest danger of our tobacco factories being closed up on account of smuggled tobacco flooding this market we do not for one moment believe, but Mr. Tilley had to give some reason for reducing the excise duty on tobacco and snuff, and the above nonsensical one was probably better than none. We stated last month that tobacco was of little value compared with its bulk, and therefore not a likely article to be a favorite commodity for smugglers. As a rule these individuals prefer articles of small bulk and much value in preference to such goods as tobacco, sugar and cheap groceries. If the Minister of Finance's logic is good for tobacco how much better it would be for jewelry, a trade that everyone knows, who understands anything about it at all, that is having its vitals eaten out by this very crime of smuggling, a crime called into existence very much by the action of the present Minister of Finance, and kept alive almost entirely by his obstinacy in refusing to make the change desired by the trade. A box of tobacco weighing about ten pounds, and worth say ten dollars, if it was smuggled in could only net the smuggler a gain of say three dollars, the amount of the duty that the Government would levy on that particular quantity of the article. A parcel of jewelry however of the same bulk, and little or no more weight, and just as easily smuggled, would be worth at least one thousand dollars if plated, and two thousand dollars if gold goods. On these goods the duty would be from two hundred to four hundred dollars, as the case might be, and this amount would represent the gain the smuggler would stand to make if he carried the operation successfully through. Now does any sane person for one moment think that people will attempt to smuggle such goods as tobacco through in order to save a paltry three dollars, when they can with no more risk turn their attention to goods which are much more easily manipulated and gain by the same efforts from two to four hundred dollars. The Finance Minister would have people believe that smugglers pursue their calling for the love of it. We certainly think this would be the case did they go in for smuggling tobaccos and such like goods in preference to jewelry.

As a rule people smuggle to make money. The higher the duty and the less bulky the goods the better it pays, and *vice versa*. Smugglers are not fools—they can gauge the risk more accurately than outsiders, and the gains equally as accurately. To say, as our Finance Minister virtually does, that these shrewd lawbreakers will knowingly smuggle such goods as tobacco in preference to jewelry is, to say the least, the veriest nonsence. If Sir Leonard Tilley's argument is tenable at all, and the tobacco trade is in the slightest degree endangered by smuggling, how much more forcibly do all his arguments apply to the jewelry trade.

The jewelry trade is not only threatened by smuggling, but is almost ruined by it. It is not imaginary evil that may be reasonably looked forward to, but a present and incontrovertable fact. Jewelry smuggling exists not because of the "grace of God," but by the "grace of our Minister of Finance," for by refusing to lower the present high rate of duty on these goods, he makes it worth their while to pursue their dangerous trade.

While not a silent partner in their business, he is decidedly an accessory before the fact, for it is entirely by his refusing to lower the duty that they are enabled to make money by smuggling.

We suppose that we should be thankful for small favors in the direction we have indicated above. Last year it was clock springs on which the duty was reduced, this year it is precious stones *unset*, uncut they are admitted free, cut they have to pay ten per cent. instead of twenty as formerly.

Probably the Finance Minister fancied that the jewelry trade would not be able to stand a sudden reduction and consequent protection from smuggling all along the line at once, and therefore resolved to give it to them in homœopathic doses, if so he has succeeded admirably. If not, the sooner he awakes to the absurdity of his position and grants the trade the measure of relief it is entitled to, the better for the prospects of the jewelry business in this country. As matters stand at present probably not more than one-half of the jewelry brought into Canada pays duty. Of American goods this is notoriously the case, and as our jewelry manufactures are principally imitations of American goods, the present twenty per cent. tariff is worse than none at all.

If Sir Leonard Tilley would just substitute jewelry for tobacco and snuff in the extract we have made from his budget speech and tariff revision (leaving out the part where it stated that there would be a considerable loss to the revenue) he would not only state a business fact, but afford relief to a branch of business that has for years suffered more than any other from the injustice of the present tariff.

ENGLISH vs. AMERICAN PATENTS.

Probably no country in the world is so fruitful of inventions as the United States of America. Not that we think that the American people as a whole are any better or any smarter than other nations, but that their patent laws are so framed as to make it worth while to protect even the smallest inventions or improvements. In England it costs about $775.00 to get out a patent, while in the United States the same thing is effected for the trifling sum of about $35.00. The result of such a terrible discrepancy has been to discourage the patenting in England of all but great inventions that represent large sums of money, while in the States the effect has been to stimulate the invention, and introduce numberless small contrivances for household convenience, in addition to the more important inventions. Moreover the English inventor, even after paying the exorbitant sum demanded by the English patent laws, has still to take the patent at his own risk, and should it be found to be worthless owing to errors of description, or from the thing itself not being patentable, the fees cannot be returned.

We understand that the Society of Arts is trying to get the English patent law amended so as to bring them on a level with the Americans in this respect, and if this is done we are justly safe in predicting that very soon it will be found

THE PERFECT.



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that the number of patents issued in Britain fully as large if not larger than any other country in the world.

Many people think it is not worth while to patent any but the great inventions that apparently have unlimited possibilities before them. This is a great mistake, for as a matter of fact it is notorious that more money is derived from some of these apparently insignificant inventions than from the great ones, from which so much was naturally expected. From an exchange we learn that a curious investigator has recently been collecting some astonishing facts, showing the immense profits derived by persons who have taken out patents on toys and other modest trifles. People will be surprised to hear for instance that the common wooden toy-ball, with elastic string attachment, selling for a few cents in the stores, brings its patentee an income of about $50,000 each year. The man who first thought of perforating sheets of postage stamps so that they could be separated by tearing, instead of cutting as before, realized a fortune from his happy thought. The inventor of the gummed wrapper for newspapers is a wealthy man. The "dancing Jim Crow," the black toy with which all juveniles are familiar, yields $75,000 annually to its inventor, and the ordinary needle-threader brings $10,000 a year to its patentee. A piece of bent wire for suspending boots from the sides of packing cases was the lucky idea of a man who has since realized a fortune from it. The gimlet-pointed screw and the rubber tips to lead pencils yield independent fortunes to their inventors, while it is said of the son of the man who first patented copper toes for boots is as well provided for as if his father had left him $2,000,000 in United States bonds. The patentee of roller skates is $2,000,000 richer for his invention. Col. Green, who invented the "drive well," a simple arrangement for getting water by driving a two-inch tube into the ground until water is reached, and then adding a pump, has received royalty of $3,000,000 at least, while rubber stamps, different kinds of pens, and other small articles have been equally fruitful sources of wealth to their inventors. The greatest inventors, on the other hand, like the greatest authors, have been but poorly rewarded for their work. The best motto for those who wish to be successful inventors is Schiller's saying: "That is the truly secret which lies ever open before us; and the least seen is that which the eye constantly sees."

MONEY ORDERS.

Although our money order system is very much simpler than it formerly was, it has yet plenty of scope for improvement.

As at present made out an order is of no use until signed by the party for whom it is intended, and before it can be cashed or even deposited in a bank has to have an order endorsed on it by the Post Office department making it payable at any bank they specify. In Great Britain the money order system is a very simple one, is immediately understood, and is about as perfect as it is possible to make so important a matter. The person who desires to send a certain sum of money to another person in a different city or any other place where a money order office has been established, simply pays, at his own postoffice, the amount for which he obtains an order. This order has just the same value as a bank note for the amount which is written on its face. The cash is not transmitted from post-office to post-office—in this respect the systems in Great Britain and Canada are alike—but the order is made payable at any money order office to which it may be sent, and to any person to whom the buyer may subsequently choose to send it. In this country even the present simplified form of order requires a person of at least average intelligence and more than average experience to understand it, otherwise the clerk is obliged to tell every applicant for an order what he is obliged to write in each one of the dozen lines that have been ruled for his direction. By the English system this annoyance to the official and embarrassment to the applicant are avoided. The buyer simply pays twenty shillings for an order for one pound, and, renewing this certificate of payment, sends it to any one he may desire without giving the name of the intended recipient to the post-office officials. There is a slight risk that the order may fall into the wrong hands, but the possibility is far from being a probability. In any case there is always the opportunity of taking extra precautions whenever an order for a very large amount has been purchased with the object of sending it to persons at a distance.

But even this risk could be easily avoided by making the order payable to the person buying it or to his order in exactly the same way as an ordinary bank check or draft. The buyer could then make it payable to the order of any person he pleased and then sign his name, after which it would be useful only to the person to whom it was endorsed. If it went astray after that it would be useless to the finder unless he chose to run the risk of penetentiary by forging the name of the party to whom it was endorsed.

We do not see why the post-office authorities could not make this or some other equally simple and effective improvement upon our present system of money orders. If they would do so it would be a great boon to merchants at small places having no bank, and as to the wholesalers to whom they remit their money.

Selected Matter.

JOHN HARRISON, THE CHRONOMETER MAKER.

(Continued from last month.)

It may here be mentioned that it was comparatively easy to determine the latitude of a ship at sea every day when the sun was visible. The latitude—that is, the distance of any spot from the equator and the pole—might be found by a simple observation with the sextant. The altitude of the sun at noon is found, and by a short calculation the position of the ship may be ascertained.

The sextant, which is the instrument universally used at sea, was gradually evolved from similar instruments used from the earliest times. The object of these instruments has always been to find the angular distance between two bodies—that is to say, the angle of two straight lines which are drawn from those bodies to meet in the observer's eye. The simplest instrument of this kind may be well represented by a pair of compasses. If the hinge is held to the eye, one leg pointed to the distant horizon, and the other leg pointed to the sun, the two legs will be separated by a certain angle, which will be the angular distance of the sun from the horizon at the moment of observation.

Until the end of the seventeenth century the instrument used was of this simple kind. It was generally a large quadrant, with one or two bars moving

John Segsworth & Co.,

WHOLESALE AGENTS FOR

AMERICAN WALTHAM WATCHES,

—AMERICAN—

Gold and Silver Cases,

Best Makers and Finest Goods in the Market.

IMPORTERS OF FINE

English and American Jewellery

Of which we keep constantly on hand one of the largest stocks in the country.

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23 Scott Street, Toronto.

on a hinge—to all intents and purposes a huge pair of compasses. The direction of the sight was fixed by the use of a slit and a pointer, much as in the ordinary rifle. This instrument was vastly improved by the use of a telescope, which not only allowed fainter objects to be seen, but especially enabled the sight to be accurately directed to the object observed.

The instruments of the pre-telescopic age reached their glory in the hands of Tycho Brahe. He used magnificent instruments of the simple "pair of compasses" kind—circles, quadrants, and sextants. These were for the most part ponderous fixed instruments, and of little or no use for the purposes of navigation. But Tycho Brahe's sextant proved the forerunner of the modern instrument. The general structure is the same; but the vast improvement of the modern sextant is due, firstly, to the use of the reflecting mirror, and secondly, to the use of the telescope for accurate sighting. These improvements were due to many scientific men—to William Gascoigne, who first used the telescope, about 1640; to Robert Hooke, who, in 1660, proposed to apply it to the quadrant;* and to John Hadley, who introduced it. The modern sextant is merely a modification of Newton's or Hadley's quadrant, and its present construction seems to be perfect.

It therefore became possible accurately to determine the position of a ship at sea as regarded its latitude. But it was quite different as regarded the longitude—that is, the distance of any place from a given meridian, eastward or westward. In the case of longtitude there is no fixed spot to which reference can be made. The rotation of the earth makes the existence of such a spot impossible. The question of longitude is purely a question of TIME. The circuit of the globe, east and west, is simply represented by twenty-four hours. Each place has its own time. It is very easy to determine the local time at any spot by observations made at that spot. But, as time is always changing, the knowledge of the local time give no idea of the position of a moving object—say, of a ship at sea. But if, in any locality, we know the local time, and also the local time of some other locality, at that moment—say, of the Observatory at Greenwich—we can by comparing the two local times, determine the difference of local times, or, what is the same thing, the difference of longitude between the two places. It was necessary therefore to be in possession of a first-rate watch or chronometer to enable him to determine accurately the position of his ship at sea, as respected the longitude.

Before the middle of the eighteenth century good watches were comparatively unknown. The navigator mainly relied upon his Dead Reckoning, without any observation of the heavenly bodies. He depended upon the accuracy of the course which he had steered by the compass, and the measurement of the ship's velocity by an instrument called the log, as well as by combining and rectifying all the allowances for drift, lee-way, and so on, according to the trim of the ship; but all of these were liable to much uncertainty, especially when the sea was in a boisterous condition. There was another and independent course which might have been adopted—that is, by observation of the moon, which is constantly moving amongst the stars from west to east. But until the middle of the eighteenth century good lunar tables were as much unknown as good watches.

Hence a method of ascertaining the longitude with the same degree of accuracy which is attainable in respect of latitude, had for ages been the grand desideratum for men "who go down to the sea in ships." Mr. Macpherson, in his important work entitled "The Annals of Commerce," observes, "Since the year 1714, when Parliament offered a reward of £20,000 for the best method of ascertaining the longitude at sea, many schemes have been devised, but all to little or no purpose, as going generally upon wrong principles; till that Heaven-taught artist, Mr. John Harrison arose;" and by him, as Mr. Macpherson goes on to say, the difficulty was conquered, having devoted to it "the assiduous studies of a long life."

The preamble of the Act of Parliament in question runs as follows: "Whereas it is well known by all who are acquainted with the art of navigation that nothing is so much wanted and desired at sea as the discovery of longitude, for the safety and quickness of voyages, the preservation of ships and the lives of men," and so on. The Act proceeds to constitute certain persons commissioners for the discovery of the longtitude, with power to receive and experiment upon proposals for that purpose, and to grant sums of money not exceeding £2,000 to aid in such experiments. The clause of the Act, by which rewards are offered to such inventors or discoverers as shall succeed in enabling the longtitude to be ascertained within certain limits, is as follows:—

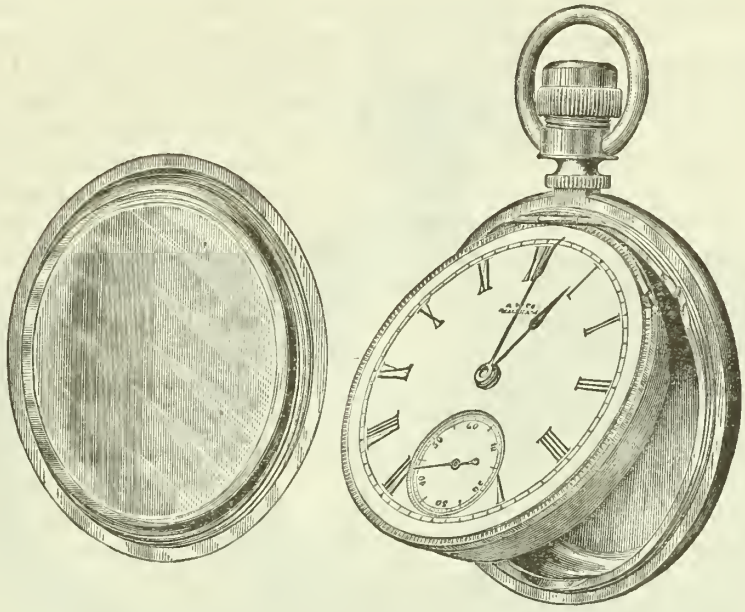
"And for a due and sufficient encouragement to any such person or persons as shall discover a proper method for finding the said longitude, be it enacted by the authority aforesaid that the first author or authors, discoverer or discoverers, of any such method, his or their executors, administrators, or assigns, shall be entitled to, and shall have such reward as is hereinafter mentioned; that is to say, to a reward or sum of £10,000 if it determines the said longitude to one degree of a great circle, or sixty geographical miles; to £15,000 if it determines the same to two-thirds of that distance; and to £20,000 if it determines the same to one-half of the same distance; and that one moiety or half part of such reward or sum shall be due and paid when the said commissioners, or the major part of them, do agree that any such method extends to the security of ships within eighty geographical miles of the shores which are the places of the greatest danger, and the other moiety or half part when a ship, by the appointment of the said commissions, or the major part of them, shall thereby actually sail over the ocean from Great Britain to any such port in the West Indies as these commissioners, or the major part of them, shall choose or nominate for the experiment, without losing their longitude beyond the limits before mentioned."

It will, in these days, be scarcely believed that little more than a hundred and fifty years ago a prize of not less than ten thousand pounds should have been offered for a method of determining the longitude within *sixty miles*, and that double the amount should have been offered for a method of determining it within *thirty miles!* The amount of these rewards is sufficient proof of the fearful necessity for improvement which then existed in the methods of navigation. And yet, from the date of the

* Sir Isaac Newton gave his design to Edmund Halley, then Astronomer Royal. Halley laid it on one side, and it was found among his papers after his death in 1742, and twenty-five years after the death of Newton

THE AMERICAN WATCH CO.'S

PATENT DUST-PROOF STEM-WINDER,



-AND-

WHAT AN IOWA JEWELER SAYS OF IT.

(Extract from a letter written by **C. S. RAYMOND**, Clinton, Iowa, April 29, 1881:)

"I wish you would send me a Spring for the Wm Ellery Watch. * * * *
"By the way, this Ellery is a watch I sold to a farmer, in your Screw Bezel Case, last Fall. The
"first of January he lost the watch in the woods and found it this week in about one foot of water.
"It had lain three months and over in snow and water, with but a slight injury to the watch—only
"a hair spring."

The above, as will be seen, was a very severe test, and demonstrates that, for a reasonable length of time, during which a watch might be under water, it would receive no injury whatever.

We wish to call attention to the fact, that although we do not guarantee such cases to be absolutely water-tight, many of them are, and nearly all can be made so, with a little care and attention to details, such as thoroughly cementing the glass, etc.

As a Perfectly DUST-PROOF Stem-Winding Watch Case, we challenge the world to produce its Equal.

ROBBINS & APPLETON.

SOLE AGENTS,

NEW YORK. BOSTON. CHICAGO.

passing of the Act in 1714, until the year 1736, when Harrison finished his first timepiece, nothing had been done towards ascertaining the longitude more accurately, even within the wide limits specified by the Act of Parliament. Although several schemes had been projected, none of them had proved successful, and the offered reward still remained unclaimed.

To return to Harrison. After reaching his home at Barrow, after his visit to London in 1728, he began his experiments for the construction of a marine chronometer. The task was one of no small difficulty. It was necessary to provide against irregularities arising from the motion of a ship at sea, and to obviate the effect of alterations of temperature in the machine itself, as well as in the oil with which it was lubricated. A thousand obstacles presented themselves, but they were not enough to deter Harrison from grappling with the work he had set himself to perform.

(To be continued.)

BOHMER & BASSANGE.

Messrs. Bohmer & Bassange belonged to the most important of the jewelers of Paris, under the reign of Louis XVI. The jeweler had already, as it were, separated from the goldsmith. True, also he worked in the precious metal, but in a more artistic manner; he sought his merit rather in the ingenious grouping of the jewels, than in the simple manufacture of the casket that was to contain them. It was his special province to have their artistic disposition constitute the principal value of the trinket, while the setting itself was to be more useful than ornamental. This was the reason why, in Paris, next in Holland, England and in the German cities, where the goldsmith had once enjoyed a world-wide renown, the jeweler gradually occupied his place, while he was reduced to a secondary rank, and the once independent master, little by little became a factory piece-hand—a simple human machine.

The jeweler Bohmer, as furnisher for the royal court of Versailles, and chief of the firm, had sold a necklace valued at 360,000 francs, to Queen Marie Antoinette, which sum was to be paid from the pocket money of the Queen, who had a yearly income of $100,000. Bohmer had, besides this, furnished her a trinket of rubies and diamonds, as well as a pair of bracelets for 800,000 francs. The Queen now told the court jeweler that she had sufficient ornaments of all kinds, and desired nothing further. Bohmer, however, more merchant than artist, more of a speculator with such precious ornaments than ambition for artistic fame, nevertheless was incessantly occupied in arranging the handsomest diamonds to be found in commerce into a necklace, for the speculative purpose of selling it to the Queen. He engaged the services of a courtier, who mentioned the matter to the King. Louis XVI., charmed with the beautiful diamonds, quickly made them a present to the Queen, but Maria Antoinette persuaded her husband to consider the immense value of the trinket, beyond a million and a half of francs, and not to purchase it, wherefore it was returned to the jewelers.

A year afterward, during which time Bohmer had vainly sought to sell it in every court in Europe, he caused it to be submitted again to Louis XVI., who again destined it for a present to his spouse. The Queen refused it a second time. Immediately after this refusal, Bohmer, in his quality as court jeweler, solicited an audience with the Queen. He knelt at her feet and declared that he was a ruined man, with no other recourse than that of drowning himself. The Queen responded that the necklace, which threatened his ruination, had not been ordered by her; on the contrary, before he purchased the diamonds, she had distinctly told him that she possessed sufficient ornaments.

"I did not want to buy the necklace from yourself, nor did I wish to receive it from the King," she said; "therefore, separate it, and seek to sell it in different parcels; but above all, do not drown yourself."

From that day forward, Marie Antoinette avoided a meeting with Bohmer, and went so far as to give her repairs to another jeweler. The business appeared settled, principally with the Queen, but not for Messrs. Bohmer & Bassange, who set entire Paris into a fever of excitement with their necklace. They left no stone unturned to bring it again before the Queen. They had heard that a lady, the Countess de la Motte-Valois, was honored with great confidence by the Queen, because being a lineal descendant of the old royal house of Valois. The two jewelers craved an audience with the countess, for the purpose of laying the necklace before her. She granted it, and the ornament was submitted to her December 29, 1784. Apparently angry at being drawn into the business, she nevertheless promised the jewelers to intercede in their favor with the Queen.

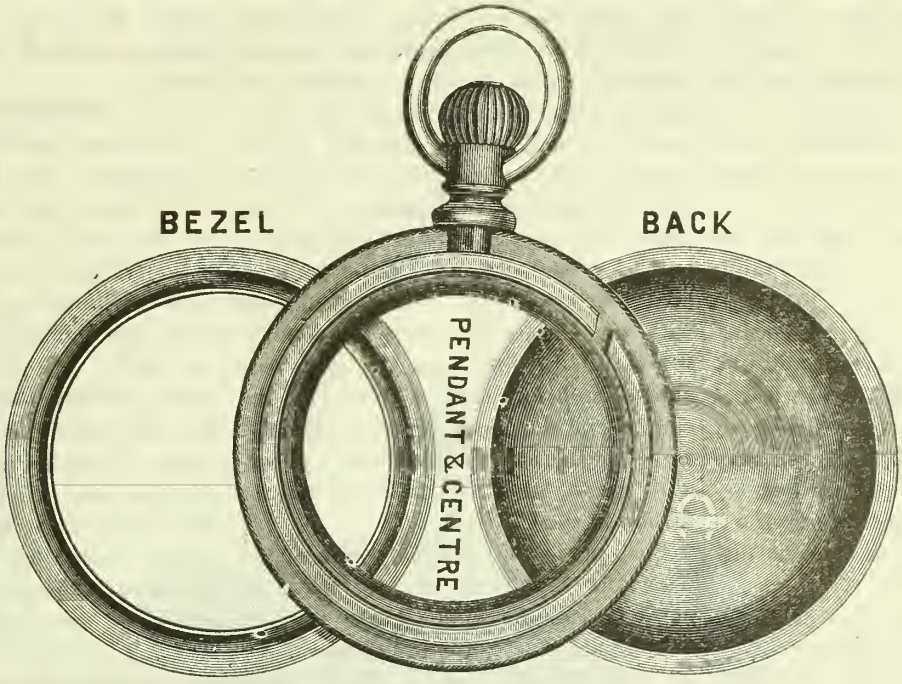
The countess invited them on January 20, 1785, to appear at her house, and when there, she told them secretly that the Queen now desired to possess the ornament, and a nobleman of the court was commissioned by Her Majesty to conclude the bargain on her behalf. Several days afterward, she herself visited them, inspected the ornament minutely, and assured them that the purchaser on the part of the Queen would soon come.

And, indeed, on the following day, His Eminence, the Cardinal, Prince of Rohan, one of the most important personages of the court, in spite of the enmity the Queen since her marriage cherished against him, came to the jewelers. He confirmed what Madame de la Motte had said, and submitted a contract to them, written by him, according to which the necklace was to be taxed, if the value of 1,600,000 francs should appear exhorbitant; the purchase sum should be paid in semi-annual installments; the acceptation of orders was stipulated, and the necklace was to be delivered on the 1st of February. The jewelers agreed to these conditions and signed them, without any name having been mentioned in the transaction; they next delivered the contract to Madame de la Motte, who returned it in two days to the Cardinal, with the express written acceptation of every clause, and signed by "Marie Antoinette, of France."

The jewelers now delivered the necklace with full confidence to the rich and mighty Cardinal, and thanked their stars that this speculation had, after all, come to a successful issue. Their ardor was rather dampened soon after, when the Cardinal came, and in the name of the Queen demanded a cutting down of 200,000 francs. The jewelers also agreed to this, in order not to open the negotiation again, and at the desire of the Cardinal, they even directed a letter of thanks to the Queen. They were not a little taken aback when informed that

THE BEST

THE "EXCELSIOR."



What we Claim in the "Excelsior" Patent Dust-proof Case:

1. The Strongest Case made.
2. The only Case made hard and left hard.
3. No solder or heat to soften the gold or silver.
4. No parts that wear out.
5. No joints to break off.
6. The most perfect-fitting Case made.

TRADE  MARK.

Instructions to open the "Excelsior" Patent Dust-Proof Case.

☞ Press the Crown as in any ordinary case, turn bow to the right to open Bezel, and to the left to open back.

the Queen, upon reading the letter, had exclaimed laughingly :

"What do these people wish to say ? I believe they have lost their reason."

July came, and the first payment of rates failed to make its appearance. They became desperate. Bohmer paid a visit to Madame de Campan, a court lady of Marie Antoinette, and communicated to her his woe, and the payment of the installment due to them from the Queen. Madame de Campan was astonished at the information, and assured him that she had neither heard nor seen anything of the necklace.

Bassange, on his part, had gone to the Cardinal, who sought to pacify him. The Queen, he said, had no money at the present time, as he had been importuned by the Countess de la Motte, and had only handed him 30,000 francs as interests, which he at once delivered.

"Is it perhaps possible that you may be deceived by your intermediary between the Queen and yourself ?" Bassange asked, who had become distrustful.

The Cardinal repelled this suspicion with indignity, to be completely undeceived a few days afterward, as well as the jeweler. Madame de Campan had recounted to the Queen what she had heard of the latest necklace story and of the demand of Mr. Bohmer, and the cleverly-arranged stupendous swindle was by this means exposed. On the 15th of August, the King caused Cardinal Rohan, in his sacred vestments, to be arrested before the entire Court, charged with the crime of having forged the name of the Queen, for the purpose of becoming possessed of the necklace.

The couse of affairs speedily developed that the Cardinal was the worst deceived of the party, and had simply been a tool in the hands of the Countess de la Motte, who had used him in order to obtain the necklace. She had only too well speculated upon the several weaknesses of the prelate, viz., first of all, his amorousness, his credulity, and his desire to become a favorite of the handsome Queen ; she, herself, was neither a confidant of the Queen, nor known at Court ; in fact, nothing else than an impoverished adventuress under her noble name ; all the letters displayed by her as coming from the Queen, the request of the latter for, and her final assent to, the purchase of the necklace as well as the ratification of the several contract clauses, and the final signature of the Queen, had all been forged by her. She had duped the Cardinal, by making him a party to a nightly comedy, in which the poor fool thought that in the darkness he was addressing the Queen of France, when it was only a companion of the Countess de la Motte, who resembled the Queen, and silently listened in the obscurity to his amorous pulings, and at parting presented him with a rose. And during this well-calculated and better executed infatuation of the Cardinal, the Countess had sold the diamonds in London ; one part for 27,000, another for 16,000, and a third for 36,000 francs ; the setting for about 50,000 francs ; the central part with the largest diamonds for 400,000 francs. With this sum she had purchased and furnished a house in the country in the most gorgeous manner, while in the city she inhabited a miserable garret, and here made her confession to the Cardinal.

She, of course, was likewise arrested upon the statements of the latter, as *particeps criminis ;* while Rohan was let off with a few acts of humility and many costs, the Countess de la Motte was sentenced to be branded and perpetual imprisonment. She managed to escape to England after a short time, from where she directed memoirs and pamphlets, full of libellous hatred against Marie Antoinette, contributing much to that the Revolution of 1789 was personally directed against her.

The jewelers, Messrs. Bohmer & Bassange, in this manner got rid of their precious necklace, of the value of one and a half millions of francs, perhaps the greatest price paid up to that date for an article of jewelry or composed by a jeweler. The Cardinal Rohan had pledged his honor to pay for the ornament, and to shoulder both the damage and the blame. The jewelers thus received their money, but it may be expected that they had to lower the price considerably.

This is the celebrated case of the "Diamond Necklace," which has served as theme for novels, songs, poems, etc., and innocent as it was, the jewelers obtained an undying celebrity thereby, and furnished sharp weapons to the enemies of Marie Antoinette. It has been an unfortunate work of the jeweler's art, and formed a link of the chain that shackled the feet of French royalty, by which it was dragged down from the throne, and up the steps of the scaffold, because this story became one of special scandal to the Queen. Thus will often the actions of man unintentionally be magnified into historical events, and from these insignifigant details, from these little causes that produce great effects, the future student of history will astonishingly comrehend what history is.

The most remarkable natural bridge is probably the Jisrel Hajar, which spans a gorge not far from the ruins of the Temple of Adonis, in the province of the Lebanon in Syria. It is a flat piece of limestone rock from ten to fifteen feet thick, perfectly arched on the underside. The gorge is about 150 feet across, and the bridge is about 100 feet from the bed of the torrent below. The bridge is so broad and level that a good carriage road might be made over it. This bridge is surpassed in height by the natural bridge in Rockbridge county, Va., about 125 miles west of Richmond and about two miles from the James River. It extends over Cedar Creek. The height of the arch is 200 feet, and the upper surface of the bridge is 240 feet above the stream.

BUSINESS CHANGES FOR APRIL.

Samuel L. Lauler, Hardware, Amherstburg, style of firm changed to Lauler & Orton. Neveux Bros., Hardware, Windsor, dissolved, George A. Neveux continues alone. James J. Radford, jeweler, Winnipeg, assigned in trust. G. H. Pedler, Hardware, Oshawa, assigned in trust. John Kidd, Hardware, Seaforth, dead. Gordon & Scott, Hardware, Wingham, sold out to J. A. Cline & Co. Noah L. Piper, Hardware, Toronto, damaged by fire and selling out. Fred. Leas, Hardware, Woodville, admitted D. McDonald, style now Leas & McDonald. L. Marrs, Jeweler, Napanee, advertises closing out his business. W. J. Douglas, Jeweler, Pembroke, burned out. W. P. Whiffin, Hardware, Sarnia has sold out. H, Park, Jeweler, Wingham, has admitted J. R. Smith ; style now Park & Smith.

BUSINESS NOTES.

V. Holtby, Jeweler, Woodstock, has admitted Mr. Crawford, his well-known manager, into partnership. The business will hereafter be carried on under the style of "Holtby & Crawford."

Further developments in the Fowler failure of Winnepeg make it pretty certain that the whole thing is a bare faced attempt to

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of manufactured goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James' Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford, using name of Rogers in any form

FACTORIES: WALLINGFORD CONN., U.S. AND MONTREAL, CANADA.

swindle the creditors out of their money. Most of the Ontario creditors will, we understand, fight the matter to the end, and will do all the law will allow in making an example of the principals concerned in the matter.

We regret very much to learn that Mr. W. J. Douglas, Jeweler, of Pembroke, had his store burned last month. We trust he was amply covered by insurance, and will soon be ready to commence again.

Mr. W. K. McNaught, of the firm of Zimmerman, McNaught & Lowe, leaves for Europe via the Dominion Steamship "Sarnia," on the 3rd of May. He expects to be absent about three months.

James J. Radford, Jeweler, Winnipeg, has assigned in trust, *reason*—not content with minding his own legitimate business, he engaged in land speculations in which he came out second best, *moral*—Jewelers should stick to their own legitimate business and leave risky speculations to other people.

Enterprising Firm.—It is an admitted fact, that it is no ordinary achievement for a new firm, in any line of trade, to enter upon a successful business career. If courage, industry and capital are required in any line of the wholesale business, that line is the jewelry. It speaks well for a firm, and it betokens that its members possess the above qualities when they achive the success attained by the well-known jewelers, A. C. Anderson & Co., of Hamilton. They started business in 1877 in up-stair rooms; since then there their rapidly increasing business has forced them into removing three times, and in each case into larger premises; lately they have removed into No. 55 King St. East, which has been fitted up specially for them, and is one of the most convenient wholesale houses in Hamilton

COMMERCIAL JURISPRUDENCE.

Every person at all conversant with the proceedure of our law courts must at some time or other have been impressed by the farce of having complicated commercial cases tried by a jury of twelve enlightened (?) rural citizens, whose knowledge of mercantile affairs consists at most in their being able to reckon up the value of their wheat by the bushel or their eggs by the dozen. State to the average country juror almost any ordinary commercial problem, and he will be as completely at sea as a city merchant who had never before seen a farm would if asked to plough a field or run a threshing machine.

The merchant would, without experience, make but a poor farmer, and the farmer must likewise make but a poor show when called upon to adjudicate upon business affairs of which he has no practical knowledge whatever. The absurdity of such a system was probably never more clearly demonstrated than in the case of Joseph & Son *v.* Battegay, which arose out of the purchase from the plaintiff by the defendant of the bankrupt stock of Mrs. Aarons, of Toronto. It appears that Battegay purchased the stock and business at a price of 55 cents on the dollar, or a total of $4,900.00, and he afterwards purchased from the plaintiffs new goods to the amount of $1,600.00, making a total liability of $6,500.00. To these bankrupt and newly purchased goods he added the stock he had previously had in his store in Three Rivers, Que., and on the combined stocks, commenced his commercial career in Toronto. The business did not prove a financial success, and Battegay was unable to pay the notes due on account of the purchase money as fast as they matured and asked the plaintiffs what he should do under the circumstances. Acting upon their advice he commenced to auction off his stock, and remitted them $200.00, as the proceeds of these sales which do not appear to have been very successful. Finding things getting worse, he then shipped the entire balance of his stock to the plaintiffs at Montreal, to be sold on his account, and the proceeds devoted towards the liquidation of his indebtedness to them. These goods were sold *en bloc*, and realized only $1,300.00, which amount added to the $200.00 of cash remitted as the proceeds of the auction sales made a total of $1,500.00 received in all by the plaintiffs from Battagay on the original debt of $6,500.00, thus showing a net loss to them of $5,000.00 on the whole transaction.

Battegay subsequently went to Europe, and some time afterward returned to Canada, where he has since carried on a small jobbing business. Finding that he was not making any effort to pay up the balance due them, and that he repudiated the liability entirely on the ground that when he sent the balance of the stock back he had more than overpaid them, the plaintiffs commenced an action to establish their claim.

Any business man will at once from the statement above given that the defendant was without doubt indebted to the plaintiffs to the amount of $5,000.00, the amount of the unpaid balance. The only things that could overthrow this would be in case the plaintiffs had agreed to take back the balance of the goods as payment in full of their claims, or if they had been partners with the defendant and bound to share with him the loss or gain in the transaction.

That neither of these pleas were set up is ample proof that they had no existence, and as a matter of tact the only grounds that the defence had were that the whole affair was a put up job, or in English a swindle, or that the plaintiffs should have been amply paid by the goods returned. On both of these points the evidence seems to have been clearly in favor of the plaintiffs. Strange to say, the jury returned a verdict for the defendant, almost in opposition to the facts, and we are informed upon good authority that one of the jurors since stated that they based their verdict entirely upon sympathy with a poor man against a rich one, and in opposition to law and facts.

Although this in itself would be bad enough for the plaintiffs it could probably be righted at some expense by appealing the case to some higher and more competent tribunal, but there is another aspect of this case that we have more to do with than even the curious verdict we have have referred to, and it is this: In remarking upon the case and its results, one of our city papers went out of its way to abuse the plaintiffs and hold them up to public scorn as a company of sharpers, who knowingly took advantage of and abused the confidence of a customer.

We like to see newspapers abreast of the times as regards news, and we admire one that is not afraid to expose evil because its perpetrators are wealthy and influential, but for the literary rib-stabbers, who, under the guise of society scandalmongers, peep through keyholes and play the part of eavesdroppers, even though it be done under the guise of an innocent Peek-a-boo, we have nothing but profound contempt. The motto of such papers is "Anything whether true or false, so long as it is sensational and will make the paper sell."

In this case, however, we think they have overshot their mark by firing at game which cannot be harmed by any envenomed shafts they may be able to discharge. Either Mr. Louis Davis or Mr. Schwob (both of whom were represented by the plaintiffs) are well enough known to the jewelry trade of Canada to make them safe from such attacks as the one we refer to, and it only requires the mention of their names to prove the falsity of any such accusation. Both of those gentleman have been actively engaged in the jewelry business in Canada for half a score of years and their record has been such as to place them above even the breath of suspicion as regards anything dishonorable. Of course, to any one who knows these gentlemen such explanations are entirely unnecessary, and it is only because of the general public who do not know them may do two honorable and high-minded business men an unwitting injury that we enter into these explanations at all.

WORKSHOP NOTES.

To Remove Tin from the Stock.—Just previous to pouring the gold, throw a small piece of corrosive sublimate into the pot, stir well with a long piece of pointed charcoal, and allow the pot to remain on the fire for about half a minute afterward. This will take tin from the alloy; gold containing tin will not roll without cracking. To remove emery or steel filings from gold, add a small piece of glass-gall while melting; it will collect them in the flux.

To Clean Brass.—Rub the surface of the metal with rotten stone and sweet oil, then rub off with a piece of cotton flannel, and polish with soft leather. A solution of oxalic acid rubbed over tarnished brass soon removes the tarnish, rendering the metal bright. The acid must be washed off with water, and the brass rubbed with whiting and soft leather. A mixture of muriatic acid and alum dissolved in water imparts a golden color to brass articles steeped in it for a few seconds.

To Prepare Chalk.—Pulverize the chalk thoroughly and then mix it with clean rain-water, in proportions of two pounds to the gall. Stir well, and then let it stand about two minutes. In this time the gritty matter will have settled to the bottom. Slowly pour the water into another vessel, so as not to stir up the sediment. Let stand until entirely settled, and then pour off as before. The settlings in the second vessel will be prepared chalk, ready for

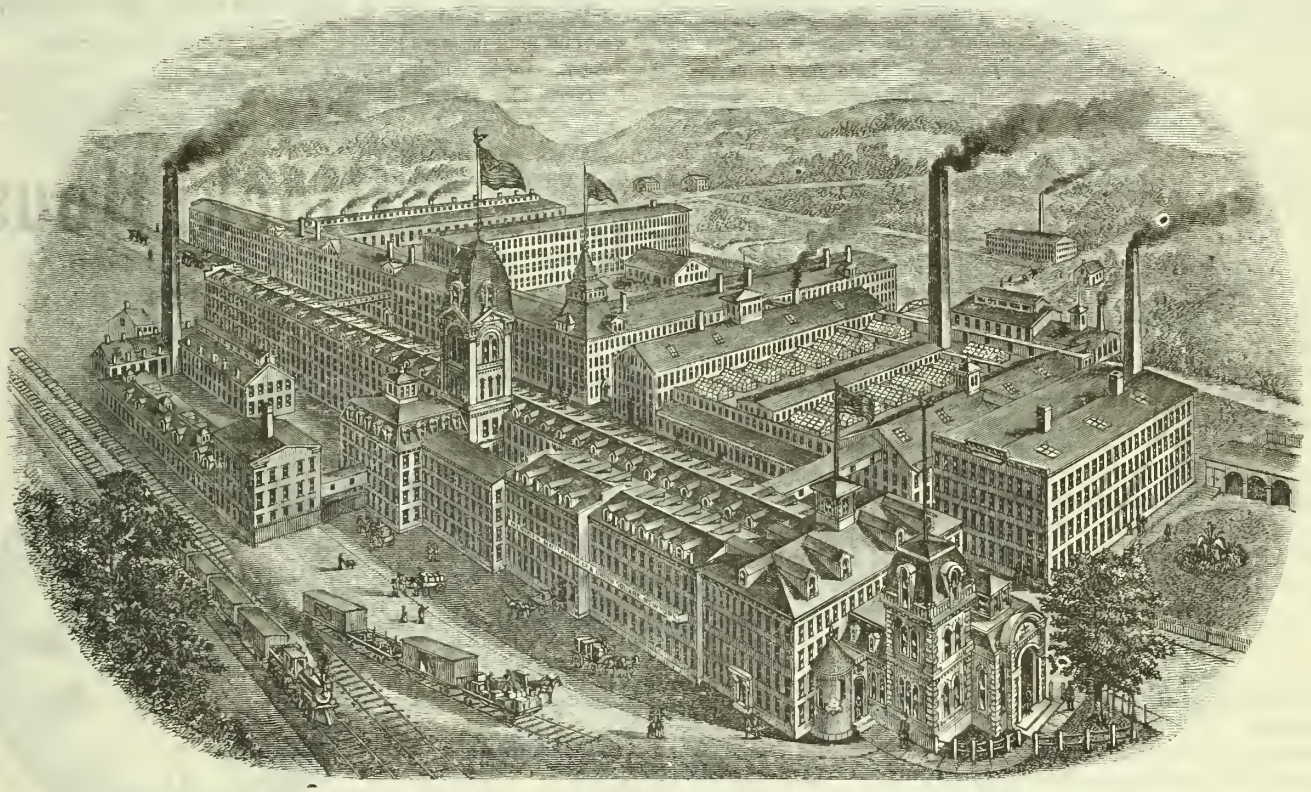
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use as soon as dried. Spanish whiting treated in the same way, makes a very good cleaning or polishing powder. Some watchmakers add a little crocus, and we think it an improvement; it gives the powder a nice color, at least, and therefore adds to its importance in the eyes of the uninitiated.

Salt as a Lubricant.—It is said that if iron or steel wire is immersed in a solution of common salt, and allowed to remain till the temperature is the same as that of the solution, the crystals will adhere to the surface with such tenacity as to form an almost perfect lubrication for future drawings. The practice of using brine or salt and water on hot journals is an old-time one, the result being good when they are hot (not warm). The effect in both instances is probably identical.

Writing Inscription on Metals.—Take ¼ pound nitric and 1 oz. muriatic acid. Mix, shake well together, and it is ready for use. Cover the place you wish to mark with melted beeswax; when cold, write your inscription plainly in the wax clear to the metal, using a sharp instrument; then apply the mixed acid with a feather, carefully filling each letter. Let it remain from 1 to 10 minutes, according to appearance desired, then throw on water, which stops the process, and remove the wax.

To Transfer Prints, etc.—Take gum sandarac, 4 oz.; mastic, 1 oz.; Venetian turpentine, 1 oz.; alcohol, 15 oz. Digest in a bottle, frequently shaking, and it is ready for use. Directions: Use, if possible, good plate glass, of the size of the picture to be transferred, go over it with the above varnish, beginning at one side, press down the picture firmly and evenly as you proceed, so that no air can possibly lodge between; put aside, and let dry perfectly, then moisten the paper cautiously with water, and remove it piecemeal by rubbing carefully with the finger; if managed nicely a complete transfer of the picture to the glass will be effected.

SCIENCE NOTES.

Gas companies are now turning their attention in England to the manufacture of sulphate of ammonia, and the probability is that there will be more attention than ever given to this industry by manufacturers of illuminating gas. Progress in electric lighting is working a change in utilization of so-called waste products.

It has been proposed, says the *Glassware Reporter*, to employ zinc for extracting gold from auriferous rocks. The pulverized rock is gradually introduced into a bath molten zinc, which combines with the precious metal so that the refuse which rises to the top can be skimmed off. The gold may be subsequently separated by distilling the alloy, the zinc passing over and leaving the precious metal behind.

To make incombustible writing and printing paper, asbestos of the best quality is treated with potassium permanganate and then with sulphuric acid. About 95 per cent. of such asbestos is mixed with 5 per cent. of wood pulp in water containing borax and glue. A fireproof ink is made of platinous chloride and oil of lavender, mixed for writing with India ink and gum, and for printing with lampblack and varnish.

There is one thing to be said about the incandescent electric light, with all its drawbacks. It neither vitiates the air nor gives the high and often unbearable temperature of gas. No doubt one of these days electric illumination of dwellings will be a usual thing in large cities.

It is almost a self-evident fact that there should be some other way of disposing of sewage than turning it into streams. But there is hardly any censure too severe for those who cut and store ice from polluted waters. Organic germs of disease are contained in such ice. People drink water cooled by it in the summer, when the system is most liable to sickness, that may last all the year round.

M. Cornu thinks that he has ascertained by experiment that the glowing of phosphorus is due to a volatilization of its mass and a subsequent production of ozone by electrical energy generated by the volatilization of the phosphorus. Phosphorus does not glow at all in oxygen under high pressure, because, says M. Cornu, volatilization is impeded, and at a certain limit becomes too slow to ozonize the oxygen. Gases which prevent the formation of oxygen also prevent phosphorescence.

Filters of a cheap and efficient nature ought to be in the market. A draught of good pure water in the morning can rarely be had. Cisterns are placed so that they receive and absorb the gases of water-closets and the dust which arises from rooms during the weekly sweeping out. Fifty cents ought to be enough for a filter to supply any single person with drinkable, wholesome water. Another good thing about a filter is that the ice need never come in contact with the water, and yet make it cool enough to be palatable.

The ancients knew a great deal for which they got very little credit. A short time ago a collection of surgical instruments was dug up at Pompeii. It was evidently the property of some single establishment, and was quite elaborate. Of course the "find" was removed to the Naples Museum. One of the appliances attracted great attention. It was a long rod with a metallic plate fixed at one end at an angle of 135 degrees. At first it was thought to be a cautery for internal operations, but its resemblance to the modern laryngeal mirror suggests the probability that it was so used.

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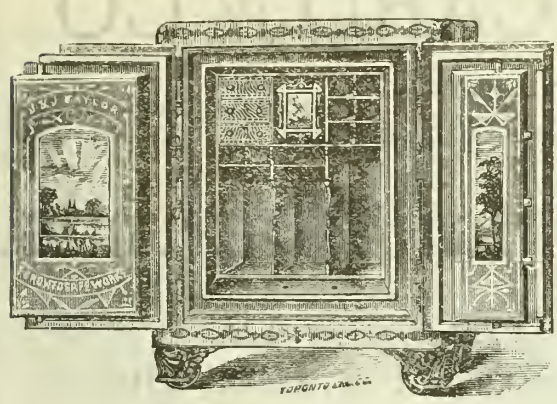
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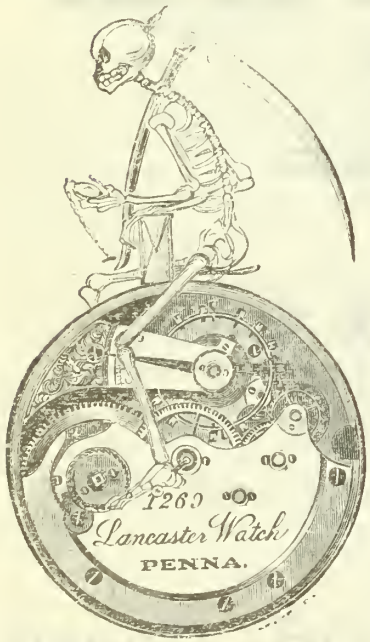
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Editorial.

WHY MERCHANTS FAIL.

It is said on good authority, that more than seventy-five per cent. of all the people who start in business fail during some period of their career. If this be a fact, and from the many eminent names which back up the assertion we cannot reasonably doubt it, it surely reveals "something very rotten in the state of Denmark." We believe that this statement is true, and we think that perhaps a short discussion of a few of the principal reasons of such failure may not be out of place at this juncture.

Of course nearly every case of failure is caused by a different combination of circumstances, and still there are some general principles underlying trade, the non-observance of which will furnish a key to many otherwise inexplicable disasters. Amongst the principal of these may be mentioned the following :

1. *Lack of business training.* Probably more people fail from this cause than any other. It is a common thing in this country of ours, where people do not stick to the same business from generation to generation as they do in the old world, to find persons who have made some little money by farming or some kindred occupation take up the idea that they are fully competent to run a store, and that such a life, while being more genteel than the one they have hitherto led, is also more remunerative. Acting upon this idea they sell their farms and invest the proceeds in stock, and as long as the money lasts they are apparently prosperous. But a time comes sooner or later to the most of these dealers, when this source of supply becomes exhausted, and then they begin to realize that business is not such child's play as they used to think it, and in nine cases out of ten the end of the struggle is failure. Others again are tempted to put their money into some established business on the strength of some plausible story of the business paying well, but wanting more capital, and the novice, knowing little of the general principles of business and less of book-keeping, is oftentimes drawn into the trap and taught to pay for his experience at the loss of his money. Apropos of this kind of thing there is a good story told of a certain Israelite who had just roped into his business a partner having more money than brains. Being asked by some one on what principles the business was established, and how it came about that the other partner furnished the money while he furnished the funds, he replied, "Vell you see at present he has the monies and I have the experience, but after awhile I vill have the monies and he vill have the experience." This story may not be strictly true, but it has at least been the truthful experience of many a person who put his good money into a business, as against his partner's experience.

We scarcely understand how any sensible man should expect to succeed in any business that he is not thoroughly conversant with. Of course there are exceptions to this rule, but they succeed either on account of advantageous surroundings or natural business talent, and their success is no proof that every Tom, Dick or Harry can go and succeed likewise. It would appear about as sensible to us for a farmer who never touched a piano in his life to expect at once to make a living by teaching pupils to play on an instrument about which he knew really nothing. The fact is that business is a science, its rudiments and principles have to be mastered in the same manner as mechanics, music or any other business or profession that is usually supposed to demand previous training. They understand these things better in the old world than we do in this, and young men have there to serve a five years' apprenticeship to any business before they are supposed to understand it. With us, a lad after putting in six months in a shop usually thinks he can run the machine as well as his boss, and the result is that our failures from this cause as compared with those in the old world are just about in an inverse ratio to the time spent in training.

2. *Extravagant habits* are very often the cause of failure, even to those whose capital and business habits should entitle them to a high measure of success. To use a common expression, successful merchants often "feel their oats" so much that they are carried away by their success, and forgetting that economy was a great factor in helping them into their present position, they allow themselves to be led into all sorts of useless expenditure. Better dress and more of it, increased household expenses, free handed charity ; these and many other things of a like nature combine to impoverish many a merchant who, had he persevered in the methods with which he entered business, might have kept on steadily making money. Every merchant should find out at least once a year how his business is prospering, and his general expenses should always be based upon his profits and always be within his means. He should, in other words, put himself on a salary, and his salary should never be exceeded except for some very grave and weighty reason. In regard to charitable subscriptions, while he should do all in this way his means will allow, he should remember that "persons should always be just before they are generous," and that if he exercises this habit too freely, he may be making a gift of his creditors' money instead of his own. We have known merchants, (who were afterwards proved at the very time to have been hopelessly insolvent) donate thousands of dollars for the purpose of church building, when as a matter of fact they were worth less than nothing, and the money thus misappropriated was really not their own but that of their creditors. This kind of thing may be orthodox and pass current in some of our churches, but it don't come up to the standard of respectable business morality by a jug full. In referring to an incident of this very kind that occurred in one of our large cities, a Canadian poet sarcastically observes :

"Plank down, plank down your shekels ;
Don't say you can't afford ;
You'd better let your creditors wait,
Than try to cheat the Lord."

3. *Speculating in real estate, and building fine dwelling houses* is another and very

fruitful source of failure, and many a man with a good business training and economical habits has shipwrecked his vessel on this commercial rock. As a rule a merchant has no business whatever to encumber himself with real estate. He may with advantage own his dwelling house, but even here he loses money if the interest on his investment comes to more than the rent of similar quarters. However good speculations in real estate may be for the man out of business who has capital to invest, to the man in business they are usually a loss in more ways than one. Instead of locking up his money in real estate a business man should endeavor to keep it in his business. Ready cash is always handy to a good business man, and by its help he is often enabled to take advantage of bargains that he could not possibly touch unless he had on hand and to spare. If a man's business pays him at all, he can generally find plenty of room in it to invest all the money he can command, and as a rule such investments will pay him a better per centage than real estate speculations, however promising they may look at the outset.

If a merchant has more money than he can possibly use in his business, he may invest it any way he pleases; but few of our merchants are in that position, we are sorry to say.

We think we can recall a score or more of merchants, among the very highest in the land, who ruined themselves by attempting to build dwelling houses far beyond their means. In several instances these palatial residences still bear testimony to their original owners by the device sculptured over their portals, while those who wrecked themselves in their construction are penniless wanderers. The "old book" was not far astray when it advised a man before he started to erect a building, to carefully count the cost, least not having money enough to finish it, he should lose all he had and another should come in and enjoy his labors.

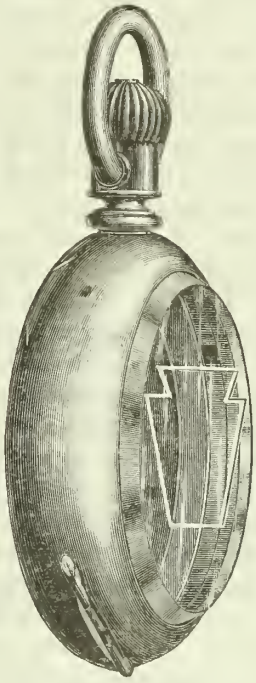
4. *Over-buying, and not buying carefully enough*, are also good assistants in this work of ruining merchants. The best buyer is also the most careful buyer, and though he may at times buy large lines of staple goods when he gets a first-class bargain, he generally buys just to suit the necessities of his business. As a rule the reckless buyer will come to grief in the long run, for reckless buying necessitates reckless selling and reckless credits. The reckless buyer often does a large and apparently flourishing business, but as has been proved a hundred times by the assignee, he has done it without profit. Having large notes maturing he was forced to make large sales, and no matter whether the goods were in demand or not, they had to be sacrificed in order to keep the ball rolling. As a rule a merchant should always buy his goods for cash, and take advantage of all the discounts that can possibly be obtained. If he buys in this way and buys carefully he need never fear; no creditor can trouble him, and he is bound to succeed. Few merchants know the saving that may be effected by these cash discounts; in even a small business they will amount to hundreds of dollars, and often pay shop rent, fuel and such like expenses. The merchant who pays cash is always the best served, and he can't possibly fail because he doesn't owe anybody. The nearer any merchant can come to paying cash for all he purchases, the nearer he will come to assured success.

5. *Too much, and indiscriminate credit*, is a very common trouble amongst country merchants, and investigation has proved it to be a fruitful source of failure. We have often said that credit is too cheap in this country both by wholesale and retail dealers; the sooner this evil is remedied the better and the healthier trade will become. We know lots of retail merchants who with thousands of dollars' worth of accounts on their books have not been able to raise cash enough to pay a hundred dollar note. Now, why should such a state of things exist, except for the reason we stated above that competition and cheap credit make the merchant's business scarcely worth doing. Our idea is that every retail merchant should do an exclusively cash business, he should buy for cash and sell for cash, and if he credits at all it should be as seldom as possible, and only as a special favor to responsible customers. There are occasions in every business when circumstances almost compel a merchant to give credit rather than lose a good sale, but we are satisfied that these are much fewer than most merchants would care to admit. No matter how good a person's standing or wealth may be, as far as the merchant's business is concerned, he is not half as good as the poor man who pays cash; provided he wants credit always. Cash is the merchant's best customer—he gives him no trouble in collecting accounts, he never causes him any bad debts, and he is always on hand when notes or payments of any kind have to be met. Credit on the contrary is long-winded, he puzzles the merchant's brain and spoils his eye-sight in looking over his bookkeeping, he is never on hand when wanted, his collection costs money, and in any shape you may dress him he takes up much valuable time that might be better employed. He costs both buyer and seller more than the regular market price, and often ends by ruining them both. Therefore we say to all of our readers, cultivate cash and discourage credit—it will pay you.

6. *Neglect of business for public affairs* has ruined many a promising merchant's career. As a rule this kind of thing attacks only the smartest and most successful of our merchants, and although in some cases the result may not be fatal, it is always detrimental to a business. We do not wish to be understood as saying that merchants should never have anything to do with public affairs; on the contrary we think they should always take a hand in them, provided they do not do so at the expense of their own business. What we decry is not conscientious efforts for the public good, but the mania that a great many merchants have to devoting most of their time to public affairs from which they cannot honestly reap any pecuniary advantage. "Charity begins at home" is an old motto and a true one, and if such merchants would only consider that they owe a duty to themselves, their families and their creditors, as well as to the general public, they would probably devote more of their time and talents to minding their own affairs and making an honest living.

7. *Drinking habits*, we have reserved to the last, not because it is the least important however, or the least productive of evil. By this pernicious habit merchants have not only been ruined in business, but ruined in body and soul as well. Everywhere we meet with these wrecks of humanity, persons that have thrown away good chances in business, thrown away friends, thrown away public respect, and finally after throwing away self-respect, are deliberately throwing away their lives. People may differ on the question of temperance and total abstinence as on

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any other great social question, but so far as the successful business man is concerned the total abstainer has a great many advantages over his competitor who indulges too freely in drinking habits. Total abstinence never made a merchant incompetent to conduct his business, but the same cannot be said of drinking habits.

There are many other things that we might refer to in this connection did time and space permit, but we have already taken up more space than we intended when we first commenced this article. We cannot however conclude without saying that the rocks we have tried to point out as being dangerous to merchants are no imaginary ones, that they are a reality is proved every day by the account of failures which might possibly have been avoided had the bankrupts kept the correct course on the ocean of commercial life, and avoided the hidden rocks which centuries of experience have shown to underlie it.

WHAT ARE GOOD TIMES?

By the query which forms the caption of this article, we do not refer in any way to the good old times of "Queen Bess," or anything in that line, but simply ask the question in the abstract relative to the commercial good and bad times of the present age.

"Good" and "bad" are the antithesis of each other, and there should therefore be little or no danger of mixing them up in any connection, but we are afraid that as applied to commercial affairs, these phrases are sadly misused, and that in reality our "good" times are "bad" times, and our "bad" times "good" times, if we did but know it. How this is, let us briefly explain.

Times that we call "good times" are generally an era of inflation, everything goes up in value, produce of all kinds, stocks, real estate ; in fact almost everything advances in value ; business increases, profits are good, people make money, and spend it just as freely. Everything goes on smoothly to all appearances, and a good deal on the principle that the river's current is generally strongest and most tranquil just before it plunges over the dangerous waterfall, which shivers it to pieces. Are such times as these in reality good times? We think not, unless people are wise enough to profit by them. As a rule during such periods of commercial inflation both nations and individuals live above their means. Credit is cheap, and goods are plentiful, and thus many are induced to buy on time luxuries that they would never dream of had the ready cash to accompany the purchase. It is really because of this extravagance that many people fancy that times are good. But all this has to have an end. Importers cannot always go on increasing their importations *ad infinitum* ; neither can retail dealers always expect to sell the increased stock that a former season's success has induced them to buy. An end must come to all this, and that limit is reached when the nation or individuals have to pay up. When the day of reckoning comes it is found that the so-called good times have in reality been very extravagant times, during which nearly everybody had been living beyond their means. In other words during the so-called good times both nations and individuals bankrupt themselves commercially, and then have to go into liquidation, or bad times, in order to straighten themselves up again.

Now let us see what these "bad times" are, that are held up as such a bug-a-boo to the uninitiated in commercial politics. When bad or hard times come on, and nations or individuals who have for years been living beyond their means are *compelled* to pay up, they are forced, however, unwillingly to retrench their expenditure and bring it within their means. As a consequence purchases are not so frequent, more economy is practiced in buying, the volume of business decreases between heavy stocks and strong competition, and poor hard-up buyers' profits are reduced to a minimum, stocks and properties of all kinds shrink in value ; in fact everything shrinks, because it has to come down to a cash basis, which is really its true commercial value.

The consequence is that in a few years of this enforced economy, both nations and individuals begin to recover their position—by saving money they have made money, and as they again begin to find themselves in easy circumstances their rigid supervision and economy decreases until they gradually drift into their former habits of extravagance. Then we have another decade of "good times" when, forgetting the lessons of past years, they again launch out into the old habits of overbuying, and which after a time, longer or shorter, according to the rate at which they live, is succeeded by another period of depression or "bad times."

We think that most of our readers will agree with us that our bad times are not the worst times for us, although they may not be the most pleasant. No one cares particularly to diet themselves and go into a thorough course of training, although in the abstract they are willing to admit that it may be a good thing for the constitution, but when forced to do such a thing by the physician's orders, and it is "do or die," most of us prefer doing. and health to neglect and death.

As a matter of fact, "hard times" are not the matters of necessity that some writers would have us believe, but are simply an outgrowth, as they are the result of our own extravagance. If people always paid cash as they went there would never be any "hard times" in the sense in which the expression is used at the present time. How could a people be hard up when they didn't owe anything ; it is only those who owe and cannot pay that have to fear these periodical hard times.

The lesson for every merchant to learn from our remarks is to live well within your means, save something every year, be it ever so little ; keep your business well in hand, and buy as nearly on a cash basis as you possibly can, and sell as nearly as you can for cash only, and you will find that when the so-called "hard times" come around again you will be able to view their approach with a feeling of security that you never knew before under similar circumstances. The wise man profits by experience, whether his own or that of others, and we trust that for their own sakes all of our readers will put into practice the suggestions we have thrown out.

Selected Matter.

JOHN HARRISON, THE CHRONOMETER MAKER.

(Continued from last month.)

Everyone knows the beautiful machinery of a timepiece, and the perfect tools required to produce such a machine. Some of these Harrison procured in London, but the greater number he produced for himself. Many entirely new adaptations were required for his chronometer. Wood could no longer be employed, and he had therefore to teach

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himself to work accurately and minutely in brass and other metals. Having been unable to obtain any assistance from the Board of Longitude, he was under the necessity, while carrying forward his experiments, of maintaining himself by working at his trade of a carpenter and joiner. This will account for the very long period that elapsed before he could bring his chronometer to such a state that it might be tried with any approach to certainty in its operations.

Harrison, besides his intentness and earnestness in respect of the great work of his life, was a cheerful and hopeful man. He had a fine taste for music, and organized and led the choir of the village church, which attained a high degree of perfection. He invented a curious monochord, which was not less accurately than his clocks in the mensuration of time. His ear was distressed by the ringing of bells out of tune, and he set himself to remedy them. At the parish church of Hull, for instance, the bells were harsh and disagreeable, and by the authority of the vicar and church wardens he was allowed to put them into a state of exact tune, so that they proved entirely melodious.

But the great work of his life was his marine chronometer. He found it necessary, in the first place, to alter the first mover of his clock to a spring wound up, so that the regularity of the motion might be derived from the vibrations of balances, instead of those of a pendulum in a standing clock. Mr. Folkes, President of the Royal Society, when presenting the gold medal to Mr. Harrison in 1749, thus describes the arrangement of his new machine. The details were obtained from Harrison himself, who was present. He made use of two balances situated in the same plane, but vibrating in contrary directions, so that the one of these being either way assisted by the tossing of the ship, the other might constantly be just so much impeded by it at the same time. As the equality of the times of the vibrations of the balance of a pocket watch is in a great measure, owing to the spiral spring that lies under it, so the same was here performed by the like elasticity of four cylindrical springs or worms, applied near the upper and lower extremities of the two balances above described.

Then came in the question of compensation. Harrison's experience with the compensation pendulum of his clock now proved of service to him. He proceeded to introduce a similar expedient into his proposed chronometer. As is well known by those who are acquainted with the nature of springs moved by balances, the stronger those springs are the quicker the vibrations of the balances are performed, and *vice versa*; so it follows that those springs, when braced by cold, or when relaxed by heat, must of necessity cause the timekeeper to go either faster or slower, unless some method could be found to remedy the inconvenience.

The method adopted by Harrison was his compensation balance, doubtless the backbone of his invention. His "thermometer kirb," he himself says, "is composed of two thin plates of brass and steel, riveted together in several places, which, by the greater expansion of brass than steel by heat and contraction by cold, becomes convex on the brass side in hot weather and convex on the steel side in cold weather; whence, one end being fixed, the other end obtains a motion corresponding with the changes of heat and cold, and the two pins at the end, between which the balance spring passes, and which it alternately touches as the spring bends and unbends itself, will shorten or lengthen the spring, as the change of heat or cold would otherwise require to be done by hand in the manner used for regulating a common watch." Although the method has since been improved upon by Beroy, Arnold, and Earnshaw, it was the beginning of all that has since been done in the perfection of marine chronometers. Indeed, it is amazing to think of the number of clever, skilful and industrious men who have been engaged for many hundred years in the production of that exquisite fabric—so useful to everybody, whether scientific or otherwise, on the land or on sea—the modern watch.

It is unnecessary here to mention in detail the particulars of Harrison's invention. These were published by himself in his "Principles of Mr. Harrison's Timekeeper." It may, however, be mentioned that he invented a method by which the chronometer might be kept going without losing a second of time. This was during the process of winding up, which was done once in a day. While the mainspring was being wound up a secondary one preserved the motion of the wheels and kept the machine going.

After seven years' labor, during which Harrison encountered and overcame numerous difficulties, he at last completed his first marine chronometer. He placed it in a sort of movable frame, somewhat resembling what the sailors call a "compass Jumble," but much more artificially and curiously made and arranged. In this state the chronometer was tried from time to time on a large barge on the river Humber, in rough as well as in smooth weather, and it was found to go perfectly, without losing a moment of time.

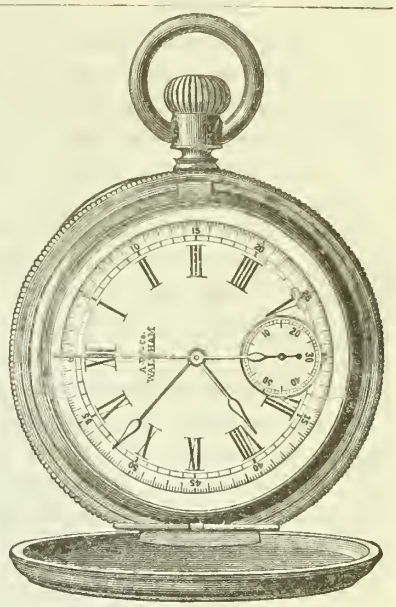
Such was the condition of Harrison's chronometer when he arrived in London with it in 1735, in order to apply to the commissioners appointed for providing a public reward for the discovery of the longitude at sea. He first showed it to several members of the Royal Society, who cordially approved of it. Five of the most prominent members—Dr. Halley, Dr. Smith, Bradley, Mr. John Machin, and Mr. George Graham—furnished Harrison with a certificate, stating that the principles of his machine for measuring time promised a very great and sufficient degree of exactness. In consequence of this certificate, the machine, at the request of the inventor and at the recommendation of Sir Charles Wagner, First Lord of the Admiralty, was placed on board a man-of-war, and carried, with Mr. Harrison, to Lisbon and back again. The chronometer was not affected by the roughest weather, or by the working of the ship through the vast rolling waves of the Bay of Biscay. By means of its exact measurement of time an error of almost a degree and a half (or ninety miles) in the computations of the reckoning of the ship was corrected at the mouth of the Channel.

Upon this first successful trial of his chronometer the Commissioners of Longitude gave Harrison the sum of 500*l*., on condition that he should proceed to make further improvements in his machine. Mr. George Graham urged that the Commissioners should award him double the amount, but this was refused. At the recommendation of Lord Monson, however, Harrison accepted the sum as a help towards the heavy expenses and labor which he had incurred, and was about to incur, in perfecting the machine. He was instructed to make his new chronometer of less dimensions than the first, which was thought too cumbersome



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NEW YORK.

and to occupy too much space on board.

He accordingly proceeded to made his second chronometer. It occupied a space of about only half the size of the first. He introduced several improvements. He lessened the number of the wheels, and thereby diminished friction. But the general arrangement remained the same. The second machine was finished in 1739. It was much more simple in its arrangement, and much less cumbrous in its dimensions. It answered even better than the first, and though it was not tried at sea its motions were sufficiently exact for finding the longitude between the nearest limits proposed by parliament.

(To be continued.)

METHOD FOR CLEANING PEARLS.

[Mr. Paul Hiehle, in *Journal der Goldschmiedekunst.*]

In order to answer many inquiries desiring us to specify a method by which pearls that have become yellow by age or dirt can be purified and restored to whiteness, we have no hesitation in publishing the following, which, although not by any means new, appears to be unknown by many of our worthy colleagues:

The genuine pearl is a voidance product of several univalves and bivalves of both the ocean and inland waters. Its value depends upon its properties, among which size, shape, color, and luster (the so-called "water") are of chief importance. The pearls most valued are those which possess a pure silver-white luster, of very little irridescence, which is a rare sort. By far the greatest number has a tinge into yellow, and varies through almost all color shades into brown, green and black.

Such natural defective colors cannot be corrected in any manner. Still, even the purest white pearls may become yellow or change their once handsome color by continued wearing in the hair, around the neck, or on the arms, by absorbing perspiration and filth. This defect, produced by natural causes, may be corrected in the following manner.

Boil the pearls for about one-quarter of an hour in fresh cow's milk, in which soap has been dissolved; then take them out, rinse them in clean water, and dry with a clean white cloth. Inspect whether desired results have been obtained; if not, repeat the result several times. Should they still not become better, try the following:

Ask the baker in your neighborhood at what time he is engaged in baking bread, and go to him at this hour; let him form a small loaf of bread, within which the pearls are laid, either strung upon a silk thread or loosely wrapped in a piece of gauze, then let him bake the bread pretty strong, not too brown, however. When withdrawn from the oven, let it cool, break it and take out the pearls, which will generally be found to satisfaction and handsomely white. But it might occur that also this remedy is insufficient, and the pearls are still yellow; this is a sure sign that the dirt has become old and deeply penetrated into them, or that they appear green and blue, owing to have been strung on silvered copper wire. Forcible agents now become necessary.

Take a teacup full of well heated wine-vinegar, and suspend the pearls, hung upon a silk thread, or wrapped in a piece of gauze, in it for a few minutes. Also sulphuric acid, diluted with its equal quantity of water, may be used. Then remove and rinse them well in clean water, and repeat the operation until they have become white, and that the green spots have disappeared. This remedy will never fail except the pearls were naturally yellow or colored, against which defect, as already said, there is no help.

The causes of these operations are about as follows: The boiling of the pearls in milk and soap simply dissolves the exterior coating of dirt, the baking in bread absorbs it by the steam. These two remedies are perfectly innocuous and may be employed any number of times without ever hurting them. If, however, the last forcible means has to be used, caution is necessary, because the acid of the vinegar, still more the sulphuric acid, attacks them and dissolves the exterior coating, and would dissolve them altogether if not removed in time. Since, however, the dissolving occurs but very slowly, there is no danger of ruining them, if any degree of care is exercised, since they are composed of thin lamina, and it is plain that by exposing them to the vinegar, only the outer pellicle will be dissolved without in the least injuring the water of the others, and with it also the dirt is removed, and the blue and green copper solution which colored them exteriorly, by which they are restored to their original purity.

At this place I would like to append an observation to those jewelers who are principally engaged with stringing and setting pearls. I stated that the blue and green color originates from the silvered copper wire on which they have been strung. These wires being of copper, and the silver soon rubbing off, perspiration or other humidity will dissolve a little of this metal. This solution is verdigris which penetrates into the pearls, and imparts to them that disagreeable color to be seen in many, especially older articles, and which reduces their value most materially. Pearls should always be strung on fine silver wire, whereby they experience no alteration whatever. The trifling additional cost of the silver will not materially increase the value.

THE AUTOMATONS OF JACQUET-DROZ.

A manufacturer of the Canton of Neufchatel, by the name of Jacquet-Droz, was famous for his astonishing productions of automatic figures. One day he presented the King of Spain with a clock containing a shepherd, a dog, and a basket filled with apples. At the stroke of the hour the shepherd played his flute, while the dog playfully gambolled around him. The King was astonished at the mechanism.

"This is not all," the skillful artist said, "Your Majesty will please take one of the apples."

The King extended his hand toward the basket, but the dog commenced barking so fiercely that all the dogs of the palace joined in.

"This is not all," Jacquet-Droz again observed. "Will your Majesty have the kindness to ask him what time it is?"

"*Que hora et?*" (What time is it?) the King asked.

"Ah, Sire," answered the horologist, "this good beast is born Switzerland, and does not understand Spanish. I was able only to teach him French."

"*Quelle heur est il?*" (What time is it?) the King asked.

"Fifteen minutes to three," distinctly responded the dog.

"This must be the veritable devil," tremblingly exclaimed a Spanish gentleman who was present at the audience, and tradition adds that Jacquet-Droz was accused of sorcery.

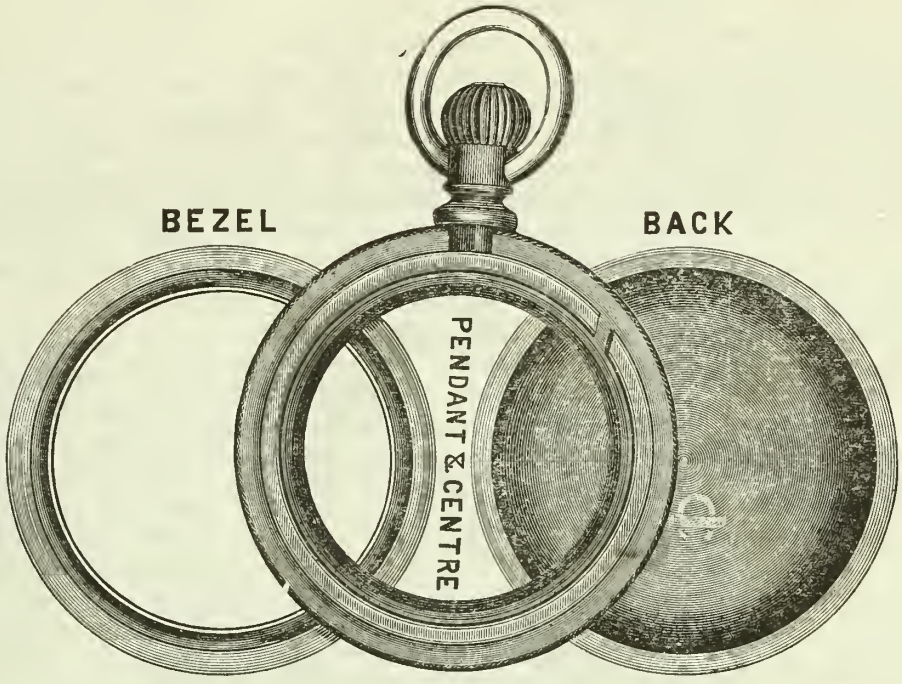
The "Excelsior" Patent Dust Proof Case.

PATENTED,

United States,

27th December,

1881.



PATENTED,

Dom. of Canada

28th February,

1882.

This is the first and only case made without one grain of solder. Every piece is cut from the solid metal and pressed into the shape used in the case. This process hardens the gold and silver by the only method known (that is to work it), and is handed to the Trade as hard as is possible to make it, being a great advantage over a case made in the ordinary way, in saving gold and silver by making a case as strong as a much heavier one that has been softened as heat does in soldering on pendant, joints, thumb catches, or joint to swing movement in. Heat not only softens the gold or silver, but warps it out of the shape that the snaps have been fitted to, and it is never perfect after soldering. The Excelsior Patent Dust Proof is never soldered, never heated, is fitted perfectly, and remains perfect. The Excelsior Dust Proof has no joints to wear out or break off. The Excelsior Patent Dust Proof has no spring to break or wear the case. There is no part of the Excelsior Patent Dust Proof that will wear. The Excelsior Patent Dust Proof is the safest case made for protecting the movement—it will never open in the pocket Put an Excelsior Dust Proof in your pocket, bend forward, backward, put yourself in any position you please and the Excelsior is closed tight. In an ordinary case, with springs, by bending forward the case will often open and when the lock-spring is worn, the case is nearly always open.

The Excelsior Patent Dust Proof Case is the strongest, best fitting and most durable case made. Ask your Jobber for the Excelsior Patent Dust Proof. Every case warranted as stamped, 18 kt., 14 kt., 12 kt., 10 kt., United States Mint Assay or Coin Silver, as may be stamped, and every genuine case bears the Trade Mark. The Excelsior Patent Dust Proof Case may be obtained from any of the jobbing houses in the country.

TRADE MARK.



Instructions to Open the Excelsior Patent Dust Proof Case.

First press the crown as in opening an ordinary Hunting Cased Watch, then to open front, turn bow to the right with thumb and finger; to open the back, turn left. To close, turn case back in same position as when case was closed, and snap same as glass bezel on any watch.

BIGGEST THINGS ON EARTH.

A SHORT ACCOUNT OF SOME OF THE WONDERS OF THE WORLD—MARVELS OF NATURE—STUPENDOUS WORKS THAT HAVE BEEN ACCOMPLISHED BY MAN.

The highest range of mountains is the Himalayas, the mean elevation being estimated at from 16,000 to 18,000 feet.

The loftiest mountain is Mount Everest, or Guarisanker, of the Himalaya range, having an elevation of 29,002 feet above the sea level.

The largest city in the world is London. Its population numbers 3,020-871 souls. New York, with a population of about 1,250,000, comes fifth in the list of great cities.

The largest theatre is the New Opera House in Paris. It covers nearly three acres of ground. Its cubit mass is 4,287,000. It cost about 100,000,000 francs.

The largest suspension bridge will be the one now building between New York and Brooklyn. The length of the main span is 1,595 feet six inches; the entire length of the bridge 5,989 feet.

The loftiest active volcano is Popocatepetl—"smoking mountain" thirty-five miles south-west of Peubla, Mexico. It is 17,784 feet above the sea level, and has a crater three miles in circumference and 1,000 feet deep.

The largest island in the world, which is also regarded as a continent, is Australia. It is 2,500 miles in length from east to west, and measures 1,950 miles from north to south. Its area is 2,984,287 square miles.

The longest span of wire in the world is used for a telegraph in India over the river Kistnah, between Bezorah and Sectanagrum. It is more than 6,000 feet long, and is stretched between two hills, each of which is 1,200 feet high.

The largest ship in the world is the "Great Eastern." She is 680 feet long, 83 feet broad, and 60 feet deep, being 22,927 tons builders, 18,915 gross and 13,344 net register. She was built at Millwall, on the Thames, and was launched January 31, 1857.

The biggest trees in the world are the mammoth trees of California. One of a grove in Tulare county, according to measurement made by members of the State Geological Survey, was shown to be 276 feet high, 106 feet in circumference at base, and 76 feet at a point 12 feet above the ground. Some of the trees are 376 feet high and 34 feet in diameter. Some of the largest that have been felled indicate an age of from 2,000 to 2,500 years.

The largest university is Oxford in England, in the city of the same name, fifty-five miles from London. It consists of twenty-one colleges and five halls. Oxford was a seat of learning as early as the time of Edward the Confessor. University College claims to have been founded by Alfred.

The largest body of fresh water on the globe is Lake Superior, 400 miles long, 160 miles wide at its greatest breadth, and having an area of 32,000 square miles. Its mean depth is said to be about 900 and its greatest depth about 200 fathoms. Its surface is about 635 feet above the level of the sea.

The most extensive park is Deer Park in the environs of Copenhagen, in Denmark. The inclosure contains about 4,200 acres, and is divided by a small river. The largest pleasure ground in America, and one of the largest in the world, is Fairmount Park, Philadelphia, which contains 2,740 acres.

The highest monolith is the obelisk at Karnak, in Egypt. Karnak is on the east bank of the Nile, near Luxor, and occupies a part of the site of ancient Thebes. The obelisk is ascribed to Hatasu, sister of Pharaoh Thothmes III, who reigned about 1,600 B. C. Its whole length is 122 feet, and its weight 400 tons. Its height without pedestal is 108 feet 10 inches.

The biggest cavern is the Mammoth Cave, in Edmonson County, Ky. It is near Green River, six miles from Cape City, and about twenty-eight miles from Bowling Green. The cave consists of a succession of irregular chambers, some of which are large, situated on different levels. Some of these are traversed by navigable branches of the subterranean Echo River. Blind fish are found in its waters.

The longest tunnel in the world is that of St. Gothard, on the line of railroad between Lucerne and Milan. The summit of the tunnel is 980 feet below the surface at Andermatt, and 6,600 feet beneath the peak of Kastelhorn, of the St. Gothard group. The tunnel is 26½ feet wide and 19 feet 10 inches from the floor to the crown of the arched roof. It is 9¼ miles long, 1⅛ miles longer than the Mount Cenis tunnel.

The largest inland sea is the Caspian, lying between Europe and Asia. Its greatest length is 760 miles, its greatest breadth 270 miles, and its area 180,000 square miles. Great Salt Lake, in Utah, which may properly be termed an inland sea, is about 90 miles long and has a varying breadth of from 20 to 35 miles. Its surface is 4,200 feet above the level of the sea, whereas the surface of the Caspian is 84 feet below the ocean level.

The largest empire in the world is that of Great Britain, comprising 8,557,-658 square miles, more than a sixth part of the land of the globe, and embracing under its rule nearly a sixth part of the population of the world. In territorial extent the United States ranks third, containing 3,580,242 square miles, including Alaska; in population it ranks fourth, with its 50,000,000 of people. Russia ranks second, having 8,352,940 square miles.

The largest bell in the world is the great bell of Moscow at the foot of the Kremlin. Its circumference at the bottom is nearly 68 feet, and its height more than 21 feet. In its stoutest part it is 23 inches thick, and its weight has been computed to be 443,772 pounds. It has never been hung, and was probably cast on the spot where it now stands. A piece of the bell is broken off. The fracture is supposed to have been occasioned by water having been thrown upon it when heated by the building erected over it being on fire.

The largest desert is that of Sahara, a vast region of northern Africa, extending from the Atlantic Ocean on the west to the valley of the Nile on the east. The length from east to west is 3,000 miles, its average breadth about 900 miles, its area 2,000,000 square miles. The town of Timbucto, about eight miles from the Niger River, is surrounded by desert, but at a distance of a few days' journey to the northeast and north are the oases of Mabrook and Arawan. Rain falls in torrents in the Sahara at intervals of five, ten and twenty years. In summer the heat during the day is excessive, but the nights are often cold. In winter the temperature is sometimes below freezing point.

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Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of manufactured goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James' Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES: WALLINGFORD, CONN., U.S. AND MONTREAL, CANADA.

BUSINESS CHANGES FOR MAY.

S. J. Petley, Arthur, jeweler, sold out to J. B. Tait, and moved to Lindsay. J. B. Tait, jeweler, Bowmanville, moved to Lindsay and succeeds S. J. Petley. W. J. Ryckman, jeweler, Thedford, has removed to Parkhill. J. & W. Allan, stoves and tins, Ailsa Craig, dissolved partnership; James continues alone. McLean Bros., Brandon, Man., dissolved; Arthur continues. J. J. Radford, jeweler, Winnipeg, compromised at 30 cents, secured. James M. Kean, jeweler, Digby, N. S., burned out; no insurance. McIntyre and Griffin, hardware, Oakville, dissolved; Samuel Griffin continues. D. N. Germain, hardware, &c., West Lynne, Manitoba, gone out of business. S. R. Lennox, tins, &c., burned out and dead. Hatch & Brother, Hardware, Toronto and Whitby; S. B. Hatch of this firm dead. Andrew W. Carter, jeweler, Pictou, N. S., away. H. D. Heuson, watches, &c., burned out. Albert Foster, tins, &c., Leamington, burned out; H. J. Woodside, jewelry, &c., Portage La Prairie, assigned in trust.

BUSINESS NOTES.

The revised assessment of Toronto for the present year shows a total value of $62,160,184.

The total assessment of Brantford is $3,931,170, against $3,701,200 last year. A gain of six per cent.

A New Enterprise.—Messrs. Hemming Bros., late of Montreal, have started a factory at 52 Adelaide Street, Toronto, equipped with the most improved machinery for manufacturing cases and trays of every description for jewelry and silverware. We wish them every success.

The steamers *Magnet* and *Spartan* so long known as of the Richelieu and Ontario line, between Hamilton and Montreal, have been sold to ply on Georgian Bay, we understand, in connection with the Toronto, Grey & Bruce Railway, and the Owen Sound Steam Navigation Co.

The hegira of Toronto Jewelers seems to have already set in, no less than half a dozen having started for the European markets. Amongst those who have gone or soon start are Messrs. Smith, Carrier, McNaught, and Segsworth. We trust they may all have a good time, and buy themselves rich before they come back.

The celebrated Brooklyn bridge was formally opened on the Queen's Birthday. The following is the schedule of tolls: One cent each for foot passengers; five cents for one horse and a man; ten cents for one horse and vehicle; twenty cents for all two horse vehicles; five cents each for neat cattle, and two cents each for sheep and hogs. The amount expended to 30th April is $14,629,379.69.

We had a very pleasant visit a few days ago from Mr. Thorpe, of the firm of Hagstoz & Thorpe, manufacturers of the celebrated "Jas. Boss" patent stiffened gold case. Mr. Thorpe visited this city with a view towards pushing the sales of the "Boss" case by an extensive system of advertising, and his efforts in this direction will no doubt be of great benefit to the trade, by posting the public thoroughly as to what are the distinctive features and merits of the "Boss" case. The general verdict of the Canadian Jewelry trade is that the "Boss" case *is the boss case*, and a long way ahead of all competitors.

The Bell Telephone Co. is arranging for the construction of a line of wire connecting Kingston with Toronto, Hamilton, and Western points. Some of the company's officers have gone over the road between Kingston and Odessa, and laid out the route. On the line from Kingston to Belleville, the most difficult section in Ontario, a great deal of blasting will be required. The line will connect Odessa, Napanee, Deseronto, Belleville, Trenton and other points between Cobourg and Kingston. It is intended to begin operations about June 1st.

Mr. Arbage, the employé of Messrs. P. W. Ellis & Co., who was arrested by that firm for stealing goods from their factory, and who was allowed out on bail by the Magistrate, has since jumped his bail and cleared out to the land of the free and the home of the knave. Mr. Arbage was a first-class workman, who, if he had kept in the strict path of honour, would have risen to almost any position in the gift of his employers, but by his foolish and suicidal action he has once again proved the truth of the old adage that "Honesty is the best policy."

Early Thursday morning, May 17th, the jewelry store of G. N. Asselstine, Gananoque, was entered by burglars. The entrance was effected by the front door, the lock of which was picked. The safe stood a few feet from the door, and the thieves drilled a hole into it near the lock, but failed to get it open. They then knocked off the inner knob, and punched out the wheels of the lock. Inside the safe were two iron vaults; these were taken to the back yard and broken open with a sledge. Over sixty watches belonging to customers were taken, and between twenty-five and thirty new ones—many of them valuable. Over $2,000 worth of jewelry and about $100 in cash was taken. A blacksmith's sledge, chisels, and a punch were found in the yard, covered with straw. A large quantity of silverware in the window and the show cases was not disturbed.

WORKSHOP NOTES.

Ruby Pin.—If it is necessary to tighten a ruby pin, set it in asphaltum varnish. It will become hard in a few minutes, and be much firmer and better than gum shellac, as generally used.

Tempering Brass.—Brass is rendered hard by hammering or rolling; therefore, when you make a thing of brass necessary to be tempered, you must prepare the material before shaping the article. Temper may be drawn from brass by heating it to a cherry red, and then simply plunging it into water, the same as though you were going to temper steel.

Potato Celluloid.—According to a Vienna journal, a substance may be produced from potatoes possessing the properties of celluloid. For this purpose the peeled potatoes are boiled for 36 hours in a fluid consisting of 8 parts sulphuric acid and 100 parts water, then dried between blotting paper and relieved of the superfluous water by pressing. Pipe bowls are at present made therefrom in France that can barely be distinguished from real meerschaum, and billiard balls are likewise made from it by strongly pressing.

Coloring Copper.—To produce a dark-browned color upon copper, take the white of an egg, beat it into froth, add a little boiled or rain water, and add to this mixture *caput mortuum* (red oxide of iron) color; rub them well together in a mortar, and sufficiently thick until the color covers, and may be applied. The copper article is to be pickled and simply washed; no sand must be used, else the color adheres badly. The latter is next applied with a brush until it covers the surface; it is then dried by fire, the article is gently rubbed with a soft rag and *caput mortuum* powder, and finally hammered with a hammer with polished face.

Watches Losing Time.—Should a watch lose time from the action of the balance spring, pin the latter into the stud, so that that part, the part of the eye immediately emerging from the collet, and the center of the collet, are in a line; then you will have the spring pinned in, in equal terms, as it is called by those who are versed in the higher branches of springing. Bring the watch to time by adding to or taking from the balance, and poise it; try the watch with the 12 up for two hours, then with the 6 up for two hours, then lying down for the same time; the trials here described will be sufficient if the watch has seconds; keep the curb pins close, so as to allow the spring only a little play; the vibration of the balance should be $1\frac{3}{4}$ turns, or $1\frac{1}{2}$ lying.

Repairing Cylinder Watches.—It frequently happens that the cylinder edges are worn off, and it does not pay to put in a new cylinder; the watch may, nevertheless, be put into keeping a good rate by altering the escapement. Look at the cylinder and see if there is room either above or below the old wears to shift the action of the wheel. If the wheel holes are of brass, make one a little deeper, and put a shallower one on the other side—this may perhaps be sufficient. This must be done according as you want your wheel up or down. If the holes are stone, shift your wheel on the pinion by a new collet, or turning away more of the old one, as the case may require. If you raise your wheel, see that it works free of plate and top of cylinder, and that the web of wheel clears the top of passage. This last fault may be altered by polishing the passage a little wider, if the rub is slight. If shifted downward, see to freedom at the bottom of the cylinder, etc.

Chain Running off Fusee.—In the first place, you must look and ascertain the cause of the difficulty. If it results from a chain being too large, the only remedy is a new chain. If not too large, and yet it runs off without apparent cause, change it end for end—that will generally make it go all right. In cases where the channel in the fusee has been damaged and is rough, you will be under the necessity of dressing it over with a file of the proper size and shape. Sometimes you will find the chain naturally inclined to work away from the body of the fuzee. The best way to remedy a difficulty of this kind is to file off a very

Highest Honors Awarded at the Toronto Exhibition, 1882,

TWO SILVER MEDALS AND A GOLD MEDAL!

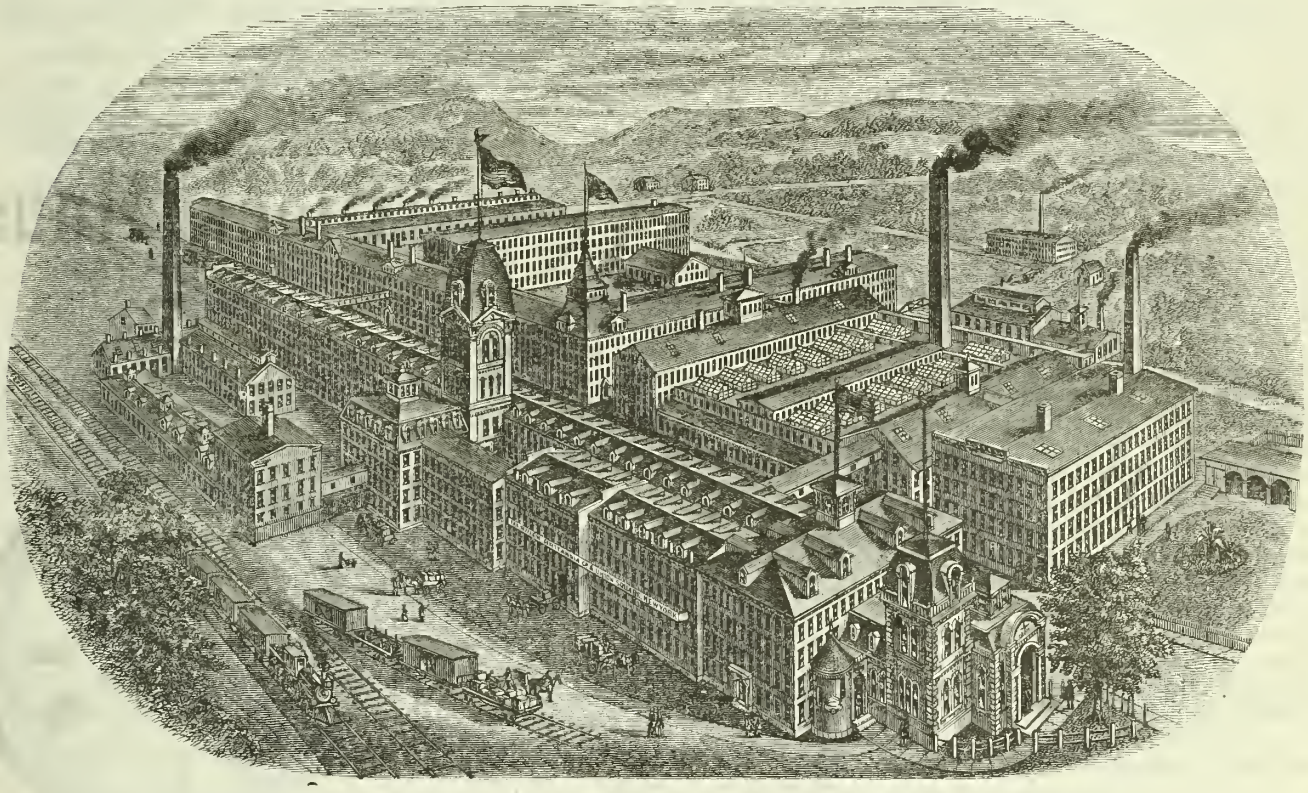
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

little from the outer lower edge of the chain for its entire length; this, as you can see, will incline to work it on, instead of off. Some workmen, when they have a bad case, and a common watch, change the standing of the fuzee so as to cause the winding end of its arbor to incline a little from the barrel. This, of course, cannot do otherwise than make the chain run to its place.

How to Regulate a Watch Quickly.—The following is a practical method for regulating a watch in a few minutes, also to put in a new balance spring, of the right size and regulated perfectly, in a watch without running it: First ascertain how many vibrations the watch beats in one minute, by counting every other vibration, and comparing that time with a well-known watch or regulator. In general, Swiss watches beat 18,000 in one hour, viz., 300 in one minute. American watches also, either 18,000 or 16,200, or 270 beats per minnte, and the English lever 14,400, or 240 per minute. If there is any doubt, it is better to count up leaves and teeth and ascertain the right number, but cases that watches beat odd numbers are scarce. Having ascertained the right number, examine the balance carefully for one or two minutes, counting every vibration from right to left, and in the meantime examine the regulator or clock, to see when one minute is up. If the watch is well regulated, the number of vibrations must be exactly half of the regular first number, viz., 150, 135, or 120, as every other vibration has been recorded to facilitate the observation. If not so, move the regulator right or left until a perfect coincidence comes. To pick up a new balance spring after having recorded the right number of beats—either by the old spring or by the number of the train—lay first the spring with its centre well in the centre of the cock jewel, and having ascertained where the coil will enter between the curb pins of the regulator, note the place. Stick to the pivot of the balance a small round piece of beeswax; then stick to the centre of the spring, so as to establish a temporary but firm connection of the two pieces, and having pinched with the tweezers the balance spring indicated by the regulator pins, cause it to vibrate gently; then count the vibrations for one minute, and when you have a spring that will produce nearly the required number of beats, pin it to the collet and cause it again to vibrate, moving the tweezers backward or forward until the right number of beats is produced; with another pair of tweezers pinch the balance spring about one-eighth of an inch back of the regulating point, so as to counterbalance the gain produced by the regulator pins, and bend the wire slightly, which is the place where the hair spring must be pinned to the stud. Having then trued up the spring, proceed to put the regulator to the right place, by using the way indicated in the beginning of this article, and the work is done. Success is certain when the operation has been carefully performed. The balance must be made to vibrate on some hard and well polished substance, so as to keep up the vibration to about the standard of regular running. A little practice will soon enable the watchmaker to change a balance spring very quickly, and without any trouble whatever.

SCIENCE NOTES.

A Turin jeweler has made a tiny boat forming a single pearl, which shape it assumes in swel and concavity. Its sails is of beaten gold, studded with diamonds, and the binnacle light at its prow is a perfect ruby. An emerald serves as its rudder, and its stand is a slab of ivory. Itweighs less than half an ounce; its price is $5,000.

A pittsburg firm has commenced the manufacture of glass shingles, which are to be cheaper, stronger, more durable, and more satisfactory in every way than slates or any other roofing substance now used. They will drive the lightning rod men to parts unknown, for glass is such a good conductor of electricity that a fancy rod will be unnecessary on a house roofed with the new shingles. A city full of houses roofed with highly coloured glass would present a beautiful sight.

Cheap diamonds by colouring may be made to look like gems, and the unwary are easily deceived thereby. The process is now about a year old. The trick is performed by dipping the diamond in a preparation of analine dye. This can easily be detected by washing the stone with soap and water. Within a month, however, the sharpers have added a preparation of gum arabic, which successfully stands the soap and water test. The only way the latest deception can be detected is to wash the stone with ammonia. The colouring of diamonds is causing thousands of dollars of loss to innocent people.

The Archdeacon of Melbourne relates that during the epoch of the great gold fever he had a curate whose duty it was to officiate at some of the gold diggings. On Sunday mornings he preached at one set of shanties, and then walked eleven miles to another village for evening service. Half way across the plain stood a solitary tree, where he used to rest and eat his frugal dinner. For two years he had done so, when one day three miners, following his example, sat down to picnic on the same spot, and one of them, on getting up, just tried the soil with his pick, where, at a depth of about two feet, lay a mass of ore which realized $140,000. That curate pondered deeply on what might have been.

The Watchmaker, Jeweller and Silversmith,

A Monthly Illustrated Journal. Published in London.

The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

This important Trade Organ, now in its seventh year of publication is in the hands of every British Watchmaker, Jeweller and Silversmith, and is therefore a most valuable medium for manufacturers requiring publicity in Great Britain.

Our list of permanent contributors includes such names as: J U. Poole, Richard Whitaker, Henry Ganney, Moritz Grassmann, J Herrmann, E. J. Watherston, W. H. Singer an ample guarantee for the sterling value of the Journal. Subscription 5s. per annum.

Published by A. FISCHER, 11 Saint Bride Street, London, E. C., England.

THE WATCHMAKER

And Metal Worker

Is the official Journal of the

Watchmakers and Jewellers,

of the North west,

CONTAINING 56 PAGES OF

Illustrations and Reading Matter.

Whose columns are replete with choice articles upon Horology, Watch-making and repairing, written for this Journal by practical and scientific men; also a large amount of general information of vital importance to the trade; also continued articles, or lessons in letter engraving, written by a celebrated engraver of this city. Subscription price, $1.50 per year. Single copy, 15 cents.

Jewelers' Publishing Company, Publishers,

149-151 STATE STREET, CHICAGO.

New York Office, 206 Broadway.

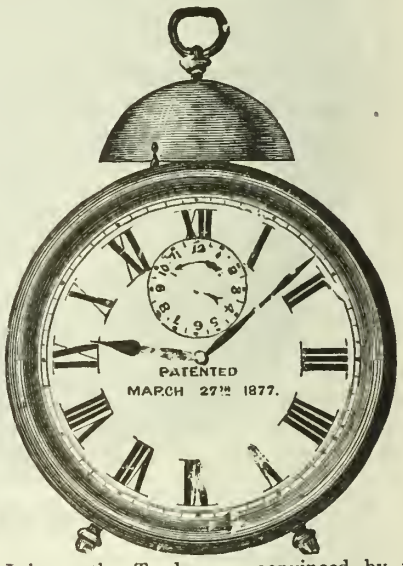
FOREIGN OFFICES.

H. Bush, Appointed Agent, - - Hull, England
Henry F. Gillig, 449 Strand, W. C., London, Eng
E. de Wytenback. - - - Geneva, Suisse

THE LARGEST

Clock House

IN CANADA.



I hope the Trade are convinced by this time that the above clock house has got the best assortment and better value than any other house in the Dominion.

I thank my many friends for their kind patronage in the past, and solicit a continuance of the same.

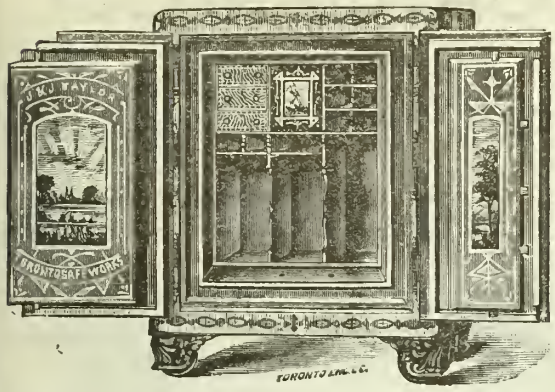
I have just returned from the eastern States and have imported a large stock of Walnut and Nickel Clocks, which I will sell at prices that defy competition. Also receiving daily Jewelry of all kinds. Roll Plate Chains a specialty. Large stock of Swiss Watches in Gold, Silver and Nickel Cases, key and stem winders. The best value in Whitby Jet Goods, such as Bracelets, Necklets, Sets Earrings, etc., which I will cut low prices to the Trade only.

Orders by mail promptly attended to.

SAMUEL STERN,

Wholesale Agent for the Seth Thomas, Welsh, Ansonia and Ingram Clock Co.'s

31 Wellington, 40 Front St. E., Toronto.



J. & J. TAYLOR,
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

A. C. ANDERSON & CO.

NEW GOODS! NEW GOODS!! NEW GOODS!!!

Our Spring Stock is now complete in every department. We have just received large consignments of the following:

LADIES' SWISS GOLD WATCHES. **GENTS' SWISS CHRONOGRAPHS.**
LADIES' AMERICAN GOLD WATCHES. **ENGLISH GEM RINGS.**
GENTS' AMERICAN GOLD WATCHES. **AMERICAN CHARMS, LOCKETS, &c.**

A. C. ANDERSON & CO., - - HAMILTON, ONT.

WE HAVE REMOVED INTO OUR NEW PREMISES, No. 55 KING ST. E., (3rd Door East of John.

Zimmerman, McNaught & Lowe

HAVE A COMPLETE STOCK OF

Boss' Patent Stiffened Gold Cases.

THE BEST GOLD-STIFFENED CASE MANUFACTURED, BOTH IN KEY & STEM-WINDERS.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE COMPANY.



HEMMING BROS.,

MANUFACTURERS OF

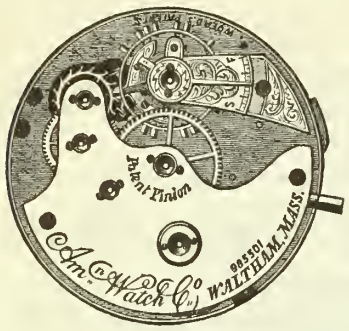
PLUSH, VELVET,

SATIN & MOROCCO CASES & TRAYS

Of every discription for Jewelry, Silverware, &c.,

52 ADELAIDE STREET EAST,
(FEW DOORS EAST OF POST OFFICE,)
TORONTO.

TORONTO CASE COMPANY TRADE H MARK



INGLIS, PICARD & CO.,

(Successors to H. VIDAL & CO.,)

IMPORTERS OF AND JOBBERS IN

Watches, Watch Materials,

TOOLS, WATCH GLASSES, ETC.,

P.O. BOX 1775.

214 ST. JAMES STREET, MONTREAL, QUE.

GEO. E. COOPER

ORNAMENTAL & GENERAL

ENGRAVER,

31 KING STREET EAST,

TORONTO - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.

TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

"THE TRADER" is Printed by
R. C. McLEAN,
13 Adelaide St. East, Toronto.

All Descriptions of Job Work promptly and properly executed.

T. WHITE & SON,

Manufacturing Jewellers, Gold and Silver Platers, and

LAPIDARIES.

39 King St. West, Toronto

Canadian Agates, Amethysts, &c.,

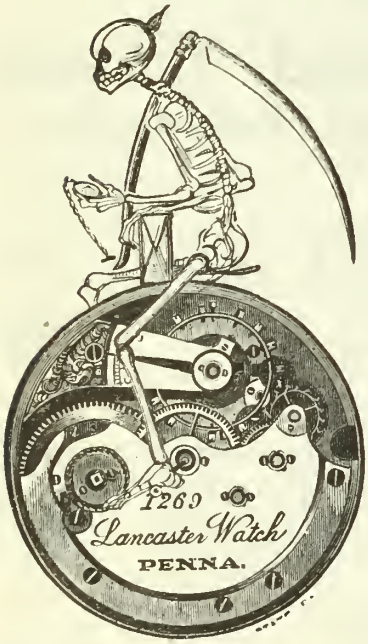
polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

Stones, Imitations, Locket Glasses, &c.

Unsurpassed in the Dominion.

SPECIAL NOTICE.



We have pleasure in informing the Trade that we have now a full stock of

LANCASTER WATCHES

on hand, of every grade, manufactured by the Company, and are prepared to fill all orders when received. A Large Stock of their Cheap Movements on hand.

Zimmerman, McNaught & Lowe.

THE TRADER.

TORONTO, ONTARIO, JULY, 1883.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

DOES IT PAY TO ADVERTISE ?

Does it pay to advertise ? We think it does. Advertising is the soul of any properly conducted business, as it is the motive power of nearly every successful one. Without advertising in these go-ahead times, when everyone is trying to get the start of his neighbour, business would hardly pay, and as a rule the successful merchant can be easily picked out from amongst his fellows by the style and ring of his advertisements. While we are strong advocates of advertising we cannot shut our eyes to the fact that a very great deal of the stuff that passes current for advertising matter is so much bosh, and just so much money thrown away. Advertising, while good if properly done, is a farce when carried out in the ordinary stereotyped fashion, and we think we are not far astray when we say that fully one half of the money spent in this way might as well be thrown in the lake for any good result that springs from it. We hold that every merchant ought to advertise his business thoroughly, but to make this outlay a good investment he should see that it is judiciously expended upon something that will afford him return for his money. In order to help our readers who may have come to look upon advertising as a humbug, because it has not paid them, we offer the following suggestions upon the subject, which may help them somewhat in the future.

1st. *Advertising, to pay at all, requires to be truthful.* First, be sure you have the goods the public want, then fire away and let them know it as soon as possible. Many people spoil good advertisements by promising too much to the public, and thus by creating the impression that they are really giving the goods away, they make them dissatisfied with anything short of such a liberal performance. A merchant, although shewing the best side of his wares, should never under any circumstances allow his imagination to run away with him while wording his advertisements. A lying advertisement is just as bad as a lying salesman, and every merchant knows that when a salesman is once caught in a falsehood his usefulness is gone. "Honesty is the best policy," and in nothing is this more true than in advertising.

2nd. *Don't advertise anything you are not prepared to carry out.* Many merchants make the mistake of advertising bargains and goods they cannot supply except in very limited quantities, the result is that before the public have fairly began to appreciate the force of the advertisement they are out of these goods and bargains, and not only is the public dissatisfied, but the money thus spent is thrown away. Be sure you have the goods to back up your advertisements. Nothing is more annoying to a customer in search of an advertised bargain or special line of goods than to get the information, "just sold out, but we can give you something else equally good value, that would probably suit you as well." To most people this furnishes the idea that the thing advertised was merely a blind to draw customers there, in order to buy other and more profitable goods. This "just out" style of business reminds us very much of a conversation we overheard at our hotel dinner table lately, between two members of a theatrical troupe. Said one to the other, "the worst hotel I ever struck was the one we stayed at in Montreal (naming a well known hotel in that city) the fact is it is at the top of the profession in the 'just out' business. Everything a fellow asked for at the table was 'just out,' and this got to be so monotonous that I thought I would find out if the run was so gigantic as the waiter represented it to be. Next morning the moment the dining room door was opened I walked in, and was luckily not only the first but the only person in the room. After inspecting the 'programme' I ordered a mutton chop and an omlette. 'Just out,' says the waiter. 'Just out,' says I, 'when ? yesterday ?' 'Yes,' says he with a grin, 'we haven't had any for three or four days.' Well, to make a long story short, although they had a most elaborate 'programme,' the only thing they really had was 'ham and eggs' and 'beefsteak,' and on these I had to make my breakfast. This I call a swindle, and the next time you catch our troupe staying at that hotel again you will know it." We think the "just out" principle does not work any better in the mercantile than in the hotel business, and therefore say, be sure and have the goods and bargains to back up your advertisements.

3rd. *If advertising is worth doing at all, it is worth doing well.* A great many merchants think that if they advertise at all, it makes little or no difference how it is done. This is a great mistake, as anyone knows, who has ever thought over the matter intelligently, and had any practical experience in it. There were several important considerations that should always be borne in mind by the advertiser.

(*a*). His matter should be original and attractive. He should, while shunning the sensational, try to make his advertisements as taking to the reader as possible. The more attractive he can make them the more they will be read, and therefore the more he will be benefitted by them. We have known merchants whose advertisements were so original and attractive that they were as eagerly looked for by the public as the news of the day. That man's advertising paid him well.

(*b*). He should take plenty of space. It is a mistake to think that a small space is as good as a large one. As a rule the very small advertisements are lost and the money spent on them thrown away. If you haven't the nerve to pay for sufficient space in which to display your advertisement properly, don't put it in at all. One good striking advertisement will do more good than half a dozen small ones, therefore if you are unwilling to spend so much money, don't put them in so often, but put them in properly when they do go in.

(*c*). Be careful as to the kind of type that is used in your advertisements. Advertisers should always get a proof copy of their advertisements, so as to

make certain that theirs will show up different from any other in the papers. If others use light faced type you should use heavy, and *vice-versa;* this will always make your matter stand out from the rest on a large page, and the chances are that on account of its different appearance it will be more attractive and therefore more widely read.

(*d*). *Change your matter with every issue of the paper.* Some merchants seem to think that one form of advertisement a year is about all that is necessary to make their business ay. They write out a new advertisement in the spring and this goes into the papers week in and week out, until probably the Christmas trade forces them to make a splurge. It is then changed for a holiday advertisement, and this is often allowed to run on till the returning spring stirs their *turgid* blood sufficiently to make them think of something new. We have often seen a special sale of Christmas goods advertised in February or March of the next year, and most absurd it looked. Now this was money thrown away, but it is no worse than many of the advertisements that we see from one year's end to the other, and which might as well be left out for any good that they do. Good, live, successful advertisers always change their matter as often and as thoroughly as possible, their reason simply being that if not changed the people get so used to seeing it that they cease to take any interest in it, and therefore it does them no good. If you want your advertisements to pay you back your money, change them often, and make them as different as you possibly can, both in matter and appearance.

(*e*). Last, but not least, advertise in a good live paper that has a good circulation amongst the very people you want to reach. It would be folly for any dealer in a small backwoods village to advertise his business in any city papers, simply because the paper would not be seen by his customers, and the money would be thrown away, as far he was concerned. Our advice to every one of our readers is to find out what papers will suit them the best, by circulating amongst the largest number of their customers, and then spend their money in accordance with the rules we have indicated above.

In conclusion we need say but little as to the necessity of advertising. Everyone now acknowledges it to be one of the greatest helps that a merchant can have in any business, and we think that the writer in the "old book" must have had something like this in his mind's eye when he wrote: "There is that which scattereth and yet increaseth, and there is, that witholdeth more than is meet, and it tendeth to poverty." If not intended for modern advertising, it is at least true of it. If it is worth doing at all, it is worth doing well.

WHAT IS A GOOD SALESMAN?

In this age of strong competition, every legitimate help to gain and retain customers has to be resorted to. While there are many things in a merchant's business that act as good helps in this direction, we know of none more useful than good salesmen in one's warehouse. The difference between a good and a poor salesman is so marked in the way in which it affects a business, that we wonder that any merchant ever wastes money on poor or incompetent employees. The fact is that a good salesman builds up, while a poor salesman destroys, a business, and though there may be a great difference in the salaries paid to them, we think it will be conceded by all thinking merchants that the real difference in value can hardly be estimated in dollars and cents. A poor or disobliging salesman is dear at any price, simply because, although he may perform the duties assigned to him, he does not attract new customers or hold the good will of those already made. The smart, obliging salesman, on the contrary, is invaluable, because he takes a live interest in his employer's business and strives in every way to further its success, well knowing that his employer's success will lead to his own advancement.

A good salesman is always an obliging one; he meets his customers with a good natured smile, and while expressing his pleasure at seeing them, manages to interlard his conversation with business enough to keep his hands busily employed.

A good salesman can invariably call his regular customers by name, a faculty which is always well received and adds much to his popularity. To strangers he is particularly attentive, well-knowing that on the first impressions made very much of their after custom depends. He is always polite, but never offensively so, and generally manages to retain the good will of his customers without sacrificing the interests of his employer.

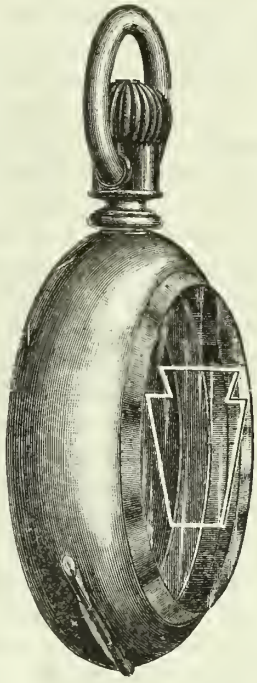
A good salesman is always obliging to customers whether rich or poor, and he serves the ten cent customer with as much politeness as he does the fifty dollar one. Rich or poor it apparently makes no difference to him. It is no trouble to him to show goods, in fact he rather seems to like what often seems to be such a disagreeable task to some salesmen. After selling a customer what they ask for, he invariably directs their attention to the new goods that his employer has for sale, well knowing that if not wanted at present, the time may soon come when they will be in demand, and it is well to keep his customer posted in the goods that they have to sell. This easy, imperceptible way of advertising new goods and pressing customers to buy them, although it does not always succeed at the time, is invariably successful in the long run.

A good salesman never loses his temper no matter how difficult a customer is to handle. He has had experience enough about human nature to know that when once a salesman offends a customer he is twice as difficult to sell to, and that the better humor he can keep in the more goods he can sell, and the easier he can sell them. A sullen or bad tempered salesman is a poor help to a good live business.

A good salesman is never idle. If he has any time to spare he devotes it to getting his stock fixed up and ready for coming sales. A good salesman never has any loafing time, he always finds something to turn his hand to, and having found it, he does it with all his might. His employer's interests are his, and he devotes the whole of his energies to further his employer's business. He takes a pride in his employer's prosperity, and guards his employer's honor as if it were his own. When he makes a promise to a customer he does his level best and leaves no stone unturned to see that it is faithfully carried out. He is faithful in small things as in large things, and studies what is best for the business before his own convenience.

A good salesman is always a sober man. If he uses intoxicating liquors at all, it is so moderately as never to interfere with his business. He well knows that liquor drinking is not conducive to good business habits, and that the less he inclines that way the more competent

THE PERFECT BASCINE



DUST PROOF

THE

KEYSTONE.

For Sale by all Jobbers.

he we will be for the discharge of his duties, and the higher he will stand in the estimation of his employer.

A good salesman is always to be found at his post, he has no bad habits such as running around the corner "to see a fellow," or wasting his time in idle gossip with idlers who drop in to the store merely to pass away their time. If he has any private business to do, he does it after or before business hours, or if it is impossible to manage it at such times he selects his opportunity more with a view of accommodating the business than himself.

In short the good salesman is a good, square, level headed, gentlemanly fellow, who thoroughly understands his business, and is not ashamed to work at it, and honest enough to try and give his employer full value for the salary he draws. Whatever salary his employer allows him he tries to make himself worthy of, and to do double the amount if necessary. Such a man as we have endeavored to describe (and there are plenty of them in Canada) is a treasure to any employer, and should be encouraged in every possible way.

Selected Matter.

JOHN HARRISON, THE CHRONOMETER MAKER.

Continued from last month.

Not satisfied with his two machines, Harrison proceeded to make a third. This was of an improved construction, and occupied still less space, the whole of the machine and its apparatus standing on an area of only four square feet. It was in such forwardness in January, 1741, that it was exhibited before the Royal Society, and twelve of the most prominent members signed a certificate of "its great and excellent use, as well for determining the longitude at sea as for correcting the charts of the coasts." The testimonials concluded: "We do recommend Mr. Harrison to the favor of the Commissioners appointed by Act of Parliament as a person highly deserving of such further encouragement and assistance as they shall judge proper and sufficient to finish his third machine." The Commissioners granted him a further sum of 500*l.* accordingly. Harrison was now reduced to necessitous circumstances by his continuous application to the improvement of the timekeepers. He had also got into debt, and required further assistance to enable him to proceed with their construction.

Although Harrison had promised that the third machine would be ready for trial on August 1, 1743, it was not finished for some years after. In June, 1746, we find him again appearing before the board, asking for further assistance. While proceeding with his work he found it necessary to add a new spring, "having spent much time and thought in tempering them." Another 500*l.* was voted to enable him to pay his debts, to maintain himself and family, and to complete his machine.

Three years later he exhibited his third machine to the Royal Society, when he was awarded the Gold Medal for the year. In presenting it Mr. Folkes, the President, said to Mr. Harrison, "I do here, by the authority and in the name of the Royal Society of London for the improving of natural knowledge, present you with this small but faithful token of their regard and esteem. I do, in their name, congratulate you upon the successes you have already had, and I most sincerely wish that all your future trials may in every way prove answerable to these beginnings, and that the full accomplishment of your great undertaking may at last be crowned with all the reputation and advantage to yourself that your warmest wishes may suggest, and to which so many years so laudably and so diligently spent in the improvement of those talents which God Almighty has bestowed upon you, will so justly entitle your constant and unwearied perseverance."

Mr. Folkes, in his speech, spoke of Mr. Harrison as "one of the most modest persons he had ever known." In speaking of his own performances he has assured me that, from the immense number of diligent and accurate experiments he has made, and from the severe tests to which he has in many ways put his instruments, he expects he shall be able with sufficient certainty, through all the greatest variety of seasons and the most irregular motions of the sea, to keep time constantly, without the variation of so much as *three seconds in a week*, a degree of exactness that is astonishing and even stupendous, considering the immense number of difficulties, and those of very different sorts, which the author of these inventions must have had to encounter and struggle withal."

Although it is common enough now to make first-rate chronometers—sufficient to determine the longitude with almost perfect accuracy in every clime of the world—it was very different then, at the time that Harrison was occupied with his laborious experiments. Although he considered his third machine to be the *ne plus ultra* of scientific mechanism, he nevertheless proceeded to construct a fourth time piece, in the form of a pocket watch about five inches in diameter. He found the principles which he had adopted in his larger machines to apply equally well in the smaller; and the performance of the last surpassed his utmost expectations, but in the meantime, as his *third* timekeeper was, in his opinion, sufficient to supply the requirements of the Board of Longitude as respected the highest reward offered, he applied to the Commissioners for leave to try that instrument on board a royal ship to some port in the West Indies, as directed by the statute of Queen Anne.

It was not until March 12, 1761, that he received orders for his son William to proceed to Portsmouth, and go on board the "Dorsetshire" man-of-war to proceed to Jamaica. But another tedious delay occurred. The ship was ordered elsewhere, and William Harrison, after remaining five months at Portsmouth, returned to London. By this time John Harrison has finished his *fourth* timepiece—the small one—in the form of a watch. At length William Harrison set sail with this timekeeper from Portsmouth for Jamaica in the "Deptford" man-of-war, on November 18, 1761, and returned to England on March 26, 1762. On the arrival of the ship at Port Royal the timekeeper was found to be only five and one-tenth seconds in error, and during the voyage of over four months, on its return to Portsmouth in the "Merlin," it had only erred one minute fifty-four and a half seconds. In the latitude of Portsmouth this only amounted to eighteen geographical miles, whereas the Act requires that it should only come within the distance of thirty miles or minutes of a great circle. One would have thought that Harrison was now clearly entitled to his reward of 20,000*l.*

But the delays interposed by government are long and tedious. Harrison

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had accomplished more than was requisite to obtain the highest reward. It was necessary for him to petition Parliament on the subject. Three reigns had passed: Anne had died; George I. and George II. had reigned and died; and now in the reign of George III. an Act was passed enabling Harrison to obtain the sum of 5,000*l*, immediately as part of the reward. But the Commissioners differed about the tempering of the springs. They required a second trial of the timekeeper. Two more years passed, and Harrison's son again departed with the instrument on board the "Tartar" for Bardoes on March 28, 1765. He returned in about four months, during which time the instrument enabled the latitude to be ascertained within *ten* miles, or *one-third* the required geographical distance.

Harrison memorialized the Board again and again. In the following September they virtually recognized his claims by paying him on account 1,000*l*. In February, 1765, the Board entered a minute on their proceedings that they were "unanimously of opinion that the said (Harrison's) timekeeper has kept its time with sufficient correctness, without losing its longitude in the voyage from Portsmouth to Barbadoes beyond the nearest limit required by the Act of 12th of Queen Anne, but even considerably within the same." They would not give him the necessary certificate, though they were of opinion that he was entitled to be paid the full reward.

Harrison was now becoming old and feeble. He had attained the age of seventy-four. He had spent forty years in working at the Chronometers. He was losing his eyesight and could not afford to wait much longer.

Full little knowest thou, who hast not tried,
What hell it is in suing long to bide;
To lose good days that might be better spent;
To waste long nights in pensive discontent;
To spend to-day, to be put back to-morrow,
To feed on hope, to pine with fear and sorrow.

But Harrison had not lost his spirit. On May 30, 1765, he addressed another remonstrance to the Board, containing much stronger language than he had up to this time used. "I cannot help thinking," he said, "but I am extremely ill-used by gentlemen who I might have expected a different treatment from; for if the Act of the 12th of Queen Anne be deficient, why have I so long been encouraged under it, in order to bring my invention to perfection? And, after the completion, why was my son sent twice to the West Indies? Had it been said to my son, when he received the last instruction, 'There will, in case you succeed, be a new Act on your return, in order to lay you under new restrictions, which were not thought of in the Act of the 12th of Queen Anne'—I say, had this been the case I might have expected some such treatment as I now meet with.

"It must be owned that my case is very hard; but I hope I am the first, and for my country's sake I hope I shall be the last, that suffers by pinning my faith upon an English Act of Parliament. Had I received my just reward—for certainly it may be so called after forty years' close application of the talent which it has pleased God to give me—then my invention would have taken the course which all improvements in this world do; that is, I must have instructed workmen in its principles and execution, which I should have been glad of an opportunity of doing. But how widely this is different from what is now proposed, viz., for me to instruct people that I know nothing of, and such as may know nothing of mechanics; and, if I do not make them understand to their satisfaction, I may then have nothing!

"Hard fate indeed to me, but still harder to the world, which may be deprived of this my invention, which must be the case, except by open and free manner in describing all the principles of it to gentlemen and noblemen who almost at all times have had free recourse to my instruments. And if any of these workmen have been so ingenious as to have got my invention, how far you may please to reward them for their piracy must be left for you to determine; and I must set myself down in old age, and thank God I can be more easy in that I have the conquest, and though I have no reward, than if I had come short of the matter and by some delusion had the reward!"

The Right Honorable the Earl of Egmont was in the chair of the Board of Longitude on the day when this letter was read—June 13, 1765. The Commissioners were somewhat startled by the tone which the inventor had taken. Indeed, they were rather angry. But Mr. Harrison, who was in waiting, was called in. After some rather hot speaking, and after a proposal was made to Harrison which he said he would decline to accede to "so long as a drop of English blood remained in his body," he left the room. Matters were at length duly arranged. Another Act of Parliament was passed, appointing the payment of the whole reward of £20,000 to the inventor; one moiety upon discovering the principles of the construction of his chronometers and assigning his four chronometers (one of which was styled a watch) to the use of the public, and the remaining moiety on sufficient proof on the correctness of the chronometers.

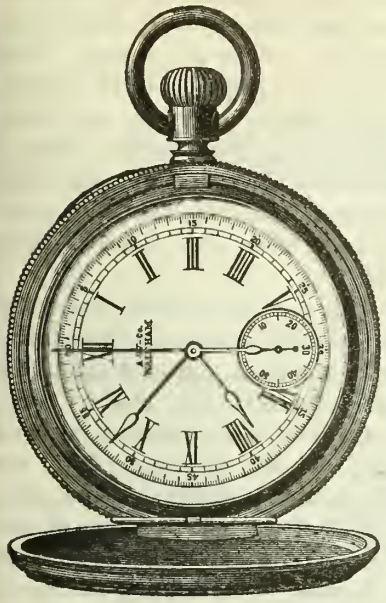
Mr. Harrison, accordingly made over to the Commissioners of Longitude his various timekeepers, and deposited in their hands correct drawings, so that other skilful makers might construct similar chronometers on the same principles. Harrison expressed the greatest readiness to explain his inventions, and to subject them to every required test. Indeed, there was no difficulty in making the chronometers, after the explanations and drawings which Harrison had published. An exact copy of his last watch was made by the ingenious Mr. Kendal, one of Harrison's apprentices. This chronometer was used by Captain Cook during his three years' circumnavigation of the globe, and was found to answer as well as the original. This, as well as Harrison's chronometer, is still to be seen at the Royal Observatory, and both are in good going condition.

Although Harrison did not obtain the remaining moiety of his reward until 1767, two years after the above-mentioned meeting of the Board, his labors were over, his victory was secured, his prize won. Notwithstanding his delicacy of health he lived a few years longer. He died in 1776, at his house in Red Lion Square, in his eighty-third year. It may be said of John Harrison that by the invention of his chronometer he conferred an incalculable benefit on science and navigation, and established his claim to be regarded as one of the greatest benefactors of mankind.

S. Smiles.

ABALONE JEWELRY.

Probably of all the "shell-fish" of the Union, after the oysters, clams, and the scallop, none holds a more important place commercially than the ear-shells, or abalones; and if edible properties are not made the scale of judgment, the n

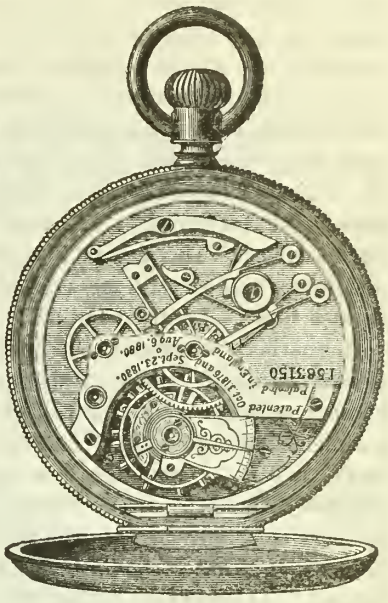


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they hold the first place. The ear-shells belong to conchological genus *Haliotis*, and there are almost a hundred species of them scattered about the world, our own Atlantic shore being almost the only coast where the halioits is not represented. In many countries the animals are eaten, and everywhere the shells are highly valued. This groupe of mollusks, therefore, has surely enough interest about it to fill a leisure column.

In Southern California the gathering of haliotis affords employment to a large number of persons, and a considerable commerce has sprung up. There the mollusks are called "abalones"—a word of doubtful Spanish-Indian derivation. The business is chiefly in the hands of the Chinese, and that it should be so is very natural. At home the Chinese were, and yet are, accustomed to dry the flesh of their own haliotis (which is adundant from Malaya to Kamtchatka) as a food luxury. Finding in California practically the same mollusk, they at once began to gather the abalones for the sake of the meat, the surplusage of which they dried in salt, and shipped home to China at a good profit. After a time white men began to pick up the shells thrown away, and to work them over into ornaments and objects of jewelry. Thus apprised of their value, the Chinamen also saved all the shells they got, and soon found this half of the catch brought more money than the dried flesh. For three or four years past the business in these shells has been extensive, but fears are felt that the mollusks may soon become exterminated. Late information concerning the abalone fishery has been received by the United States Fish Commission from Messrs. D. S. Jordan and W. N. Lockington, their agents on the Pacific Coast. They tell us that the abalone-producing region extends from San Francisco to Lower California, San Diego being the principal depot outside of the capital, receiving largely from Mexican waters. For a long time Mexico paid no attention to this trespass upon her shores, but now she charges a license duty of sixty dollars a year upon every abalone boat from the United States.

Abalones thrive best among rocky, weed-grown crags and reefs alternately exposed and submerged with every tide, and in a warm climate. They are vegetarians, feeding upon the sea vegetables, of which there is always an abundance in such places. Their fleshy base or "foot," upon which the convex, ear-shaped shell is carried, concealing and protecting the vital organs, is "very large, rounded at the ends, and fringed with thread-like tentaculæ, which, when the animal is protruded from the shell below the surface of the water, are gently swayed."

They move very little, and with great moderation of gait. The broad muscular foot is adapted less to locomotion than for adhesion, and so strong is the force with which they cling to the rock—withdrawing their protracted lobes, and squatting flat down at the least disturbance—that it often is exceedingly difficult to detatch them, even with the aid of the trowel or spade which is usually carried by the fishermen. Another method is to pour over them a small quantity of warm water, and then give a sharp push sideways with the foot. The warm dauche surprises and disgusts them into relaxation.

The tenacity of life in this mollusk seems equal to its hold upon the rocks. Mr. R. C. Stearns, of San Francisco, writes that he has frequently removed the animal from the shell, by means of a sharp knife, and thrown it back into the water, when "it would at once descend and place itself in its normal position upon a rock, to which it would adhere with apparently as much tenacity as before it was deprived of its shelly covering."

The meat of abalone has long formed an article of food in various parts of the world—the Channel Islands, French coast, and along the Mediterranean (where they beat it to make it tender), Senegal, the South-sea Islands, Malaya, China, Japan, and our Pacific coast. It was described by old Athenæus, centuries ago, as "exceedingly nutritious, but indigestible," and holds its reputation well. Mexico exports it to us under the custom-house heading "dried oysters." In San Francisco and the coast towns it is rarely eaten except by Chinese, who are the only ones who gather it. A simple process of salting and drying is all that is necessary for its preservation, in which shape it is sent to China. In order to get a ton of meat, about six tons of living animals must be collected, but there is no telling how many individuals this represents. After being cured, abalone meat is worth from five to ten cents a pound, and the value of the crop which reached San Francisco last year approached $40,000, distributed among some hundreds of men. The coast is now so stripped of the haliotis that the Chinese fishermen are compelled to resort to unfrequented islands, transportation to which is afforded them by American capitalists, who take their pay in shells, while the Chinese retain the meat.

The trade in abalone shells, indeed, is of twice as much importance, financially, as that in the flesh, since it amounted to nearly $90,000 last year. Some Americans also are engaged in this business, and the finishing off of the shells for market is wholly in their hands.

The shell of the haliotis is one of the most brilliantly beautiful in its interior of any known. The lustrous, iridescent curves of the nacre, reflecting ever-varying and prismatic colors in endless profusion delight every eye. In aged specimens the part to which the adductor muscle is attached is raised above tho level of the rest of the interior, and presents a roughened or carved surface of irregular shape, often fancifully imitative of some other object. The writer has seen one which thus contained a singularly correct profile or medallion of Napoleon I.

Outside, the shells are usually rough and unattractive, except to the marine zoologist, who finds them supporting a small forest of minute vegetable and animal forms, and harboring microscopic life of great interest. A curious case of a larger parasite is mentioned by Mr. Stearns, where a haliotis had been attacked by another mollusk—a boring bivalve known as *navea*, which had cut its way through the shell. Advised of this enemy, the haliotis had defended itself by adding coating upon coating of nacre as a bulwark between him and his foe, until, as the *navea* progressed, a large knob was built in the interior of the abalone's shell.

The shells are usually sent to San Francisco from the lower counties in the rough, and are the means of considerable speculation among the captains of coasting ventures. The price paid for them by merchants varies greatly; an average last year would be $50 or $60 a ton. From San Francisco they are shipped both to China and to the Eastern States. In China they are broken up and used for inlaying in connection with the lacquer work for which the Chinese

THE BEST

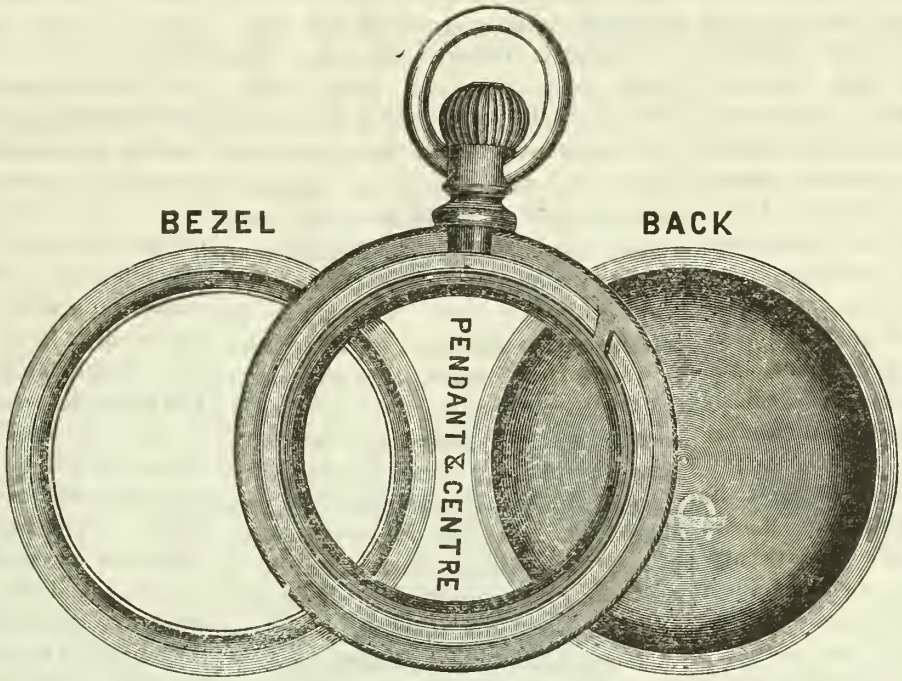
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are famous. The mosaics of Europe are often adorned by the same means, and various arts are served by their glittering fragments. It was with pieces of this sort of shell that those wonderfully beautiful inlaid screens from Holland, representing mooulight landscapes, etc., which attracted so much attentiou at the centennial exhibition, were produced.

Many of our shells are sent to Europe, there to be polished, with the help of acids, until they shall be as lustrous outwardly as inside, and then are re-shipped to the United States to serve as mantel ornaments, soap basins, match boxes, card-cases, receptacles for flowers, etc. The same work is done to some extent in San Francisco, and many are there manufactured into gold-mounted earrings and brooches, shawl pins, and various toilette articles, particularly ladies' high hair-combs of great elegance and costliness.

One dealer also, at San Diego, California, polishes these shells himself, and sells them to tourists for from twenty-five cents to five dollars, or sends them to the East by mail in "nests" of four to six. The young of one sort are cleaned with the aid of hydrochloric acid, but the usual method with aged shells is to grind away the epidermis by hand, by rubbing upon stones. It is too delicate work to trust to machinery, lest holes should be made in the thin pearly underlayers.

A peculiarity of haliotus shells is the line of four to ten round holes along the ridge at one side. It is through these apertures that the mollusk gets the fresh water necessary to its breathing when it sits close down upon a rock, and none can flow in under the edges of the tight shell. A similar provision exists in the "key-hole" of the limpet, and in the "notch" in the shelly lip of a large number of whorled shells, like the whelk, conch, etc. Through these holes also the abalone protrudes tiny waving feelers that warn him of the approach of any danger in time to withdraw underneath his shield.

To the Indians of Californuia the haliotis was very valuable. They wore it as an ornament about their necks and in their hair. The tribes of the interior were so attracted by its glitter that they were willing to pay a large price in barter to possess it. A horse was not an infrequent exchange for a fine specimen. I have seen these shells, rudely polished, dangling in the braids of Indian braves, and around the necks of vain, glorious squaws of every tribe from New Mexico northward to the far upper Missouri plains. The coast tribes also made from it beads and coin of different values and shapes, all formed from the red-backed abalone (*Heliotis rufescens*), which is not the common species of commerce. Mr. Stephen Powers, describing this money, under the name of "uhllo," says:

"The uhllo pieces are of a uniform size on the same string, they do not mix them. The dollar pieces are generally about one and one-quarter inches long, and an inch wide; the smaller about as long, but narrower. The Indians are very ingenious and economical in working up the abalones; wherever there is a broad, flat space, they take out a dollar piece; where the curve is sharp, a smaller one. They especially value the outer edge of the whorl or lip, where the color is brilliant, and these they are obliged to cut into twenty-five-cent pieces. You will see that the uhllo is cut into pieces of different sizes, and even pieces of the same size vary in value according to their brilliancy. * * All the money that I have seen was strung on grocery twine, but they often use sinew of various kinds, also the outer bark of a weed called milkweed about here.

"The uhllo necklace has three or four strings of very small glass beads above the shells, forming a band about one quarter of an inch wide, which encircles the neck."

This uhllo was not the only shell-money of the west coast of Indians. The tusk-shell (*Dentalium*) of the northern tribes, and the "colcol" (*Olivella*) and "hawock" (*Pachyderma*) of the southern region, played important parts as a circulating medium of exchange in trade. Altogether, however, I think I am right in asserting that the haliotis is among the most important and best economized of all American mollusks.—*Harper's Weekly.*

ON THE USE OF SPECTACLES.

No more mischievous mistake can well be made than the one which is involved in the prevalent idea that the use of spectacles should be put off as long as possible. This becomes evident at a glance as soon as it is understood that the case is one of incapacity of the lens of the eye to adapt itself to near vision in consequence of loss of accommodating power. The continued effort of the delicate mechanism of the eye to accomplish a task which is beyond the measure of its capacity, must necessarily be attended with an injurious, as well as painful strain. Squinting is one of the evil consequences which are apt to ensue if such fruitless efforts are long persevered in. Mr. Carter remarks upon this point in the following monitory strain: "The effect of accommodation is precisely that of adding a convex lens to the passive eye, and so when accommodation fails, we can supply its place by adding the required lens by art. To do this is the ordinary function of the spectacles which are required by all people, if their eyes were originally natural, as time rolls on. The principles on which such spectacles should be selected is that they should be strong enough to be effectual, and they should be used as soon as they are required. Opticians often supply glasses which are too weak to accomplish what is needed, and which leave the eyes still struggling with an infirmity from which they ought to be entirely relieved, while the public frequently endeavor to postpone what they look upon as an evil day, and do not obtain the help of glasses until they have striven hard and fruitlessly to do without them. These are important practical errors. It cannot be too generally understood that spectacles, instead of being a nuisance, or an incumbrance, or an evidence of bad sight are to the far-sighted a luxury beyond description, clearing outlines which were beginning to be shadowy, brightening colors which were beginning to fade, intensifying the light reflected from objects by permitting them to be brought closer to the eyes, and instantly restoring near vision to a point from which, for ten or a dozen years previously, it had been slowly and imperceptibly, but steadily declining. This return to juvenility of sight is one of the most agreeable experiences of the middle age, and the proper principle, therefore, is to recognize loss of near sight early, and to give optical help liberally, usually commencing with lenses of +1.25 or +1.50, so as to render the muscles of accommodation not only able to perform their task, but able to perform them easily. When, as will happen after a while, in consequence of the steady decline of accommodation, yet more power is required, the glasses may

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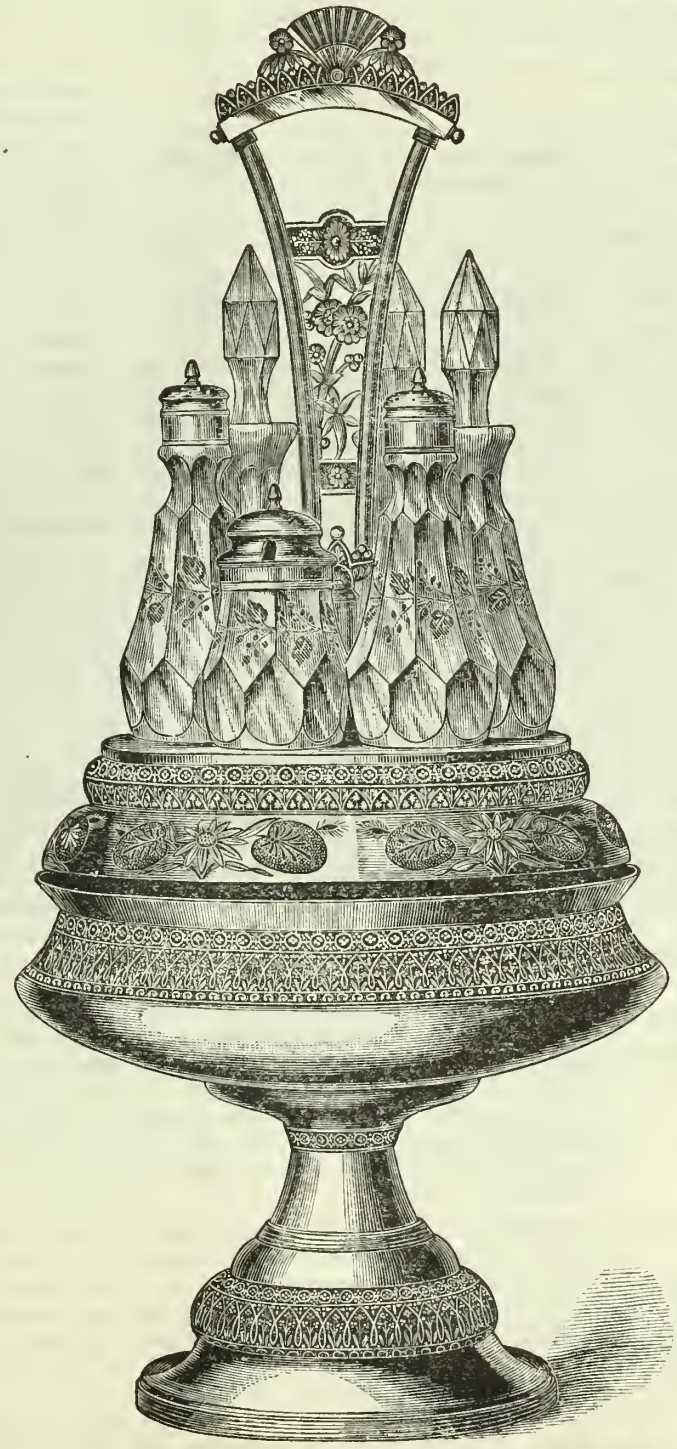
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be strengthened from half a dioptic to a dioptic at a time, and the stronger glasses should at first be taken into use only by artificial light, the original pair, as long as they are found sufficient for this purpose, being still worn in the day-time." The common prejudice against using spectacles as soon as the impairment of the sight begins to be observed with advancing age, appears to have unfortunately arisen from the fact that there is a serious disorder of the eye, known as glaucoma, which is attended with obscure vision, resembling that of old sight, but which is nevertheless altogether different in its essential condition. The mischief in glaucoma usually proceeds with an accelerated pace. Stronger and stronger glasses are used on account of the assistance which each fresh accession of strength at first gives. But the sufferer in the end becomes hopelessly blind, and the result is then erroneously attributed to the influence of the glasses which have been employed, although as a matter of fact this had nothing whatever to do with the issue of the case. The injury to the sight in such instances is really due to an over-tense state of the eye-ball having been set up, and to the destruction, in consequence of abnormal pressure, of the delicate nerve-structures within. Mr. Carter unhesitatingly affirms that the habitual use of strong magnifying glasses is not injurious to ordinary eyes, and he supports his opinion in this particular by referring to the circumstance that watchmakers, who commonly employ magnifying glasses in their work, in reality enjoy a very enviable immunity from diseases of the eye. It appears that it is quite an unusual thing to find a working watchmaker among the patients of an ophthalmic hospital. Mr. Carter holds that the habitual exercise of the eye upon fine work, such as these men are engaged in, tends to the development and preservation of the powers of vision, rather than to their injury.—*Edinburgh Review.*

BUSINESS CHANGES FOR JUNE.

E. Sawtell, Orangeville, hardware stock, advertised for sale by sheriff. S. J. Cohn, jeweler, Winnipeg, assigned in trust. J. B. Laming, Granton, watches, away. James Renton, Lindsay, watches, moved to Peterboro'. W. H. Calder, Stirling, jeweler, burned out. James Milne & Co., hardware, Stirling, burned out. Wm. Smith, Stirling, watches, burned out. Mrs. M. A. Ashall, Toronto, jeweler, sold out to son, Wm. Ashall. Thos. Botterill, Winnipeg, hardware, removing to Medicine Hat. N. Germain & Co., Winnipeg, hardware, assigned in trust. J. J. Radford, Winnipeg, jeweler, sold out by auction. Stirsky & Mylius, Winnipeg, jewelers, sheriff in possession. Larter Bros., Toronto, Tins, &c., assigned in trust. James Chalmers, Strathroy, Tins, &c., assigned, H. G. Levetus, Montreal, wholesale jewelry. assigned in trust. Levetus, Wright & Co., Winnipeg, wholesale jewelers, dissolved and closing out business.

BUSINESS NOTES.

We see our old friend, R. Hadden, Picton, has admitted Mr. Rorabeck into partnership. We wish the new firm every success.

One of the oldest furniture dealers in this city, T. H. Lockington, has failed. He had a a similar experience some years ago, and has never made much headway since.

As was to be expected the opening of the Brooklyn bridge has very sensibly affected the receipts of the ferry-boat companies. The Union Ferry company has already reduced its toll.

J. B. Laflamme, haberdasher, Montreal, has assigned, finding opposition too keen. He compromised in the spring at 60 cents, but this does not seem to have afforded the desired relief. He owes about $4,000, and assets are reported at $3,000.

The announcement is made that Mr. W. A. Douglas, for many years accountant in the Freehold Loan Company has been appointed assistant manager of that institution. Those who are familiar with that gentleman's abilities will agree with us in the opinion that the promotion is well deserved.

Mr. Erastus Wiman, of New York, was, at a special meeting of the Dominion Telegraph Company, held on the 29th, elected a director to fill the vacancy caused by the death of the Hon. T. N. Gibbs. Mr. Thos. Swinyard, who was Vice-President, succeeds to the Presidency, and the Hon. Wm. Cayley takes the Vice chair.

A thief was detected in Montreal the other day in a way as amusing as it is unusual. A laboring man went into Messrs. Jones & Co.'s wholesale establishment, and while no one was looking picked up a $13 alarm clock, put it under his coat and started for the door. He had not reached it, however, when to his dismay, the clock commenced to strike the alarm and attracted the attention of some of the clerks. A constable was sent for at once and the thief arrested and committed.

H. G. Levetus, a wholesale dealer in jewelry and optical goods at Montreal, and also doing business in Toronto as Levetus, Morris & Co., and in Winnipeg as Levetus, Wright & Co., has assigned in trust. For some time past he has experienced a difficulty in getting financing facilities. Losses in connection with the Winnipeg business too, assisted to bring about his failure. Liabilities are not yet ascertained, but as he showed a very fair surplus early in the spring, it is thought the estate should realize pretty well.

An offer of 17½ cents on the dollar, payable in three months, and 17½ cents in six months unsecured, has been made by J. S. Cohn, a jeweler in Winnipeg; this his creditors have not yet accepted. His affairs show a deficit of from $1,000 to $12,000.——Another jewelry firm, Stirsky and Mylins, is in difficulties, the sheriff having been placed in possession of the premises. Stirsky, the senior member, went west ostensibly for the purpose of disposing of surplus stock, but in reality took all the better class of goods with him and is said to have left for the United States. The estate will probably be sold.

WORKSHOP NOTES.

Gold Tinge.—A bright gold tinge may be given to silver by steeping it for a suitable length of time in a weak solution of sulphuric acid and water, strongly impregnated with iron rust.

Melting Gold.—In melting gold use none other than a charcoal fire, and during the process sprinkle saltpetre and potash into the crucible occasionally. Do not attempt to melt with stone coal, as it renders the metal brittle and otherwise imperfect.

Jeweler's Cement.—Put into a bottle two ounces of isinglass and one ounce of the best gum arabic, cover them with proof spirits, cork loosely and place the bottle in a vessel of water, and boil it till a thorough solution is effected; then strain for use.

Gold and Silver from Textiles.—Cut into pieces the gold or silver lace, tie it tightly, and boil in soap lye till the size appears diminished; take the cloth out of the liquid, and after repeated rinsings of cold water, beat it with a mallet to draw out the alkali. Open the linen, and the pure metal will be found in all its beauty.

Cold Silvering of Metals.—Mix 1 part of chloride of silver with 3 parts of pearl ash, 1½ parts common salt, and 1 part whiting; and well rub the mixture on the surface of brass or copper (previously well cleaned), by means of soft leather, or a cork moistened with water and dipped in the powder. When properly silvered, the metal should be well washed in hot water, slightly alkalized, then wiped dry.

Refining Silver.—After having rolled the silver, cut it into narrow strips, and curled it to prevent its lying flat, the pieces are dropped into a vessel containing two ounces of good nitric acid diluted with one-half ounce pure rain water. When the silver has entirely disappeared, add to the two and a half ounces of solution nearly one quart of pure rain water. Then sink a sheet of clean copper into it; the silver will collect rapidly upon the copper, and you can scrape it off and melt it in bulk.

Soft-Soldering Articles.—Moisten the parts to be united with soldering fluid; then, having joined them together, lay a small piece of solder upon the joint, and hold over your lamp, or direct the blaze upon it with your blowpipe until fusion is apparent. Withdraw them from the blaze immediately, since too much heat will render the solder brittle and unsatisfactory. When the parts to be joined can be made to spring or press against each other, it is best to place a thin piece

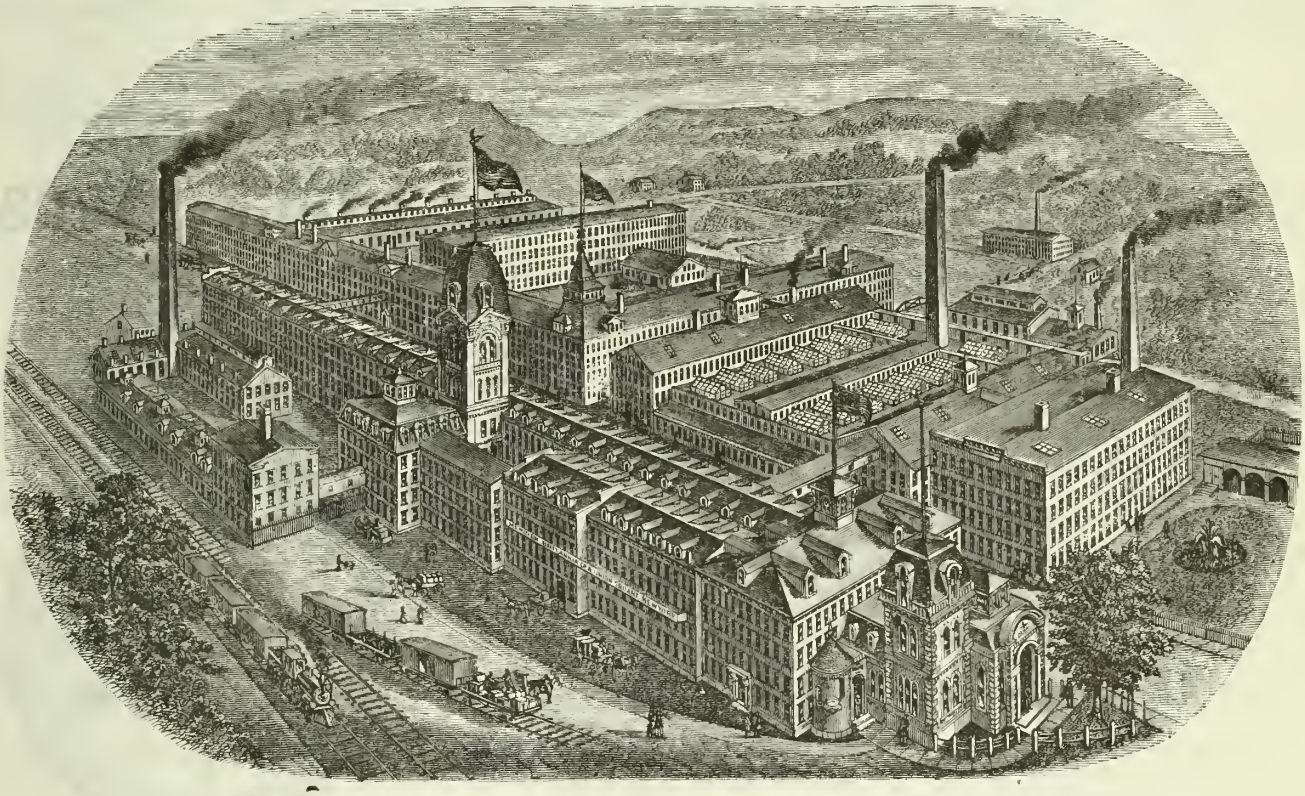
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of solder between them before exposing them to the lamp. Where two smooth surfaces are to be soldered one upon the other, you may make an excellent job by moistening them with the fluid, and then, having placed a sheet of tin foil between them, holding them pressed firmly together over your lamp till the foil melts. If the surfaces fit nicely, a joint may be made in this way so close as to be almost imperceptible. The bright looking lead, which comes as a lining of tea boxes, is better than tin foil.

Tinting Metallic Surfaces.—It is found that metallic objects may be attractively colored by immersing them in a bath formed of 630 grains of lead acetate dissolved in 3,450 grains of water, and warmed from 88° to 90° F. This mixture gives a precipitate of lead in black flakes, and when the object is plunged into the bath, the precipitate deposits upon it; the color acquired depends on the thickness of the skin, and uniformity of tint is insured by gradual treatment. There is thus imparted to iron a bluish aspect like steel; zinc, on the other hand, become brown. By employing an equal quantity of sulphuric acid in the place of the lead acetate, and warming a little more that in the first case, common bronze may be colored red or green with a very durable skin. And not only this, but beautiful imitations of marble are obtained by covering bronze objects, warmed to 100° F., with a solution of lead thickened with gum tragacanth, and afterward submitting them to the action of the above-named precipitate of lead.

SCIENCE AND OTHER NOTES.

Postal Cards with Answer.—Great Britain also has joined those countries of the World's Postal Union, to which postal cards with answers may be sent. The postage is 5 cents.

The Tuning Fork.—Experiments are instituted in Prussian artillery target practice to ascertain the velocity of the ball within the cannon by means of the vibration of a tuning fork, which records them by means of a small pin fastened to one of its arms; it has also been much used lately for measuring the smallest intervals of time. The French colonel, Severs, experimented with it, and obtained very satisfactory results. The tuning fork, set in motion by the explosion of the powder, makes from 2,000 to 3,000 vibrations per second, which are marked upon a sheet of paper; not visible, however, to the naked eye, and seen only by assistance of the microscope.

Imitation Watches.—About a century ago the fashionable world wore two watches, the chains and charms of which dangled toward the right and left upon an embroidered vest. This fashion was also adopted by the ladies; but since it was generally too costly to wear two real watches, people were mostly satisfied with a real watch to the left and an imitation one to the right. The latter was frequently ornamented with gold, silver, jewelry or miniature painting; the face of others was provided with a dial. Some were satisfied with wearing a needle cushion instead, in fact all manners of excess were committed in this line. The most costly imitations were ornamented with stars and allegories, composed of jewels, which could be revolved by means of special wheel-work. People who had no money to spend for such luxuries were satisfied with wearing a simple gold or painted case. Only the Chinese at present wear two watches, disposed of in two small embroidered pockets.

Leclanche.—George Leclanché was one of those inventors, who, by a single happy invention, earned a world's reputation. His cell or element is known everywhere where the telegraph has penetrated, and the inventor's demise last fall in Paris awakened the sympathy of the entire scientific world. He obtained his education in the "Ecole Centrale des Arts et Manufactures," and obtained a position in the laboratory of the "Compagnie de chemins de fer de l'Etat," as chemistry engineer for the railroad companies of France. He remained here until 1867, when he obtained a patent for his celebrated battery. He experimented in the latter part of his life to devise a system of time division for annotating chronometers (chronograph) by means of electricity. Leclanché reached an age only of 43 years.

A World-moving Word.—The scientist who, according to irrefutable evidence, first made use of the expression "electricity," which is threatening to depose steam from its universal sovereignty, was an English doctor by the name of William Gilbert, who lived in the sixteenth century. He published in 1600, in London, a work by the title "De Magnete, magnetfcisque corporibus et do magno magnete tellura Physiologia nova." In this work, which already contains the main principles of the earth's magnetism, occurs the following sentence: "Vim illam electricam nobis placet appellare quae ab humore provenit." William Gilbert, born in Colchester in 1540, died Nov. 13, 1603, in London. He was confidential physician to Queen Elizabeth, and afterward to King Jacob I., and a very intimate friend of Lord Bacon. His work, "De Magnote," contains a number of interesting experiments. It met with less publicity and fame in England than in foreign countries, because, since 1628, five editions appeared in Germany, three in France, and only two in England.

The Watchmaker, Jeweller and Silversmith,

A Monthly Illustrated Journal. Published in London.

The Representative Organ of the Watch, Jewellery and Kindred Trades in the United Kingdom.

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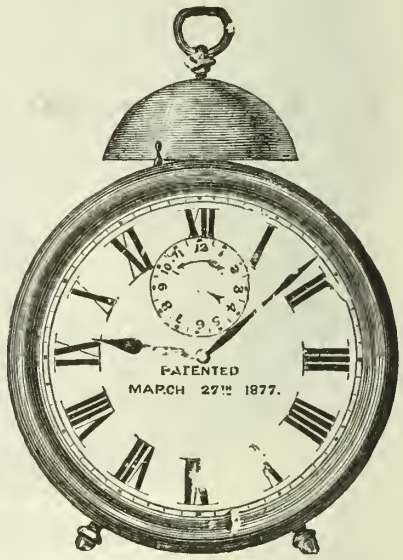
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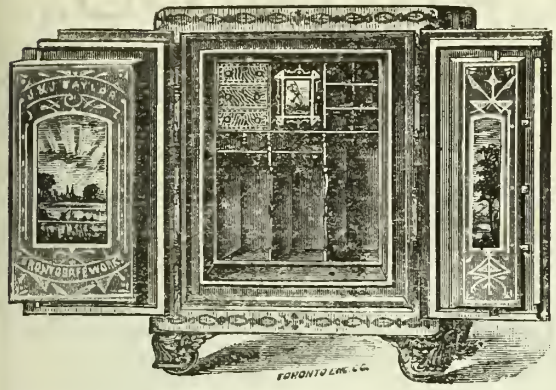
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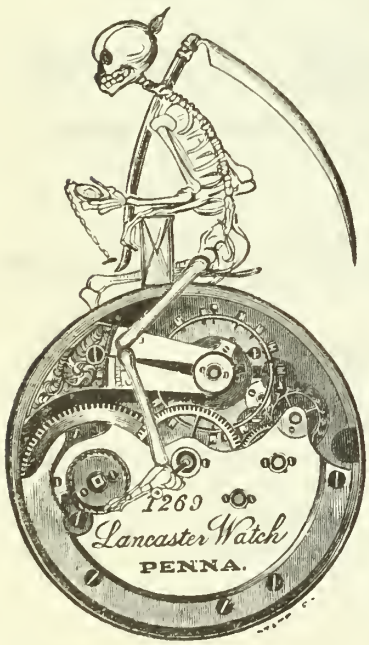
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Editorial.

WATCHMAKERS, ATTENTION.

The letter of "Hamilton Jeweler" in another column suggests to us the possibility of very much good being done by an interchange of ideas amongst Canadian watchmakers.

It certainly seems strange to us that jewelers and practical watchmakers in this country apparently take but little interest in the new and useful inventions that are continually cropping up in this line of business, and that might with great advantage to the trade, be discussed in such a paper as THE TRADER.

The difference between Canada and the United States in this respect is very marked, and we are sorry to see that the comparison is not at all favorable to us.

Take up almost any one of the many journals published in the United States in the interests of watchmakers and jewelers, and you will find in it ample evidence of the *Espre du corps* that American watchmakers have in their profession. Amongst these letter contributions from practical men, may be found some of the best and ablest articles contained in the paper, and these are entitled to all the more weight when it is remembered that they are principally the result of, in many cases, long and varied experience. Watchmaking is a *science*, and as everyone knows that ever had anything to do with it, requires long years of patient study in order to master its intricacies and understand thoroughly its principles. Indeed, so difficult is the thorough mastery of the science of horology that but few ever attempt such a thing, and those who do are a kind of *rara avis* amongst their fellow workmen. A thoroughly skilled workman, as everyone knows, can always command the highest wages and need never be out of work; in fact, his services are in constant demand, and he has immeasurable advantages in every way over any ordinary workman.

Now, while we have many first-class watchmakers in Canada, it is no disparagement to the trade to say that we have also a great many inferior workmen who might be very much improved if they would but take the time and pains to improve themselves in their trade. If anything were wanting to prove this assertion, the mass of "botched" work that is continually pouring into our city trade shops would abundantly confirm it. In no way can such a desirable improvement be carried out than by an interchange of ideas upon subjects of vital importance to the craft.

For example, a watchmaker in some country village finds a difficulty in doing a certain kind of work, and he has no older head near by to get advice from, if he were to clearly state his want in some trade journal, some one perhaps that had experienced the same difficulty and overcame it, would enlighten him. Those who had made any useful discovery in any branch of the business would have a medium by which to communicate it to others, and in this way the general standing of the watchmaking trade might be very much improved. Many of our best workmen are self-taught mechanics, and they, more than any others, will be able to estimate the advantage that a little friendly advice furnished in this way, at the right moment, may do.

Now, watchmakers of Canada, is it not time that you were stirring yourselves in the direction of discussion and improvement? Are you, as a class, less intelligent than your fellow-workers on the other side of the line? if not, why do you allow yourselves to drift along with the stream when you have such grand possibilities before you? Wake up and prove that you are live workmen, and not mechanical Rip van Winkles, whose ideas and abilities are just what they were when they first learned the trade.

Ventilate every new matter, and keep abreast of the times, take improvements by the forelock, and don't let them tread on your heels.

We have plenty of intelligent and educated watchmakers, let us hear from a few of them on live subjects; let those that want information be not afraid to ask for it, and if they do we are satisfied that some brother craftsman will be able and willing to give it to them.

To all we would say don't hide your light under a bushel. If some one asks a question, and you can answer it intelligently, do so by all means and you will do yourself no harm, and probably the enquirer a great deal of good.

As we have said before, the columns of THE TRADER are always open for such purposes as the above, and we shall be only too glad to help along such a laudable object by every means that lies in our power.

Now then fellow craftsmen let us hear from you.

THE FUTURE OF THE AMERICAN WATCH TRADE.

As everybody in the watch and jewelry trade knows, for the past four years it has been almost an impossibility to get as many low priced movements as the requirements of business demanded. We have often been asked, why is this, why can't we get the goods we want for our trade as easily and as cheaply as we did formerly?

The reasons, we think, are not far to seek. From 1873 till 1879 may safely be said to have been all years of depression, and bad years for business in general. The period before that was unusually prosperous, and as everyone knows, one particularly suited to an expansion in every line of business.

The watch industry, like every other, is governed by circumstances; in other words it is regulated by the law of supply and demand, and has to ebb and flow with the tide of commercial prosperity. Looking at the subject in the light of these generally acknowledged principles of trade, we cannot help being struck with the precision with which the watch industry has obeyed the ups and downs of mercantile life. We have often expressed the view, that as far as any one business can indicate the state of prosperity in any country, the watch and jewelry trade is certainly the most reliable for that purpose.

Indeed so accurately does it register the advance or decline of the general prosperity, that it may be pretty safely taken as a reliable mercantile barometer.

Watches and Jewelry are articles of luxury, and when the country is prosperous, and people generally are making money, they meet with a ready sale; the commercial barometer then indicates "fair weather." On the other hand when times become depressed, money scarce, and people barely able to obtain the necessities of life, these goods become almost a drug in the market and can hardly be sold at any price; the commercial barometer then indicates "bad weather, look out for squalls." We do not for a moment wish to be understood as meaning that good and bad times come and go because the jewelry and watch business is prosperous or otherwise, but simply that the watch and jewelry business is lively or depressed because the general prosperity is in the same condition. In other words, the success or otherwise of this particularly sensitive business is purely a result of good or bad times as the case may be.

This being so anyone can see at a glance that in the prosperous decade previous to 1873, trade in this line was good simply because the demand was good, and the public having money to spare were of the opinion that they could afford these luxuries. During the period of depression from 1873 to 1879, the great mass of the population spent all they earned in obtaining the necessities of life, and but few had anything to spare for its luxuries. The demand thus being cut off or very much reduced, the natural result of over-production inevitably followed, and this line of manufactures soon became a drug in the market. But says some one, why did not the watch factories shut down, or limit their production when the dull times came on? We answer for the same reason, that it is very hard for a man to stop suddenly when he is going at full speed down hill. A watch factory, like any other factory, has to keep its machinery going up to its full capacity in order to produce paying results, and they would probably lose more by shutting down or curtailing their production than by keeping up their former output, and reducing their prices to within a fraction of cost. The watch companies evidently looked at it in this light, for we do not remember of a single factory either shutting down or trying to limit their output. The result was however strictly in accord with the well recognized law of supply and demand; in spite of extra inducements in the shape of greatly reduced prices and better terms, in spite of the fact that the reduction of the American watches sensibly diminished the importation of Swiss goods (thus in some measure making up for the restricted consumption by giving them the almost unopposed control of a formerly divided market), the consumption could not be forced up to the level of production, and as a consequence, the end of the depressed period found them holding heavier stocks of manufactured goods than at any former period of their history.

With the advent of good times came another change, and one for the better. The purchasing power of the nation became so much increased by the general prosperity, that the demand for watches not only rose to a level with the production, but soon left it far behind. The result has been, that although the watch factories have tried to keep pace with the demand in two ways, (1) by raising their prices, and (2) by increasing their capacity, they have been utterly unable to do so, and to day some of them have on their books orders sufficient to keep them running at their full capacity for twelve months to come. This, too, in spite of the fact that as soon as American makers advanced their prices, Swiss goods again began to be imported in large quantities. The prosperity of this country for the past five years has been something wonderful, and it is little to be wondered at, if when the watch manufacturers had the ball at their feet, they not only tried but have fully succeeded in recouping themselves for their losses or rather want of profit during the preceding period of depression.

This we think is why the watch companies are neither able nor willing to supply the lower grades of goods wanted by the trade generally, nor willing to offer to them the concessions in prices and terms they formerly enjoyed.

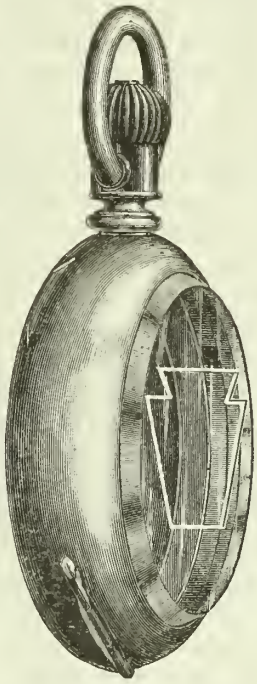
"Every dog has his day" is a homely proverb but a true one; it was the merchants chance during the period of depression, it is the manufacturers now, and who can wonder or blame them if they take advantage of it. When one man has an article that he wants badly to dispose of to another person who is unwilling to buy, the inducements and concessions are generally on the side of the seller; but when the case is reversed and the seller is the indifferent party, then the concessions must come from the side of the buyer, and he must not consider himself aggrieved if he fails to get the favors he formerly obtained when the seller was in embarrassed circumstances and could not help himself. In short the whole matter comes back as we have previously asserted, to the law of supply and demand.

And now ask many of our readers, what about the future, will watches always remain as scarce and as dear as at present? Bearing in mind the effect of this unalterable law, we unhesitatingly answer, no. Just as soon as hard times come again, or the output surpasses the consumption, just so soon will prices drop down to or below their lowest former figures. Already the indications of hard times are apparent by the greater number of failures, both in Canada and the United States, and the reduced volume of trade in both these countries, and the result has at this early stage made itself felt upon the watch business. That the slight falling off of trade that has been felt by the retail trade has affected the manufacturers is evidenced by the fact that one factory that one year ago (the height of our prosperous era) was said to have orders enough on hand to last it for three years, is now said to have gained two years on its orders, and that it could now catch up in twelve months. Were dull times to come on we fancy even the half of this would either level up their orders or else ruin most of the wholesale houses on whom they would unload their unsaleable stock.

Watch manufacturers are at present apparently whistling to keep their courage up, if we may judge by the elaborate computations they make public at stated periods, and all pretty much in the same view, viz., proving by figures that the population of this country is increasing so rapidly that if every factory in the United States were to double its capacity, they could not possibly keep pace with the demand. These fancy theories are all first-class as long as times are good and sales brisk, but just as soon as depression again lays its blighting hand on the industries of the country and cripples its purchasing power, these gentlemen will find their very plausable theories blown to the winds.

Another factor, we think, in this ques-

THE PERFECT BASCINE



DUST PROOF

THE

KEYSTONE.

For Sale by all Jobbers.

tion is the advance of Swiss competition in this country. Switzerland, the land of natural born watch makers and cheap labor, has no intention of allowing herself to be driven from the markets of this continent without knowing the reason why. Although for a time she has been out-distanced by the improvements in American watch making machinery, she will surely overcome this disadvantage by adopting the same helps to manufacture. When they do then it will be "Greek meeting Greek," and although neither may be forced to go to the wall, the result of the competition will be a large increase in the supply and a consequent reduction of prices all along the line.

We do not know that a reduction in the price of watches would add anything to the prosperity of the retail trade, as we have shewn, such a reduction is generally the result of hard times when goods are cheap because they cannot be easily disposed of. On the whole we think we would prefer, and it would be better for the trade, to have the good times continue, for they could then sell the goods they bought at a fair profit even supposing they had to pay a slightly advanced price for them.

Correspondence.

"A GOOD SUGGESTION."

Editor Trader:

Sir,—In looking over your valuable journal, which I think, without flattery, is certainly most creditable to Canadian enterprise, I have often been struck by the fact that the jewelry trade, for whom it is principally intended, do not take more interest in it. It seems to me that we have in The Trader a medium for the interchange of ideas bearing on our business that we should not fail to take advantage of, and that if the editor of The Trader would allow us a certain amount of space in the columns of his paper, it might develop a good deal of latent talent among our jewelers that they never before suspected.

I see no reason why we in Canada should not be fully abreast of our craftsmen in the States and England in this particular, and we all know that jewelers in both these countries not only write for their journals, but write well on nearly every subject connected with the trade. I would like to know, Mr. Editor, what you think of this idea, and if practicable, would you give us the small amount of space we could use regularly? Trusting to get a favorable answer from you, and that the trade in Canada, generally, will fall in with this idea of mutual improvement by interchange of ideas.

I beg to remain, yours truly,

"Hamilton Jeweler."

Selected Matter.

THE DIAMOND DRUMMER.

The diamond drummer, according to a recent writer, is a real genius. He is said to be less encumbered by baggage than any of the drummer fraternity. Every ounce that he carries is worth a good deal more than its weight in gold. He is the aristocrat of the drummers. A sharp and experienced member of this profession is quite sure to be a partner in the house he travels for, or to receive a handsome salary and expenses, and a liberal commission on his transactions. The best diamond drummer does not expect to rely on regular customers for his trade. He is a sort of guerrilla, who instinctively knows where to find the best purchasers for his goods, which presupposes an accurate knowledge of the business and its possibilities in all parts of the country. He must be a thorough expert in gems, having a full knowledge of their production, the fields where they are found, their cost, color, shape and lustre, and be able to detect the slightest variation in the shade of precious stones. A rare diamond which he has once seen he will never forget, no matter what change may have been made in its setting. He can tell by its cutting whether the work was done by an American or a European lapidary, and some experts can even recognize the cutting of special artists, in the forms and fashions which distinguish the work.

But the diamond expert is also proficient in the fashions and styles of jewelry. He must know the most appropriate settings for all precious stones, for these add greatly to the saleable value, especially of the diamond. The diamond setter should be an artist of great taste and powers of discrimination. An ordinary jeweler is apt to destroy the beauty of the stone by clumsy workmanship, or to hide its brilliancy by an attempt to display his own skill. The real artist who knows and loves the diamond for its rare brilliancy and purity, will surround it with such delicate yet luxurious materials and colors as shall enhance its perfection and beauty. By virtue of such knowledge as this the diamond drummer is often enabled to buy a rare stone, which appears absolutely ugly in the setting that some blacksmith has given it, but which in another garb shines out resplendently, challenging the admiration of the world. In regard to prices of all kinds of gems he is never at a loss. He does not need to place a diamond on the scales to determine its weight; a single glance at it will establish its quality and value.

The diamond drummer's chief customers are jewelers and the diamond dealers out of town. New York is the centre of the American diamond trade, but there are several dealers in Chicago who make a specialty of this business, and several experts are employed here. Some diamonds are imported direct to Chicago, the wearers of diamonds being on the increase here. A considerable number of Chicago ladies have very valuable sets of diamond jewelery, in which they have invested not alone for display and dress purposes, but for the safety of their property. It is a prevalent idea that diamonds will always bring their value in cash; and this is true to a certain extent, though subject to trade modifications. "Mine uncle," for instance, while charging interest on money he will loan on a thousand dollar set at five or six per cent. a month, will value the property at not more than $500, and it is sometimes difficult to find purchasers for expensive stones. The drummer, who actually knows the market, is the useful middleman in such transactions. From the local dealer he receives orders for special sets of single ornaments which they have been commissioned to procure. This special order business is a very important feature of the trade. It often takes months to fill one satisfactorily, and one drummer spent two years in getting a match for a solitaire ear-ring for a lady who had lost one of hers, obtaining in the end what he had every reason to believe was the identical diamond she had been bereft of. Most drummers carry a little sack with all the way from $10,000 to $50,000 worth of unset stones in it, for the purpose of matching lost ones and furnishing sets to satisfy the caprice of ultra particular buyers.

The sales to jewelers are generally of mounted gems of the newest fashions. Commonly the jeweler buys these for

John Segsworth & Co.,

WHOLESALE AGENTS FOR

AMERICAN WALTHAM WATCHES,

—AMERICAN—

Gold and Silver Cases,

Best Makers and Finest Goods in the Market,

IMPORTERS OF FINE

English and American Jewellery

Of which we keep constantly on hand one of the largest stocks in the country.

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23 Scott Street, Toronto.

samples, and has them copied by his own workmen, with his own materials. As the sample sets are of the most expensive order, this branch of the trade is a very profitable one, in spite of the limits set to its proportions. But private buyers frequently deal with the diamond drummer, too. Well known drummers, on arriving at a place where they propose operating, generally get a personal in the local papers, stating that so and so, the well-known and popular diamond dealer, etc., is in town, at such and such a hotel, and private custom soon finds him out. There is in Baltimore an old man, who presents the appearance of a veritable vagrant, who is a regular buyer of diamonds for investment. He is a heavy speculator in grain, and turns every dollar he wins into diamonds. Where he hides them no one knows, but several attempts to rob him have failed to discover their whereabouts. He is popularly reputed to bury them, but where their grave is will probably remain a mystery till he goes to his own, if, indeed, it is discovered then.

Apropos of robbery, that of a diamond drummer is very rare, though it does occur now and then. He travels heavily though not obtrusively armed, does not go to bed in his hotel with the door unlatched, and never carries his stock with him in strange places at night. By observing such simple, common-sense rules of precaution, he preserves himself from most of the perils that menace a man known to be travelling with a store of wealth about him, and generally lives to a good and opulant old age. When he is robbed his loss is generally irredeemable, for even the cleverest diamond drummer could not swear to his own jewels with the settings removed or a facet or two recut. He would recognize them to his own satisfaction, but it would require a jury of diamond experts to convict a thief on the slender evidence he could adduce.—*Exchange.*

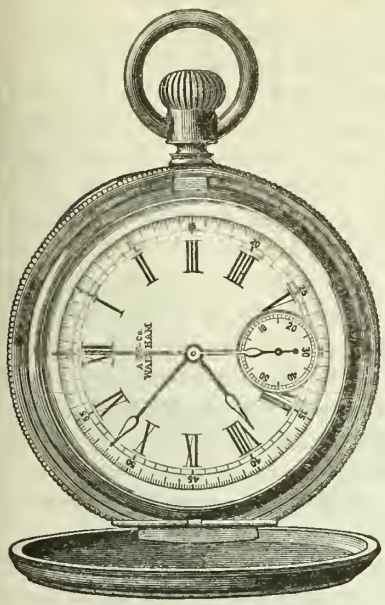
ROMANCE OF OLD GOLD.

There has always been more or less reverence attached to old and venerable specimens of wrought gold, and poets and novelists have dealt lovingly with the theme. As a matter of fact, however, from a business standpoint, old samples of wrought gold are usually worth just what their value is after emerging from the melting pot. But associations and pleasant memories have, with many a value that money cannot buy, and in the hands of this class of persons, old samples of wrought gold, that have been heirlooms in families for ages, become inestimable treasures. There is, however, much exaggeration relative to gold workers that the public lends a ready ear to. For instance we have heard the story frequently repeated that an enterprising man once gathered the dirt in John Street, including the sweepings from many jewelers' shops, and on assaying the dirt, recovered over $10,090 worth of old gold waste. The craft must indeed be wealthy when it can throw such a bonanza into the street. Of course the story is absurd, but there are many such in existence to which a credulous ear is lent. A reporter of a daily paper recently published the result of his investigations upon the subject of old gold, and below we give the substance of what he says on the subject :

Passing through John street, the other day, a glare of a brilliant light blazed blindingly in the reporter's eyes. It was the reflection of the rays of the noonday sun from an eccentric mass of white metal in the dirty little window in a dirty little shop which was sandwiched between two of the handsome silversmiths' stores, like some skulking tramp being taken care of by a brace of stalwart guardians of the peace. How the solar shaft ever pierced the grimed panes with sufficient power to create such a responsive radiance is a mystery. It was as much as the reporter could do to make out that the white metal was a mass of crucible silver, of the most fantastic and charming filagree structure, its surface fretted like the frosting on a winter morning window in designs which might have been made in fairy-land. In trays and heaps all around it was a confused mass of the most hetrogeneous articles of ornaments and utility, or rather of bygone ornaments, whatever their present utility might be, of both antique and modern pattern, but all of one of the two precious metals, and all run to one common character of seed. There were long chains festooned all about and coiling in heaps like sleeping serpents, battered bracelets and rings varying in style from the plain wedding circlet to the aristocratic seal strung like dried apples on long wires. A golden sword hilt and a gold arabesqued scabbard, several daggers with tarnished silver grips, ornamental scrolls wrenched from gun stocks and revolver butts with the rivets still sticking in them, brooches without pins, earrings without hooks, watch cases, old coins, medals and badges of every description. A couple of crucibles were crammed with settings from which the jewels had been torn, and there was a bushel or so of the same spoiled jewelers' work in two battered black silver pitchers, whose dinted but portly corporosities bore an engraved crest with a graceful monogram and the date of 1742. These heirlooms come to a common level with their frivolous companions, and waiting, like them, for the melting-pot, had the air of dignity about them of two gentlemen of the old school, dropped by misfortune among the proletarian paupers of an almshouse. The flaunting sign in the window, "Old gold and silver bought at the best prices," seemed a wanton insult to them, a fling at their hapless deteriorated age.

The shop inside was, if that is possible, more in want of a purification than the exterior. In its gloomiest corner a red-eyed furnace glowed through a vail of blue charcoal smoke. The ceiling was black and festooned with cobwebs, which made hammocks for the soot and dust to repose in. The walls were black—a smeary, unwholesome black, like the complexion of one of those toilers in a Siberian Lead mine who have forgotten the light of day. There were some cards and price lists gummed to them, but their inscriptions had long since been smudged into illegibility. Over a board counter a bent old man was testing some chains and bracelets with acid, while their vendor stood by and awaited the decision of the dumb detective as to the worthiness of his stock. A florid gentleman was tumbling over the chaotic contents of a boxfull of seals, monograms and the like, which had been deprived of their settings. "It's no use," he observed; "it isn't here, that's certain. I must try another place."

"He has been here every day for a month now," explained the man behind the counter. "His house was robbed lately, and among the articles stolen was a seal ring which had belonged to his family for unnumbered generations. He had hoped that he might come across it here, but I guess his chance is a slim

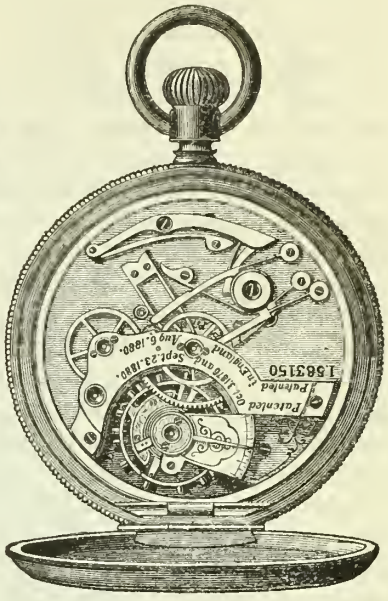


NEW

CHRONOGRAPH

STOP WATCHES

MADE TO



START, STOP AND FLY BACK,

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AMERICAN WATCH CO'Y,

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By Patented Improvements in Construction, and considerable Diminution of the Parts required, as well as by the application of American Machinery, the AMERICAN WATCH CO. has so simplified the manufacture of Chronograph Watches as to greatly reduce their cost. They can now be obtained at prices which make them the MOST DESIRABLE timepieces for Sporting Purposes, AS WELL AS FOR GENERAL USE. Dealers can depend upon these goods giving satisfaction, as they will not require the constant repairs, nor subject the dealer to the annoyance experienced in most of the foreign watches of this class. In case of accidents, Duplicates of Broken Parts can be furnished by return mail. Cased complete in 16 Size Gold Open Face and Hunting Cases (Open Face made to wind at figure XII.)

ROBBINS & APPLETON, General Agents,

NEW YORK.

one. If it is worth anything it has long since been sent across the water."

"How do you mean?"

"Simply that the thieves, or rather the deceivers with whom they deal, never try to do anything with that sort of property here; seals, intaglios, cameos and the like, which possess any intrinsic value, are packed off to Europe at once and reset there, while their old settings are melted down. In the same way those stolen abroad find their way to this market. We get a great many valuables of that sort, of course in the legitimate way of trade. They are brought here by people who are hard up, or who do not appreciate them. We make no allowance for them. It is the settings we are after, and we pay for its weight and fineness. The stones go into a heap, and anybody who wants can buy them. We have regular customers in that line—collectors and dealers—who, from time to time, relieve us of our stock. Of course we don't give the stones away, and when by a rare accident, we get any of exceptional value, we get our own price for it, too. But it is not our regular line, and with the general run we don't haggle over the price, unless we have plenty of time to waste."

"Do you take any precautions against being made the purchaser of stolen property?"

"The ordinary one of common sense. It isn't a very difficult thing to distinguish between an honest seller, who has a right to dispose of what he sells, and the other sort. Besides, the thieves don't get a chance to patronize us. They are generally so entangled with fences that the latter get whatever is worth getting, at their own prices, and they do their own melting. The mass of settings there, for instance, comes from various jewelers, who have purchased them for the stones and sold the metal to us. The big jewelers either do their own smelting and refining or send it outside to places like this to be done. If, however, a customer does not turn up whom I think likely to be the off color variety. I simply decline to deal with him. I suppose I have bought stolen property at one time or another. I don't see how anyone in this business can very well help it. But ignorance is my best title to innocence, and I guess I won't suffer very seriously for it."

Here, a little faded woman in widow's weeds came in. She had a little package under her decent dolman, and in a little, quivery voice, explained that she desired to find a market for it. It was a silver baptismal mug, of an old, old style, and bore the inscription, worn by zealous polishing, "To Bella, from Her Godmother, Arabella Matcham, London, 1837." The little woman started as if some one had stabbed her when the mug fell rattling among a heap of silverware tossed from the scale by a careless hand. But she gathered up the few bank notes with eager fingers, and pulled her vail closer about her face as she went out.

"Some people," the dealer explained, "are as shamefaced about coming here as they would be on a first visit to a pawn shop. And the queerest part of it is that they have all generally been to the pawn shop first. Pawnbrokers won't advance anything like its value on such stuff as this any more than they will on anything else. If the owners only need money temporarily, they take what they can get. But if they are so hopelessly hard up that they are constrained to part with their collaterals for good, they generally find their way to some place where they can get more like their value. We don't pay for workmanship, as I needn't tell you, and that's the biggest part of the jeweler's bill. But we pay honestly for the metal, and as much as we can afford. There's considerable competition in the business now, and the profits are much less than they were when I commenced to smelt.

The prices paid for old gold vary, of course, according to the quality of the metal. Eight karat gold brings from about thirty to thirty-two cents per pennyweight, twelve karat from forty to forty-eight, fourteen karat from fifty to fifty-five, sixteen karat from sixty to sixty-five, and eighteen from seventy to seventy-five. There is very little twelve karat gold in the market. In such low grade gold ranks as eight karat or less, the price paid depends greatly on the character of the alloy and the difficulty of extracting it in refining. If it is exceptionally difficult to separate the silver and copper, the price is merely nominal. Apropos of this fact, it is worth noting that much second-hand jewelry is offered for sale, dating from the first houses of the country, and of a very low grade of metal, indeed almost on a par with cheap factory work. To sum up in simple English, old gold of good quality brings about ten per cent. less than its intrinsic value, that sum constituting the smelter's profitless expenses.

The gold, when it is refined, is run into bars and either sold to manufacturing jewelers or turned over to the Sub-Treasury as bullion. Very little of it goes that way, though. The ornamental uses to which it can be put claim its full service as a rule. The chief source of supply of the smelters is the jeweling fraternity. They not only have large quantities to dispose of through resetting, but most of them trade new-fashioned trinkets for such as are out of date, the latter being rated by weight, and they find their way to the smelter in due course.

Old gold, of course, isn't bought like auction bargains or junk, on the chance of its being worth the purchase. The tests it is subjected to determine its value are extremely interesting. The chief factors in it are the test stone and test key. The former is a whetstone, which one finds on every smelter's counter. The latter is a contrivance on the plan of an old-fashioned fan toothpick, only, instead of being of ivory it is brass. The various points or picks are numbered 8, 12, 14, 16, 18 and 20, and the figures designate the quality of the gold with which they are tipped. When you bring a ring in for sale, say, it is rubbed on the whetstone, to which a few atoms of the precious metal adhere. Then the key, pointed with gold of the fineness at which your ring is estimated or stamped, is used to make its auriferous mark beside it. A drop of muriatic acid and then of sulphuric acid, used *seriatim*, brings out the color of the two marks, and verifies the fineness of the one according to the standard of the test key. When very thick rings or heavy jewelry are offered, the dealers will not venture on a purchase unless they are permitted to cut them and ascertain what they are made of inside.

The most perfect method known for testing coins, it may be interesting to state here, though it has no particular bearing on the subject, is that in use in the Bank of England. The bank never circulates a coin that is a thistle-down's weight under the standard. The sovereigns, as they come to the test are heaped up on a big table, whence they are swept into tubes which are part of a sort of a delerium tremens of machinery operated by a little steam engine. The rolls

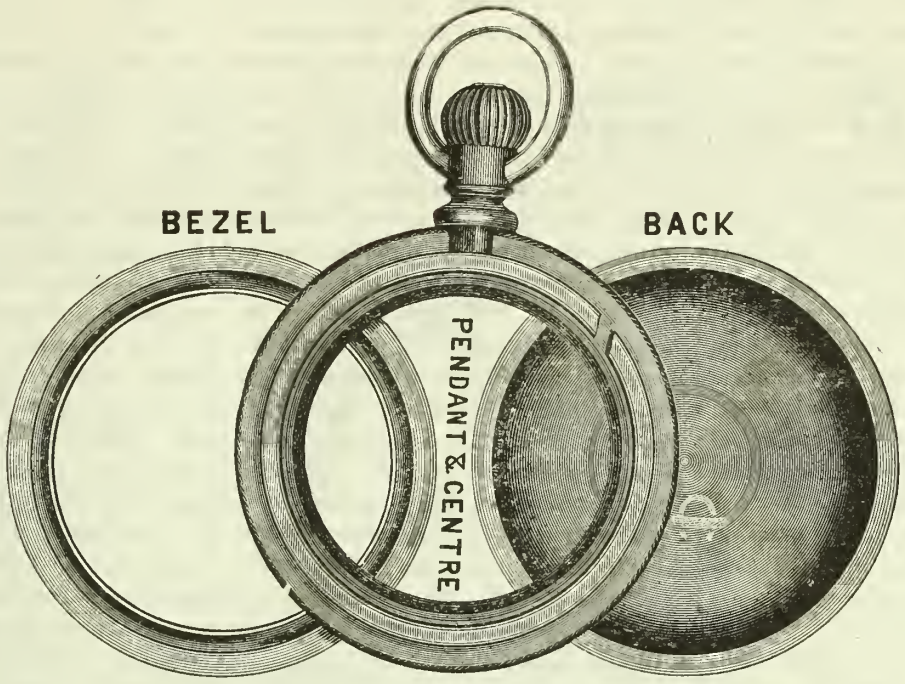
The "Excelsior" Patent Dust Proof Case.

PATENTED,

United States,

27th December,

1881.



PATENTED,

Dom. of Canada

28th February

1882.

This is the first and only case made without one grain of solder. Every piece is cut from thesolid metal and pressed into the shape used in the case. This process hardens the gold and silver by the only method known (that is to work it), and is handed to the Trade as hard as is possible to make it, being a great advantage over a case made in the ordinary way, in saving gold and silver by making a case as strong as a much heavier one that has been softened as heat does in soldering on pendant, joints, thumb catches, or joint to swing movement in. Heat not only softens the gold or silver, but warps it out of the shape that the snaps have been fitted to, and it is never perfect after soldering. The Excelsior Patent Dust Proof is never soldered, never heated, is fitted perfectly, and remains perfect. The Excelsior Dust Proof has no joints to wear out or break off. The Excelsior Patent Dust Proof has no spring to break or wear the case. There is no part of the Excelsior Patent Dust Proof that will wear. The Excelsior Patent Dust Proof is the safest case made for protecting the movement—it will never open in the pocket Put an Excelsior Dust Proof in your pocket, bend forward, backward, put yourself in any position you please and the Excelsior is closed tight. In an ordinary case, with springs, by bending forward the case will often open and when the lock-spring is worn, the case is nearly always open.

The Excelsior Patent Dust Proof Case is the strongest, best fitting and most durable case made. Ask your Jobber for the Excelsior Patent Dust Proof. Every case warranted as stamped, 18 kt., 14 kt., 12 kt., 10 kt., United States Mint Assay or Coin Silver, as may be stamped, and every genuine case bears the Trade Mark. The Excelsior Patent Dust Proof Case may be obtained from any of the jobbing houses in the country.

TRADE MARK.



Instructions to Open the Excelsior Patent Dust Proof Case.

First press the crown as in opening an ordinary Hunting Cased Watch, then to open front, turn bow to the right with thumb and finger; to open the back, turn left. To close, turn case back in same position as when case was closed, and snap same as glass bezel on any watch.

of sovereigns pass slowly down these tubes, which traverse the table at a descending grade of thirty degrees, and if they are full weight the coins drop one by one into a box on the floor. But whenever a light piece reaches the lower end of the table a little brass plate pops out of some hidden corner and pushes the defaulter into a compartment of the box where he can't contaminate his honest fellows. Not one is allowed to pass. The sovereigns are then dumped into a sort of barrel organ with steel blades for pipes, whence a turn of a crank drops them out, cut in half and ready for reminting.

In addition to the smelters who suspend their shingles in Maiden Lane and John Street, and in that block of Chambers Street between Chatham and Centre, there are peripatetic speculators in old gold, argonants of the trade who travel all over the country gathering in stock wherever they can find it, and bringing it to New York to dispose of at sufficient profit to make their wanderings pay. These middlemen often pick up some marvelous curiosities in their particular line; historic heirlooms that have spent long generations in country cupboards, and the plate chest of provincial families. But whatever their associations may be, the red-eyed furnace devours them all, and their death incence makes the smelter think hard words as he stirs his pot in the mophitic fumes of a charcoal fire.

The oldest smelting business here is said to be that of G. W. Platt. John Waters' sons continue a business their father founded long before they were born. The Longman establishment is also an old and prominent one. The head of this firm is reputed the greatest expert in metals on the Western continent. His cognizance of his profession is called colossal. His assays in the most delicate and important cases are accepted as final. A reference of a disputed point in practical metallurgy to him is understood to mean its definite settlement, *pro* or *con.*, and no one demurs at his decision. One instance of his fundamental thoroughness in the business is adduced in the fact that he can detect, with rare exceptions, where any article of jewelry which comes under his hands has been made, his knowledge extending not only to the characteristic national styles, but even to the peculiarity of individual workmanship. The gold brick which was donated by California to the Irish Famine Fund was sent to him for assay. He made his report, accompanied by a receipted bill. Some of his assays are said to be marvels of the triumphs of an anylitical brain, and a practiced intelligence over what had been regarded as Gordian knots in the metallurgical annnals. There are numerous famous "crooked" smelters here, men whom only the thief can reach, who have garnered fortune from their pots of "brown soup," as their patrons familiarly christen them. One of them, a little weasened Hebrew, who has for years been a tantalizing mystery to the police, is a regular speculator on Wall street, where he spends his off hours in company with his daughter. The pair are as familiar to that portion of down town as the Stock Exchange itself. The infatuation of the old man is akin to that of a gambler who, after fleecing a victim, goes off to be fleeced himself at his own game. Every dollar he makes in one way he looses in the other, and if theft should become a lost art he would inevitably become a client of the almshouse."

HOW HE CHEATED THEM.

SUCCESSFUL FEAT OF A DIAMOND SMUGGLER.

A well-known diamond smuggler whom the New York Custom House detectives have in vain tried to seize, not long since sailed from Antwerp on the *Rhynland*. A Hamburg detective came over with him to watch him the whole voyage. This clever smuggler wore a thick, black beard and whiskers, and it was suspected that he carried his precious freight concealed in them. One morning not long ago the New York authorities received a despatch from the Hamburg agent, which read:—"R. has shaved his beard. Did not know it till he had sailed five days. He is on the *Rhynland*. He has got 70 large diamonds concealed on his person." As soon as the *Rhynland* was sighted, six Custom House officers steamed down and intercepted her. They looked for the now beardless man. Just as they were about to give up the search a stranger asked, "You are Custom House officers and you look for Rosenburg with the diamonds?" "We are and we do." "That is Rosenberg, and the diamonds are sewed in the lining of his necktie." In another minute a pale, smooth-faced, sallow man was struggling in their hands. His scarf was taken from his neck and carefully explored with a sharp penknife. Twenty diamonds of various sizes were found. His trunk was next rummaged, every necktie searched, and seventy-three diamonds of great lustre discovered. The fellow wept and wrung his hands. When the Custom House officers arrived at headquarters the chief, who held a cablegram in his hand, eagerly enquired, "Did you get Rosenberg?" "Yes, sir." "Where were the stones?" "Sewed in the linings of his neckties." "That's rather strange," remarked the chief. "Here's a Hamburg despatch which says, 'Just learned that R. carried the diamonds between his back and a porous plaster.'" "Here are the diamonds, anyhow," said the leader of the raid, "and we found 'em in the lining of his neckties." The chief looked at the gems, and said:—"Send the jewel expert here." He came, examined the diamonds, shrugged his shoulders, and said:—"Paste, but first-class." Three frantic officers spent the afternoon tracing Mr. Rosenberg. They discovered him at the Metropolitan Hotel, and without a word of ceremony burst into his apartment. "What do you want?" he enquired with apprehension. They threw him on his face and made frantic explorations of his back. He had taken his bath and the plaster had vanished, but where it had been, mixed up with the impression of the plaster, were the imprints of seventy large diamonds.

The largest library is the Bibliothique National, in Paris, founded by Louis XIV. It contains 1,400,000 volumes, 300,000 pamphlets, 175,000 manuscripts, 300,000 maps and charts, and 150,000 coins and medals. The collection of engravings exceeds 1,300,000, contained in some 10,000 volumes. The portraits number about 100,000. The building which contains these treasures is situated on the Rue Richelieu. Its length is 540 feet, its breadth 130 feet.

The most remarkable whirlpool is the maelstrom, off the northwest coast of Norway and southwest of Moskenæsol, the most southerly of the Lofoden Isles. It was once supposed to be unfathomable, but the depth has been shown not to exceed twenty fathoms. The whirlpool is navigable under ordinary circumstances; but when the wind is northwest it often attains great fury and becomes extremely dangerous. Under

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in each Pattern in Geneva, St. James' Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rgers, Sr., died 1873.)

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strong gales the maelstrom has been shown by official statistics to run at the rate of twenty-six miles an hour.

Among the most remarkable natural echoes are that of Eagle's Nest, on the banks of Killarney, in Ireland, which repeats a bugle call until it seems to be sounded from a hundred instruments, and that on the banks of the Naha, between Bingen and Coblentz, which repeats a sound seventeen times. The most remarkable artificial echo known is that of the Castle of Simonetta, about two miles from Milan. It is occasioned by the existence of two parallel walls of considerable length. It repeats the report of a pistol sixty times.

BUSINESS CHANGES FOR JULY.

W. H. Cooper, Emerson, Man., Hardware &c., stock sold at 45c. on the dollar to W. Beach. Potts & Co., Wardsville, Tins &c., burned out. D. H. Cunningham, Plattsville, watches, moved to Bothwell. Geo. B. Meadows, Barrie, stoves &c., assigned in trust. —— Roberts, Regina, jewelry, store burglarized. J. & J. Pennington, Winnipeg, tinware, &c., left for parts unknown and stock sold by sheriff. Charles Paille, St. Jean Baptiste, jeweler, moved to St. Johns. N. Germain & Co, Winnipeg, hardware, offering compromise. L. Jacobson, Winnipeg, jewelry, giving up business. L. H. Noel, Montreal, jeweler, called meeting of creditors. R. J. Butler, Winnipeg, jewelry, &c., sheriff in possession.

BUSINESS NOTES.

Counterfeit $10 notes of the Ontario Bank are in circulation in Winnipeg.

The good people of Lindsay have experienced a new sensation; a few days ago many of the large stores and all the principal streets were lighted with gas for the first time.

The Western Assurance Company declares a dividend for the current half year at the rate of twelve per cent. per annum, and the British America one at ten per cent. per annum.

The old Toronto Mechanics' Institute, the year before it is handed over to the Free Library board received in rent $598 in excess of the amount required to pay interest on its mortgage. It would seem, therefore that it was well worth accepting as a gift. Mr. Bain was chosen librarian, and Mr. Davy assistant.

A meeting of the creditors of H. G. Levetus, wholesale jeweler, Montreal, was held last Tuesday, when the statement showed liabilities of about $65,000, with assets of $35,000 nominally. Mr. Levetus made an offer of 17½ cents cash, or 25 cents in 6, 12, and 18 months, but neither proposition was accepted, and the estate will likely be wound up. This man claimed a surplus of $30,000 not many months ago.

We notice that the co-partnership that has existed for some years under the firm of Hagstoz & Thorpe, of Philadelphia, has been dissolved by the withdrawal of Mr Hagstoz, and a new co-partnership has been formed with Mr. C. N. Thorpe, as general partner, Geo. W. Childs, special partner, while Messrs. E. C. Chappatte and H. L. Roberts have been admitted to an interest in the business. We wish the new firm every success.

Attempted Burglary.—A party of burglars made a determined to burglarize the premises of Messrs. E. & A. Gunther, corner of Jordan and Melinda streets, Toronto, last month, as well as their neighbor, Mr. Carter, 12 Jordan street. They entered the premises of the latter by prying away the bars of a window. Gaining the roof they proceeded to enter the adjoining warehouse by sawing open a square hole in the roof. They, however, did not enter, being deterred by fear or some other cogent reason. Several burglar's tools were found on the premises.

The Troy pound, still used in this country for weighing the precious metals, is believed to have been deprived from the Roman weight of 5759.2 grains, the one hundred and twenty-fifth part of the large Alexandrian talent; this weight, like the Troy pound, having been divided by the Romans into 12 ounces. The earliest statute of this kingdom in which the Troy weight is named is the 2 Henry V., statute 2, char. 4, but the Troy weight is universally allowed to have been in general use from the time of King Edward I. The most ancient system of weights in the Kingdom of England was the Moneyer's pound, or the money pound of the Anglo-Saxons, which was continued in use for some centuries after the Conquest, being then known as the "Tower pound," or sometimes the Goldsmith's pound. It contained 12 ounces of 450 grains each, or 5,400 grains, and this weight of silver was a pound sterling. The Tower pound was abolished in 1527 by a statute of Henry VIII., which first established Troy weight as the only legal weight for gold and silver, and from that time to the present our system of coinage has been based on the Troy weight, the Troy pound containing 5,760 grains.—*Nature.*

WORKSHOP NOTES.

To Refine Gold.—If you desire to refine gold from the baser metals, swedge or roll it out very thin, then cut into narrow strips and curl up so as to prevent its lying flatly. Drop the pieces thus prepared iuto a vessel containing good nitric acid, in the proportion of acid, 2 ounces, and pure rain water, ½ ounce. Suffer to remain until thoroughly dissolved, which will be the case in from one-half to one hour. Then pour off the liquid carefully, and you will find the gold in the form of yellow powder, lying at the bottom of the vessel. Wash it with pure water until it ceases to have an acid taste, after which you may melt and cast into any form you choose. Gold treated in this manner may be relied on as perfectly pure.

Essences for Cleanino Watches.—Essences for cleaning watches are rapidly coming into custom. They are to be obtained at any of the material dealers and at all drug stores. The object is immersed and left in them for a few minutes, to permit all adhering matter to dissolve; uot too long, however, since several qualities are apt to leave stains. The piece is to be dried on removal, and finish by passing a fine brush over that has been charged with chalk and subsequently rubbed on a hard crust of bone. This will produce a brilliant surface on either gilding or brass. The following composition, the ingredients of which may be obtained in a drug store, has been highly recommended: 90 weight parts of refined petroleum and 25 parts of sulphuric ether. The object is immersed for several minutes, in fact, they may remain for a longer period without danger, and on removal from the bath, are found to be clean and bright. It must not be forgotten that many of these essences are liable to ignite with the mere proximity of a lighted lamp.

Tests for Diamonds.—Hydrofluoric acid will not affect the diamond, while it quickly corrodes glass, which is the material of most of the imitation gems. The only objection to its use is that it will attack certain stones of minor but real value, like the topaz, which are sometimes passed off as diamonds. Of course, being a dangerous agent to experiment with,it must be employed with great caution. The following directions may be safely followed: Take a leaden vessel, of saucer shape and moderate size, in which place pulverized fluor spar, which cover with enough oil of vitriol to completely moisten the powder. Then put in the stone to be tested, and gently warm the mixture over a gas lamp or any other convenient source of heat. This should be done in a good draught, where the vapors will be drawn up a chimney or dissipated, as they are dangerous to breathe. When the evolution of vapors appears to have ceased, which will occur in from five to fifteen minutes, according to the quantity of material employed, the heat should be withdrawn and the vessel allowed to cool. The stone may now be fished out from the pasty mess and examined. If it shows no sign of being attacked, you may be assured that it is a genuine diamond. A paste stone will be found to be strongly corroded by the acid that has come in contact with it, and if it was a small one it will probably have been entirely dissolved.

Separating Silver.—The following simple method of separating silver out of alloys may be useful. It is described by Herr Gottheim: The silver-holding alloy or metals are dissolved in the least possible quantity of crude nitric acid. The solution is mixed with a strong excess of ammonia and filtered into a high cylinder, provided with a stopper. A bright strip of copper, long enough to project beyond the liquid, is next introduced, which quickly causes separation of pure metallic silver. The reduction is completed in a short time, and the reduced silver washed first with some ammoniacal solution and then with distilled water. The more ammoniacal and concentrated the solution, the more rapid the reduction. The strip of copper should not be too thin, as it is considerably attacked, and any little particles which might separate from a thin sheet would contaminate the silver. The operation is so

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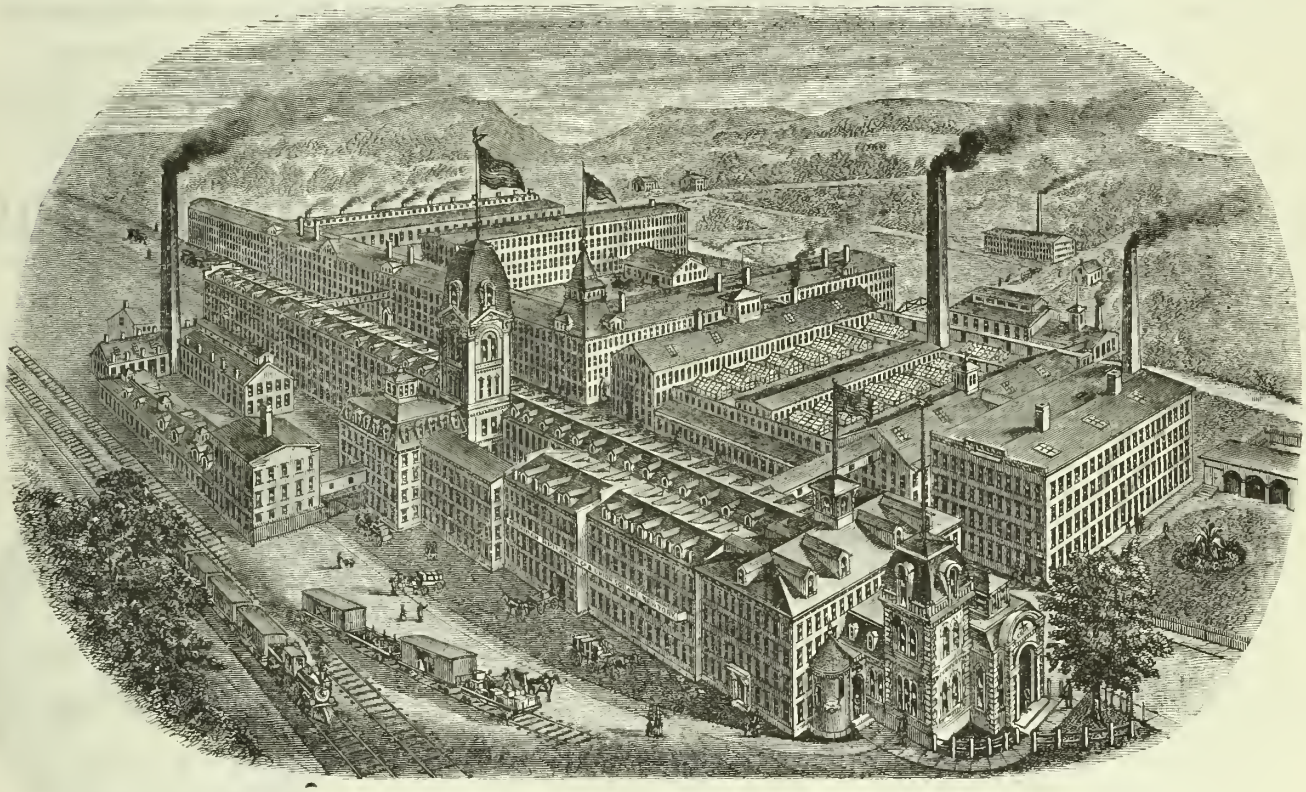
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simple that it seems preferable to all others for such operations as the preparation of nitrate of silver from old coins, etc. Any accompanying gold remains behind during the treatment of the metal or alloy with nitric acid, chloride of silver, produced by the impurities [HC] in the nitric acid is taken up by the ammoniacal solution like the copper, and is also reduced to the metallic state; and whatever other metal is not left behind, oxidized by the nitric acid, is separated as hydrate (lead bismuth), on treating with ammonia. Any arseniate which may have passed into the ammoniacal solution, is not decomposed by the copper.

SCIENCE AND OTHER NOTES.

A poor Jewish watchmaker, of Kisheney, in Russia, has just completed after two years labour, an ingeuious clock, which at certain hours of the day plays the national anthem, and givos a mimic representation of the coronation coremony. When tho hour arrives two doors fly open, disclosing a model of the Cathedral of the Assumption at Moscow, where the Czars are crowned. Then the gates of the cathedral swing back, and within appears the Metropolitan of Moscow surrounded by dignataries of the church in gorgeous robes. Tho Emperor and Empress entor and are sprinkled with eoly water ; thereupon the Emperor takes a golden crown from the Metropolitan aud places it on his own head, and a second crown upon the head of the Empress, and the doors of the cathodral close. The maker of this ingenious toy will present it to their Imporial Majesties immediately after the coronation, provided, of course, that tho polico are sure it contains no dynamite.

The Volta Prize Competition of 50,000 Francs.—The French Depaitment of Public Works has recently communicated to the President of the Academy of Sciences the conditions of the Volta prize to bo competed for in 1887. After a general explanation of the importance of the Voltaic column, follow the five articles for competition : 1st, the prizo of 50,000 francs, established by resolution dated June 11, 1882, will be given as a reward to the author of a discovery making electricity suitable to be adapted in an economical manner to tho following uses : As source of heat, light, chemical operation, mechanical force, as means for sending despatches, or for the treatment of sickness. 2nd, Scientific men of all nations are admitted to competition. 3rd, competitive documents will be received up to Juue 30, 1887. 4th, a committee, to be nominated by the Secretary of Public Works, will test the discoveries of each competitor, and decide to whom the prize shall be awarded.

International Meridian.—As is well known, tho U. S. Government has proposed a uniform international meridian in a diplomatic circular addressed to the several civilized nations. A very great service would be rendered both to shipping interests and geographical science by the universal adoption of this measure. But it is, unhappily, to bo feared that petty national jealousies will also in this case thwart the proposal. While Germany would undoubtedly sacrifice its ancient, almost obsolete, meridian of Ferro for a more modern sensible one, the case is more doubtful already with France, whether they would patiently resign the meridian of "Paris," and when we come to England the case is still more dubious. London papers already claim that Great Britain, as the first commercial, marine and colonial power, should under *all* circumstances have the exclusive right of giving the deciding vote. This, when practically interpreted, means nothing less than that England retains its Greenwich meridian also for the future, and all other nations adopt it without further cavil.

Earth Magnetism.—The magnetism of the earth is still an unsolved problom. Professors Ayrton and Perry lately published an hypothesis that the earth was loaded with static electricity, which, by reason of the revolution of tho earth, operated like a circulating current and magnetized its core. This hypothesis, however, suffered a sad blow by the mathematical criticism of Professor Rowland, who explained that the charge necessary for the surface would also be strong enough to send a spark from the earth to the moon. Another theory is based upon the presenco of an electric current in the air surrounding the earth. Proceeding from the idea of M. Edlund, that an electric current is nothing else than a current of ether, which flows in the revolution, and that electro-static effects were due to the rarification and condensation of the air, M. Selim Lemstrom sought to produce such an ether current in a mechanical way. If a double tube of paper is set into rotation with a core of soft irou, this will become magnetized, as proven by two fino astatic needles. Upon reversing the rotation, also the magnetic poles will reverse. M. Lemstrom deducos therefrom the relative motion of the ether in the rotating tube to be tho cause of polarity. If tho tube were stationary, aud the core revolve, a similar effect would bo obtained.

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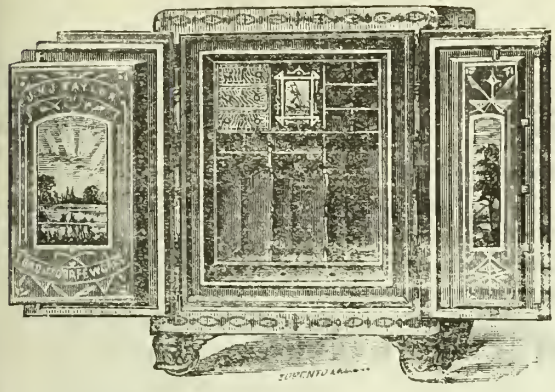
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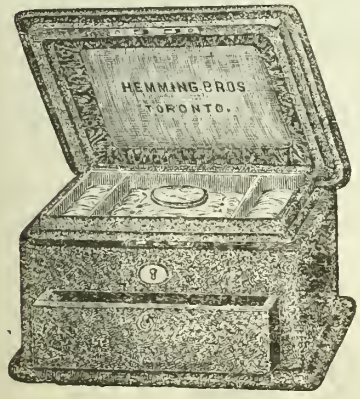
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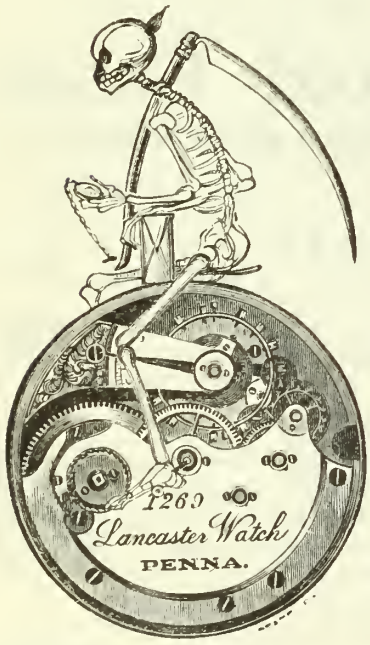
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To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

CANADA'S GREAT FAIR.

The fifth annual exhibition of the Toronto Industrial Exhibition Association, which will be held in this city from the 11th to the 22nd September, promises to eclipse all of its predecessors in size and interest. The manager and directorate have spared no pains to make it a grand success, and we look forward to the fortnight of its continuance as a red letter period in this year's history of Toronto. It is expected that the Marquis of Lorne and H. R. H. the Princess Louise will formally open the exhibition, an event doubly interesting, as it will commemorate their last visit to Toronto. The "Queen City" will be *en fete*, and should the weather prove favorable we shall expect to have an influx of nearly half a million of visitors to see Canada's greatest Fair. Railways, both in the United States and Canada, have arranged special excursions, and the probability is that this year our show will make itself more cosmopolitan than ever before. Canada, as well as Toronto, should feel justly proud of our Industrial Exhibition, for by comparison it is far ahead of anything of a similar kind in Great Britain or Europe, and fully abreast of the best State Exhibitions that our neighbors to the south of us can boast. As representing not only the enterprise of the citizens of Toronto, but the genius and progress of the people of Canada generally, it is well worthy of a visit and of the support of our people at large. The people of Toronto are willing that it should be judged upon its merits alone, and only ask a fair field and no favour.

The grounds and buildings will be open to the public on Tuesday, the 11th September, at 9 o'clock, a.m., and will continue open each day from 9 a.m till 10 o'clock, p.m., both grounds and buildings being lighted by electricity each evening. We understand that all the railways running into the city have agreed upon a uniform rate, the first week at one and one third fare, and the last week at a single fare for the double journey.

The low fares and special attractions should make this a favourable time for buyers to visit this market and make a personal selection from the large and well assorted stocks that our wholesale dealers have been importing to meet the demand of this fall's trade.

THE OUTLOOK.

The harvest for the year has now been pretty well gathered in, and merchants both wholesale and retail are taking the precaution to forecast the probable state of business before proceeding to make their final arrangements for this fall's trade. It is well that it should be so, for as a rule the successful merchant is the one who looks carefully ahead and lays his plans for the future, as the necessities of the times seem to demand. The merchant who goes tearing along under a full head of steam, and takes no heed of breakers ahead in the shape of bad harvests and such like commercial drawbacks, although he may succeed for a time, is almost sure to come to grief in the long run. For these reasons we say our merchants are wise to forecast the future carefully before proceeding to make investments which may either make them or break them before they are finally disposed of.

As everyone of our readers know, the early part of the past season was extremely dispiriting from a commercial standpoint. Talk as we may, the farmers are the backbone of this country, and it depends almost entirely upon the success of our annual harvest whether our country is going to be blessed with good times or suffer from depression. The outlook during the early part of the season was black, for it seemed almost certain that the wet, cold, stormy weather was bound to make this year's harvest a failure, and there was as usual, not wanting those who prophesied ruin and disaster to Canada as a natural consequence. We are glad to know, however, that these anticipations of evil were ill founded, and that the favorable harvest weather has made such an improvement in the prospects as to warrant the conclusions that we are going to have a fair if not a good year after all. Although fall wheat is below the average, spring wheat and other coarse grains are good, while root crops are better than usual. In the Province of Manitoba, wheat is more than an average crop, and the Prairie Province alone, after supplying her home demand, will, it is estimated, have fully 3,500,000 for export. In the Province of Ontario the general crop is somewhat behind that of last year—how much will be seen by the annexed table, compiled by Mr. A. Blue, of the Ontario Bureau of Industry.

	1883.		1882.	
	Acres.	Bush.	Acres.	Bush.
Fall Wheat.....	1089455	16522359	1188520	31255202
Spring Wheat..	587090	10237080	586317	9665999
Barley.....	757622	20613495	848617	24284407
Oats.....	1423529	55724044	1375415	50097997
Rye.....	183438	3577774	189031	3549898
Peas.....	543713	11718339	557157	10043355
Totals.....	4537847	118393091	4744557	129796853

From this it will be seen that the main falling off in this year's crop is in fall wheat, but this local failure in Ontario will be more than made up by the great crop in Manitoba, and as a matter of fact we may safely consider the wheat crop of Canada as fully equal to that of any former year. As a matter of fact, however, it is gratifying to know that Ontario and the older provinces are in a large measure getting independent of the wheat crop which was formerly our sole mainstay. Every year we are having less attention devoted to wheat and more to the raising of cattle and dairy products, and these we are glad to see from the same report are more than usually favorable:

"A return of the dairy butter produce of last year shows that the quantity made was 33,442,123 lbs.; but a large number of farmers were unable to fill the schedule under this head, and it is probable that the quantity given does not represent more than seventy per cent. of the actual production, possibly not so much. There are in the province this year 29 creameries, or 13 more than last year. The produce of 17 of these from the opening of the season to July 31st was 250,908 lbs., of

which 217,855 lbs. sold for $48,146. The number of cheese factories is 628, which is 151 more than the number reported to the Bureau of Industries last year. The produce of 262 factories that have made returns for the same period as the creameries was 10,833,507 lbs., and of this quantity 8,431,372 lbs. was sold, realizing the sum of $903,310. The quantity of cheese on hand at the 262 factories on Aug. 1st was 2,402,135 lbs."

From these figures and the reports which reach us from every quarter we may safely conclude that not only is our harvest much better than had been anticipated, but that taking it altogether it is fully up to the general average. This fact has inspired a feeling of confidence in the country, which was almost lacking a couple of months ago, and we look forward in a general way to a continuance of prosperous times for this country. We think the country is safe, and although care should be exercised in buying, over caution in this respect will be almost as great a mistake as buying rashly. We think the right thing will be to strike the mean between them, and buy boldly and yet carefully.

CHEAP PARCEL POST.

The new parcel post system, of England, is a long stride in the proper direction, and is so far ahead of anything of the kind in the world, that even the extra clever people on this side of the Atlantic would do well to copy it. People in America credit the British people with being slow and behind the spirit of the age, and perhaps they are in some things, but in others it is but fair to confess that they are a long way in the van.

The English postal and telegraph systems have long been the best things of their kind in the world, things for other nations to wonder at and copy, but their latest development of British postal enterprise puts a fitting crown upon a structure that is now as nearly perfect as human ingenuity can make it.

While not possessing any huge monopoly like our express system which sucks the best blood out of every commercial interest it touches, England has heretofore been equally as well served in this particular, and at much less cost, by means of the various railroad parcel deliveries.

Now, however, thanks to the Government, this new parcel post system will put the internal commerce of the country in the shape of small parcels, upon a much cheaper and more convenient footing than it ever enjoyed before. By the new system the postal authorities virtually become express carriers, and carry parcels at a paying rate to themselves, which is about one half of that charged by our express companies in this country.

The Act came into force on the 1st of August last, and the effect already has been almost to revolutionize the old system of carrying goods. As a matter of fact the railways, seeing that very much of their best paying business was likely to slip through their fingers, all at once became liberal to a degree before unheard of with them, and have not only reduced their rates, but have established "Fast Train Parcel" systems of their own, in order to hold a share of the trade. Of how the new system is going to effect the carriage of small parcels in England, our readers may judge from an extract below, taken from the *Ironmonger*. In its last issue it says:

"There is at the present time much activity displayed in the large mercantile establishments, warehouses, wholesale and retail shops, and general manufacturers' places of business in the metropolis, in preparing boxes, baskets, and cases for the transmission of goods by the parcels post. A prevailing pattern is that of a light wicker basket, of the maximum dimensions allowed under the Inland Parcels Post regulations, viz., measuring 3 feet 6 inches in its longest dimension, and being 2 feet 6 inches in girth, that is, around its thickest part. Many wholesale houses have, however, adopted a basket for the conveyance of goods by the post of a uniform length and girth, viz., 3 feet each way; while adapting the baskets to graduated quantities, sizes of 2 feet and 2 feet 6 inches each way are being rapidly prepared for the new postal department."

More than a year ago we advocated in the columns of THE TRADER, the advisability, to say nothing of the necessity, of our own Government looking into this very subject and taking prompt action thereon. The present express system of Canada is an enormous monopoly, and the sooner it is legislated upon and reduced down to a fair living profit, or an opposition started by Government somewhat after the pattern furnished by the new English Parcel Post, the better for the country.

Of course the express companies will squeal, but so does any monopoly when it finds that its power to tax the public as it pleases is gone, and it has to come down to hard pan and compete for business the same as other and less favored people do.

A parcel post system, such as England now enjoys, would be a boon to the business men of Canada, and we trust that the Government will see its way before long to make a forward step in this direction.

A two cent postage rate, and the English parcel post system, would, we think, be about two as popular things as the Government could touch, for they would benefit every citizen of Canada without distinction.

Selected Matter.

THE FIRST HOUR GLASS.

A century after the final overthrow of the Roman Empire, the habit of reckoning by hours and minutes had completely disappeared, from Western Europe. One by one every vestige of art and science disappearing, and, had it not been for the kingdoms of the east, which kept the flame of science just flickering while the west was in darkness, our present system of horology would have fallen in complete abeyance. It was the famous Caliph of Bagdad, Harohn-al-Raschid, who restored the old water clock to Europe. In the year 807 he sent a magnificent clepsydra as a token of friendship to Charlemagne; but it seems that present was looked upon as a thing to be rather admired than copied, for we find no mention of any water clocks of French make until the reign of Philip, contemporary of William the Conquerer. Perhaps the reason of this is that the sand glass (sablier) had been invented in France shortly before the accession of Charlemagne, and that this last contrivance was judged more handy and simple than the other. The first sablier was made by the same man who re-invented the blowing of glass, after the secret had been lost for some centuries. He was a monk of Chartres, named Luitfrand, and the sand glass he made was the exact prototype of all those that have been manufactured since. It consisted of two receptacles of pear-like shape, joined by their slender ends. When the sand had all run out from one into the other, the lower glass was turned uppermost, and kept in that position till empty. Shortly after he had received the gift of Haroun-al-Raschid, Charlemagne caused a monster sablier to

be made, with the horal divisions marked on the outside by thin lines of red paint. This was the first hour glass. It required to be turned over only once in twenty-four hours, and, if it was blown with anything like the care which modern hour glasses are, it must have kept time with as much precision as the best of lever clocks. Indeed, it is not rare to hear people declare, even nowadays, that the hour glass is the best timepiece that was ever invented.—*Jewelers' Circular.*

SIBERIAN GEMS.

Amethysts of great brilliancy, and beryl, are occasionally discovered in several parts of the Oural—some exceedingly fine crystals of a blue, yellow, and rose color; those of the latter kind are rare, and when perfectly transparent, of considerable value. Chrysoberyl is met with in the same locality as the emerald; occasionally very fine crystals are obtained, and cut into beautiful gems. Topaz is also found in one or two localities, sometimes six inches long, perfectly transparent, and sold at a very great price. Pink topaz is rare. Mr. Atkinson says:—"Up to this time, only five small crystals have been met with at one of the gold mines in South Oural, and one of those was presented to me; I deeply regret to say that it is either mislaid or has been lost on my journey."

English mechanics have been employed in the Oural from a very early period, in its mining operations. Several of them, Mr. A. tells us, have become celebrated for their eccentricity, and their names will be handed down through many generations in connection with the works. He relates a tragical history of the fate of one of these adventurous spirits. In the reign of Emperor Paul, a young mechanic, named Major, was engaged by the Russian Government, and sent to Ekaterineburg to superintend a small mechanical establishment. In this town Major spent a long life, and constructed many machines, which, rude as they were, proved of essential value in the mining districts. Peasants were sent to him from the different villages, who had never in their lives seen any mechanical tools except an axe and a saw. When he entered upon his duties he scarcely knew a word of the Russian language, which of course added much to his difficulties. However, as years rolled on, he acquired some knowledge of it. German he also learned by coming in contact with the miners, many of whom were from the Hartz Mountains. He likewise contrived to add a little French to his stock. His pay being liberal, and living cheap, he was enabled to keep a good establishment; and, being kind to the workmen, he gained their esteem and that of the officers who served under him, while his eccentricity amused them all. He had at length established a sort of jargon of his own, most strange and peculiar. In giving his instructions, he would begin in Russ, add a few words of German, then a scrap of French, and finally glide into an English sentence, which he concluded with an impetuous volley of threats in case of disobedience.

When the Emperor Alexander visited the Oural he was greatly pleased with the works Major had established, and, as a token of his satisfaction, presented him with a piece of land containing about twenty English acres, with all the minerals it contained, and gold was known to be deposited there. This imperial act of bounty proved fatal to the unhappy Englishmen, who built for himself a house on his land, and a few years later he began to excavate and wash the gold sand, usually obtaining more than two poods of gold a year, at a very small cost of labor. This was worth about three thousand five hundred pounds sterling. He had gone on this way several years, living at his country house with very few people about him, and often having no domestic except an old woman. At length an usually productive year occurred: the quantity of precious metal he had obtained during the summer was accurately known to the workmen, each day's produce being weighed, entered in a book, and delivered to Major every evening. He deposited it in an iron box which stood in his cabinet, the key of which he carried in his pocket. This year there were more than three poods of gold in the box. The time was approaching when this treasure would be sent to the smelting works at Ekaterineburg, there to be cast into bars, and forwarded to the mint at St. Petersburg, when, one Sunday morning, Major and his old housekeeper being alone in the house, a noise was suddenly heard near the entrance door. The old dame rose to see what was the matter; but scarcely had she left the room when she was seized and thrown down a staircase. Major, hearing the noise, rushed to the door of his cabinet with a candle in his hand, when a blow from an axe fell upon his head, and he never breathed again.

After this, the murderers possessed themselves of the box and the gold, with which they made off, closing the doors after them. It was not till the morning of the third day that this terrible tragedy was known, when one of the officers of the machine works came to consult Major on business of importance. Search being made, the ghastly remains of the murdered man were found, his hand still grasping the candlestick. The old woman was discovered in a state of unconsciousness, though still living.

A strict investigation was made, and suspicion fell upon some of the workmen, who were seized and examined, but it was clearly proved that they were innocent. A strict watch was kept on the movements of certain men who were rather suspicious characters. One of these, a small merchant, was taken and searched. On examination, however, he proved to the satisfaction of the police that he was ninety versts distant on the morning of the murder. He was accordingly set at liberty. Years passed over, and all hopes of penetrating the mystery were given up. It happened, however, that the quantity of gold stolen rom the mines had become so enormous that the government determined to discover how it was effected. An officer of police was dispatched to the neighborhood and after a long and skillful course of manœuvering he contrived to effect the purpose for which he was sent. In the course of his investigations, also, he came upon a clue which led to the discovery of the murderer of poor Major, who was no other than the merchant who had been in the first instance tried and acquitted. This man had long been engaged in gold smuggling, in association with those who stole it from the mines. The murder was clearly proved against him and some accomplices, and they were sentenced to the horrible punishment of "running the gauntlet," and died immediately after. The band of gold stealers was broken up, and the officer of police returned to St. Petersburg to receive a reward for his arduous and really dangerous labors.—*Exchange.*

TEST FOR GOLD.

There is a simple method for the detection of gold in quartz, pyrite, etc., which is not generally described in the mineralogical text books. It is an adaptation of the well known amalgamation process, and serves to detect very minute traces of gold.

Place the finely powdered and roasted mineral in a test tube, add water and a single drop of mercury; close the test tube with the thumb, and shake thoroughly and for some time. Decant the water, add more and decant repeatedly, thus washing the drop of mercury until it is perfectly clean. The drop of mercury contains any gold that may have been present. It is therefore placed in a small porcelain capsule, and heated until the mercury is volatilized, and the residue of gold is left in the bottom of the capsule.

The residue may be tested either by dissolving in aqua regir and obtaining the purple of Cassius with protochloride of tin, or by taking up with a fragment of moist filter paper, and then fusing to a globule on charcoal in the blowpipe flame.

It is being shown that gold is much more universally distributed than was formerly supposed. It has recently been found in Fulton and Saratoga counties, New York, where it occurs in pyrits. It has also been discovered in the gravel of Chester Creek, at Lenni, Delaware county, Pa. In one of the Virginia gold mines wonderful richness is reported, $160,000 worth of pure gold having been taken from a space of three square feet. —*Jewelers' Circular.*

THE SAND BLAST.

Many are the wonderful and useful inventions of the present day, and not the least of them is the common sand blast. Let us suppose that a piece of marble is to be lettered. Cover the stone with a sheet of wax no thicker than a wafer, cut out the letters, figures, or other ornament, leaving the marble exposed. Next pass it under the blast. The wax will remain uninjured, but the sand will have cut the letters, etc., deep into the stone.

If you desire to have raised letters, cut away the surroundings of the letters down to the stone, and by applying the blast, the sand will cut these surroundings away, leaving the wax-protected letters unscathed.

Take a piece of French plate glass, of convenient size, and cover it with fine lace, and expose it to the action of the blast sand. Not a fiber of the lace will be injured, but the glass will be worn away wherever it was unprotected by the lace, and its beautiful and intricate pattern will be found engraven upon it, upon the removal of the lace. Beautiful figures and devices of all kinds may thus be engraven upon glass at a comparatively small expense. Even while the sand is wearing away the hardest material, the workman may hold his hands into it with impunity; his hand, yes, but not his nails, else he would have none in a very short time. Even the protection of steel thimbles will do no good, they will be worn away very quickly, but a wrapping of soft cotton will protect them completely. The sand wears away any hard substances, steel, iron, even diamond, but leaves unharmed soft substances, the human hand, wax, cotton, or any other soft article.—*Jewelers' Circular.*

MUSIC BOXES.

"There is a great demand for music boxes from China," said a Broadway dealer. "The Chinese are passionately fond of them, and at a festival a Chinaman who can afford it carries a music box in each pocket. "What music do they like best?"

"All Chinese music. They will have no other. The sweetest strains from 'Trovatore,' 'Mignon,' and 'Faust' are as 'sweet bells jangled out of tune' to a Chinaman. We have to employ men who can reduce the Chinese music to written notes, and from this as 'copy' the music box is made. We have to make up a different set of tunes for every country. If we should send boxes to France that played 'Nellie Gray,' 'Way Down on the Swanee River,' 'When you and I were Young Maggie,' or 'Sweet By and By,' we should get them back quick enough.

"National airs are the first tunes chosen, then the popular tunes, and then selections from famous operas. Scotch tunes, except 'Auld Lang Syne' and 'Bonnie Doon,' are difficult to render effectively by a music box, and they are rarely used. The great expense in the manufacture of music boxes arises from the necessity of changing the tunes, discarding those that are tiresome and substituting the latest and most popular. But sit down while we talk."

The writer took a seat, and the strains of "Farandale" from "Olivette" floated from beneath the chair.

"Have a cigar?" He turned a cigar stand, and there came out of it the air of the drinking song Girofle-Girofla."

"This is a picture of our Swiss factory."

As the album was open there came out of it an air from "Fra Diavolo."

"Will you take a pinch of snuff?"

As the lid was raised there was a whisper of "Should Auld Acquaintance be forgot?"

"We have a customer who has a music box attachment to his front door, and his visitors are always greeted by a tune. A music box can be concealed in a very small compass, and one of the reigning demands is for articles that contain them so as to create pleasant surprises. Dolls, clocks, and books are provided with them. Nearly all of the music boxes are made in Sainte Croix or Geneva in Switzerland.

"The principle of manufacture is simple. The different parts comprise a brass roller, studded with fine points of the hardest steel, a steel comb the teeth of which give the sounds, a spring to give the revolving motion to the cylinder, and fly wheel or fan to regulate the revolving motion. The music has first to be arranged by a thorough artist. The cylinder which comes from the machine shop is then placed in the hands of a woman, who, with the aid of the music and a very ingenious machine, marks the places on the cylinder where the points are to be inserted. Another person drills all the little holes, and another inserts the points. The cylinder is then filled with molten cement, and then placed on the lathe and revolved quickly. The cement adheres to the inside surface, and thus holds the points. A hole is left in the center of the cylinder for the axis. The points are then filed down so as to be of equal length. The comb is tuned by a tuner, who first files the teeth without excessive care, to give them the proper flexibility, and then files them near the base to lower the tones, and near the points to sharpen the tones.

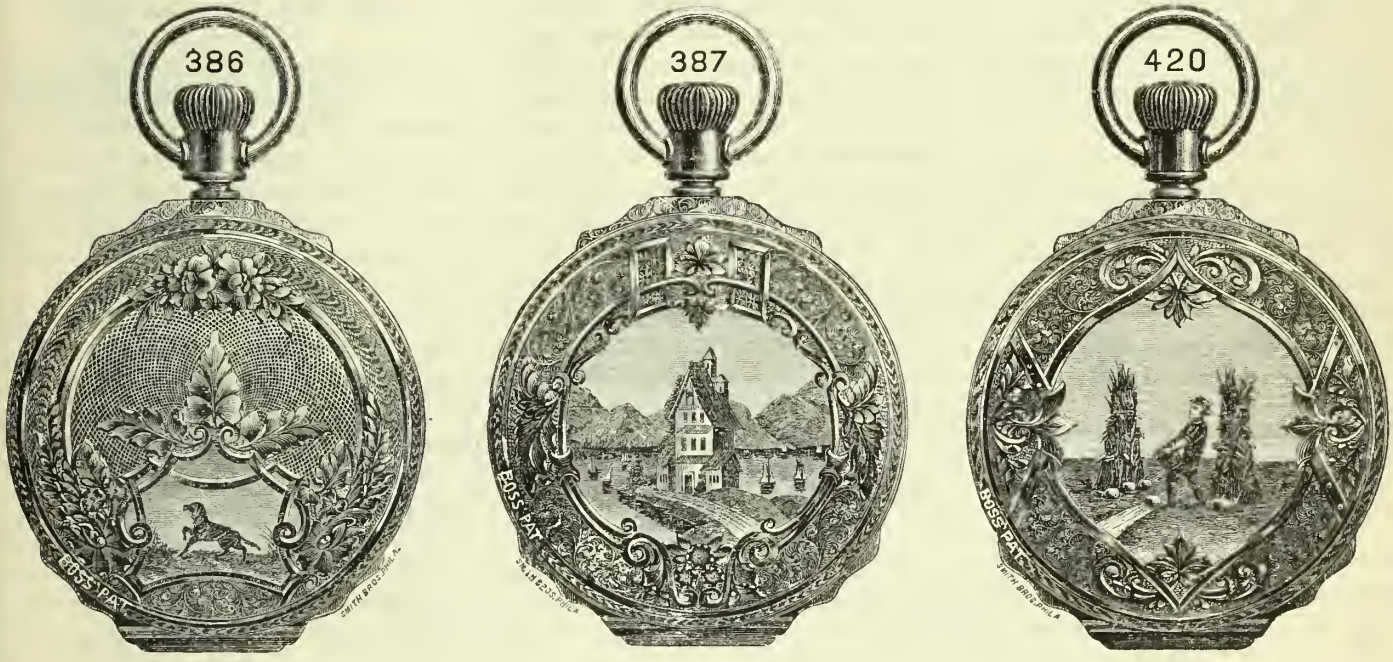
The operation of fastening the cylinder and the comb to the bed plate requires much accuracy, so that the points of the cylinder and the comb will exactly meet. A woman following the music then bends the points on the cylinder

NEW LINE

—OF—

Jas. Boss' Gold Watch Cases.

THE LOUIS XIV OR BOX JOINT STYLE.



These Cases are engraved in all designs now being used on our regular goods, as well as a special line, particularly adapted to this style of case.

THE BOX JOINTS ARE ALL MADE OF SOLID 14k. GOLD.

The JAS. BOSS GOLD WATCH CASES are unapproached in quality, construction, finish and ornamentation.

THE GOLD USED UPON THEM ASSAYS $14\frac{2}{10}$ KARAT BY U. S. MINT ASSAY.

All of the parts most subject to wear are made of SOLID GOLD. They are not gilded to make them look better than they really are, consequently will not change color in a short time, to the annoyance of the dealer and disgust of his customer.

For Sale by all Canadian Jobbers.

slightly forward in order to secure more strength, but more especially to make the chords drop more simultaneously and cause the runs or roulades to be played evenly.

"Size in music boxes increases both their volumes and richness in tone. A cylinder ten inches long can be made to play six, eight, ten, or twelve airs well, but it will play six or eight airs better and with more sweetness and harmony of sound than it can be made to play a greater number. The reason of this is that more points on the cylinder and more teeth in the comb can be used for each air if there are fewer airs. The space between the teeth decreases with the number of airs. If the cylinder is increased in diameter the airs may be prolonged."

"How long does a music box last?"

"It is like a watch. It will last a lifetime if it is good to begin with and is treated with care. Most owners of music boxes object to using them except for company. The fact is, a music box should be used every day, just as a watch should be wound up every day.—*Exchange.*

THE LUNEBURG SILVERWARE.

To be mentioned as an interesting set of copies of the celebrated Luneburg (Germany) city council silverware, are those executed by two local firms. The fortunes of this treasure are sufficiently known. In the course of a year melted together to one-sixth of its bulk, it was still sufficiently important to constitute the chief attraction for the occasional tourist who came to inspect the sights of the old, reduced, hanseatic city. And it was a picture calculated to forcibly transport the sight-seer back into the old, proud, hanseatic times, as the old bailiff, himself appearing to be an heirloom bequeathed by the past centuries, opened a secret closet in the dark council chamber, in the dark brown wainscotting, and after having removed ponderous iron bars and doors, drew forth from an arched niche the treasure trove one after the other, and handed them to the visitor. And with the glittering luster lights of the old silverware, imagination might have peopled the moldy old room with the ancient venerable forms of the burgomasters and there assistant councilors, who, to the perpetual remembrance of the discharge of their functions, had donated the single pieces of this service.

But, alas! romance is a little honored guest in these, our practical days; in order to liquidate commonwealth debts, the modern fathers of the city listened only with too great an avidity to the sonorous offers made them by foreign antiquaries for their "silver things." And little was wanting to let these masterpieces of ancient silversmithing wander the same road of the reliquies and monstrances of our Rhenish churches in the first half of this century. But, happily, the state interposed at a right time, and without battering, became possessor of the Luneburg treasure, for the respectable sum of nearly a quarter million dollars. It also bound itself when the art treasure was incorporated into the art collection museum, in Berlin, to return a galvanic reproduction of those pieces with which it was possible, to the city of Luneburg. After many trials, these reproductions have most worthily been executed by the firms of D. Vollgold & Sohn, and Sy & Wagner. The pieces are entirely worked in the "deception style."—[*Ext. from German letter.*

THE SWEATING AND FREEZING OF SHOW WINDOWS.

During the winter season, especially when the gas is burning during the greater part of the day, many a storekeeper will have been at his wits' ends to devise a plan for the disagreeable sweating of the windows; it is the source of much trouble, and many hitherto employed means were useless until now. We believe to be sustained in our assertion that no remedy has been followed with as satisfactory a result as the one specified below. Since the inventor obtained a patent upon the process, it might interest the readers to find out what it is.

The invention consists of a fluid composition that prevents the dampening and sweating of windows. It is composed of 63 per cent. alcohol, glycerine, and a little essential oil (in a few cases, amber dissolved in alcohol, adequate to the conditions of the atmosphere). The proportions used by the inventor, Mr. Corn. Kerby, of Camperwell, are as follows: about ½ pound of glycerine to 4½ liters alcohol, and a little essential oil. The quantity of the glycerine varies according to its quality.

By the composition of the above specified ingredients, the essential oil is dissolved by the alcohol, and the fluid united with the glycerine. It may be done at ordinary temperature, and it is not whatever necessary to expose the mixture to the heat. This is applied to the inside of the window. The pane is either rubbed with a clean linen cloth, or else the fluid mass is applied with a camel's hair brush or "some sich," and the blind appearance of the glass, owing to overheating, is entirely overcome.—*Diamant.*

SCENES IN A JEWELRY STORE.

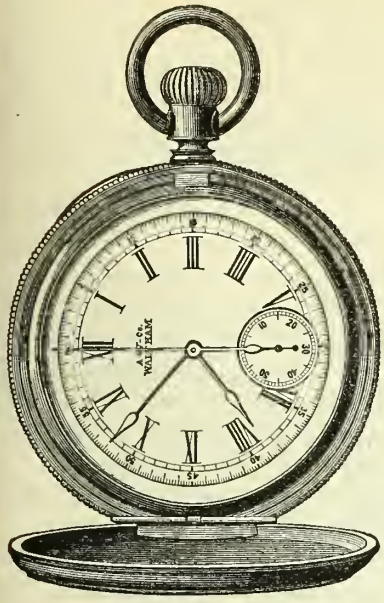
The trials of a hotel clerk are often cited as something beside which the afflictions of Job were but a side-show But the hotel clerk's position is a paradise compared to that of the jeweler's, who combines with the selling of jewelry the repairing of watches, and whose place of business happens to be on a crowded thoroughfare. He is overrun with inquiries as to the correct time by hundreds of persons to whom he is under no obligation whatever, and asked to diagnose the complaints of hundreds of watches whose owners, after extracting a professional opinion gratuitously, and having their watches set to the correct time, take their departure with the remark that they "will get the darned thing fixed when they get home."

Our friend Hastings, an expert watchmaker, is situated in one of these unpleasant locations, and he declares that the amount of gratuitous work he does, if paid for at fair prices, would make his fortune in a year. Having a little leisure the other day, we drop in for a little chat with Hastings, well knowing that we should not interfere with his business, for he can chat to a friend without interrupting his work. Here is an outline of what occurred in the course of half an hour:

Time, 11 A. M.; scene, jewelry store; Hastings at work at his bench, glass screwed in his eye, examining the intricate viscera of a fine chronometer. Enter fussy stranger.

F. S.—"Can you fit me with a watch key? watch run down, lost key, want a new one."

Hastings.—"Certainly, Sir," replies Hastings, unscrewing the glass from his eye, and laying down his work regretfully. Hunts among the keys, fits one

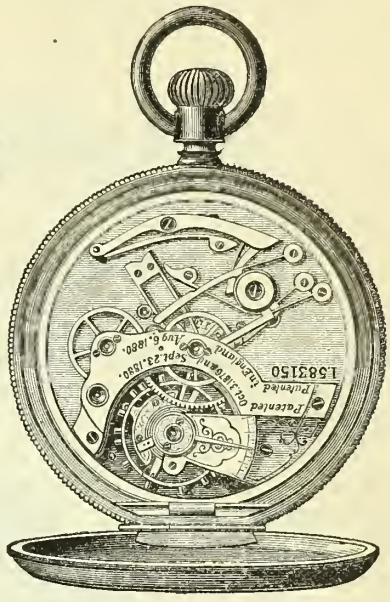


NEW

CHRONOGRAPH

STOP WATCHES

MADE TO



START, STOP AND FLY BACK,

WITH OR WITHOUT SPLIT SECONDS,

MANUFACTURED BY THE

AMERICAN WATCH CO'Y,

WALTHAM, MASS.

By Patented Improvements in Construction, and considerable Diminution of the Parts required, as well as by the application of American Machinery, the AMERICAN WATCH CO has so simplified the manufacture of Chronograph Watches as to greatly reduce their cost. They can now be obtained at prices which make them the MOST DESIRABLE timepieces for Sporting Purposes, AS WELL AS FOR GENERAL USE. Dealers can depend upon these goods giving satisfaction, as they will not require the constant repairs, nor subject the dealer to the annoyance experienced in most of the foreign watches of this class. In case of accidents, Duplicates of Broken Parts can be furnished by return mail. Cased complete in 16 Size Gold Open Face and Hunting Cases. (Open Face made to wind at figure XII.)

ROBBINS & APPLETON, General Agents,

NEW YORK.

to fussy stranger's watch, winds it and sets it to the correct time.

F. S.—"What's the price of this key?"

H.—"Ten Cents."

F. S.—"Ten cents! Holy mother of Moses! I can buy 'em of boys in the street for three cents. This is a swindle!"

H.—"You needn't take it if you don't want it."

F. S.—"Take it! Of course I won't take it! Do you think I'll pay ten cents for a key when I can buy one for three? Not much!"

Exit F. S. with indignation. Hastings resumes his seat, adjusts his glass, and goes to work on his chronometer.

H.—"Now that's what I call a profitable customer. He comes in, interrupts my work, takes my time, gets me to set his watch going, and then mentally damns me for my good nature. But the world is full of his kind. He didn't want to buy a key; he knew he left his at home, but he wanted his watch wound and set; he had it done, and it wasn't in his nature to be grateful for the favour, so he makes up a lie for the purpose of getting a chance to abuse me. He'd rather lie than say thank you. I have lots of such customers; they're profitable, they are; piles of money in them."

[*Enter German, evidently a market gardener.*]

German.—"Did you got some leetle vatches for a lady?"

H.—[*Unscrewing his glass and putting away his work. He exhibits watches in great variety.* "Yes, Sir; I've watches of all kinds. About what priced one do you want?"

G.—"Vell, I vant a nice leetle von for my girl. I'm going to be marrit next veek, and I vant to give de gal a nice leetle vatch. She is a nice gal, und makes pies for de bakery, und I vants to give her a pooty leetle vatch."

H.—"Well, here's a nice one, gold case, back action patent lever escapement, fourteen holes for jewels, compensation balance wheel, independent movement, warranted to run a life-time. I'll sell you that for $65."

G.—"Dat's a pooty vatch, und dat pie gal vould look bully mit it on, but I dont vant to pay more as $50 for a vatch. Dese is hard dimes, und I haf to vork too hart for dat money to pay so much. I gif you $50 vor it."

H.—"I can't afford to sell it for less than $65. What difference does it make to you whether you pay $50 or $65—ain't you going to marry the girl, and won't the watch be yours again in a week?"

G.—"Dot's so, by gracious! I didn't dink of dat. If I gif dat pie gal de vatch un den marry her, den I own de gal und der vatch too, und if I haf to pay taxes on dot vatch, den I sell again. All right. I dake it for $65. Put it in a piece of paper und write de pie gal's name on top of it. Perhaps you'll vant to buy it back pretty quick, dont it?" *Exit German with a grin on his face that makes his mouth look like the opening of navigation.*

Hastings resumes his work, but hardly gets seated when an elderly portly gentleman, who, producing a $10 silver watch, says:

"Good morning, Hastings. Is that chronometer of yours right?"

H.—"Yes, Sir; exactly with the time-ball yesterday."

E. P. G.—"I don't take much stock in that there time-ball. It varies. 'Spose there's a strong wind a blowin' when the ball ought ter drop, and the wind gets under the ball and holds it up, don't it lose time I want to know? Then it's a nuisance anyhow; a crowd of folks git around on the corners, a twistin' their blessed necks out of joint a watchin' for the ball to drop, and a lot of thievin' pickpockets goin' through 'em all the time. I lost a spectacle case that way last week, and got a crick in my neck a twistin' of it for to get a look at that blasted ball a droppin'. I believe that there been more'n $50,000 stolen out the crowds watchin' for that ball by dodratted pickpockets. It's a nuisance, and the Board of Health ought ter abolish it afore people twist their heads off."

H.—"Well, my chronometer has the right time." [*Takes E. P. G.'s watch and pretends to regulate it.*

E. P. G.—"Wall, if that's so, that watch of mine has lost ten seconds in two weeks. You guaranteed it to keep good time, and if you dont regulate it I'll throw it back on your hands." [*Exit E. P. G.*]

H.—[*Resumes work.*] "That old buffer's worth a million dollars, but he's penurious as —— Mephistopheles. His wife and daughters, however, buy a good deal of me, so I try to keep on the right side of him. He came in two months ago and bought that $10 watch, and expects it to keep as exact time as a Bliss Chronometer. He bothers me to death regulating it for him."

[*Enter fast young buck with $300 watch to compare time.*]

F. Y. B.—"Mornin', Hastings. How's your time? All right. Watch only gained seven minutes this week; she's comin' down to biz; don't care so long as she's fast, but don't let her get slow; shall die if she goes slow. She's a bully good watch, and I'm glad I got her. Give her a little turn backward, and I'll try her another week. Bye bye."

H.—[*Having attended to young man, takes his seat and resumes work.*]

[*Enter little girl.*]

L. G.—"Mister Hastings, will yez plaze tell me mother what time it is?"

H.—"Half-past eleven." [*Exit L. G. Returns again in two minutes.*]

L. G.—"Mister Hastings, will yez plaze tell vhat time it is?"

H.—"I just told you, don't bother me any more."

L. G.—"Well, that wuz for me mother, and this is for Missus Finnigan, sure, who tould me to ax yez, and yez needn't git huffy about a little thing like that. Yez kin kape your old time if yez don't want ter tell it, an' I'll tell Missus Finnigan that yez tould her to go to the divil, and won't she be mad." [*Exit L. G.*]

[*Enter an Irish sailor in an advanced stage of intoxication, accompanied by a wretched-looking woman, also intoxicated.*]

I. S.—"Say, mister, I want to see a ring; a wedding ring, do ye moind; me and the old gal here's goin' ter get spliced, and she sez she must have a ring. Give us a goold one, not too big, and a chape one, too."

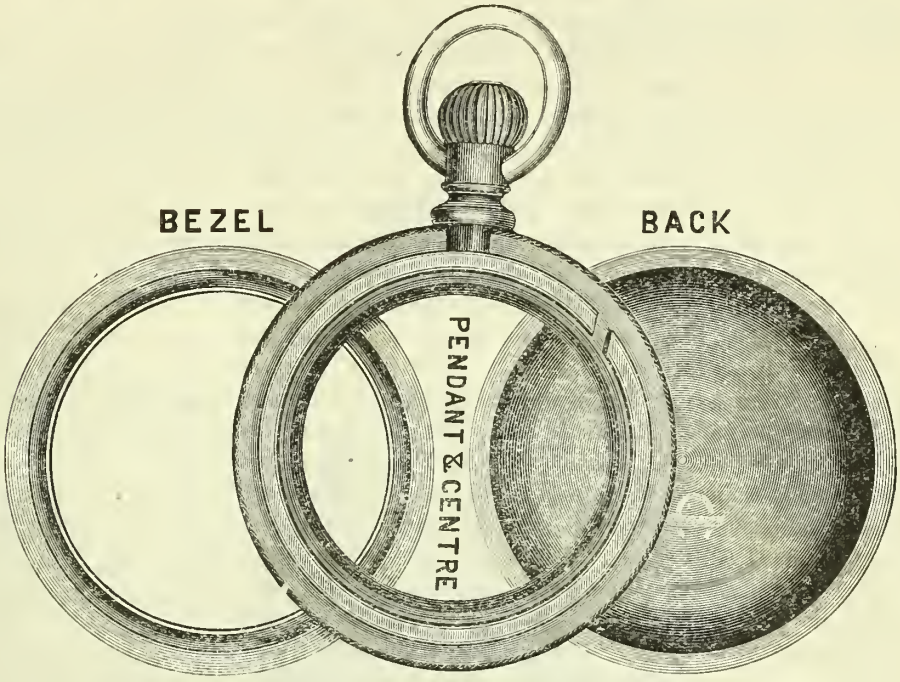
W. L. W.—"I'll not have a chape one, sure. I want one as good as Moll McFadden's, or you'll be no husband uv moine, do yez hear that. Sure, I'm not so hard pushed fur a man that I'm goin' to be put off wid a brass ring. Not much I ain't."

I. S.—"Hould your whist, old gal. Sure, hain't I bought lots ov weddin' rings afore, and don't I know vhat I'm doin'. Sure, I'll fix you all right." [*A ring is finally selected, and a compromise made on a dollar and a half.*]

W. L. W.—"That's very good of yez, Jack. It bates Moll McFadden's ring to smidereens. Shure, now, I'll have

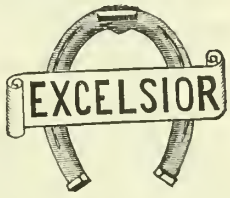
THE BEST

THE "EXCELSIOR"



What we Claim in the "Excelsior" Patent Dust-proof Case:

1. The Strongest Case made.
2. The only Case made hard and left hard.
3. No solder or heat to soften the gold or silver.
4. No parts that wear out.
5. No joints to break off.
6. The most perfect-fitting Case made.

TRADE  MARK.

Instructions to open the "Excelsior" Patent Dust-Proof Case.

☞ Press the Crown as in any ordinary case, turn bow to the right to open Bezel, and to the left to open back.

me name put on it. Not my name, but vhat it will be after we're married. Vhat that is, sure I don't know. Vhat the divil is your name, anyway, Jack? Faith, I never saw yez till to-day, un' only heard yez called Jack."

I. S.—"Well, Miss Maginnis, yer name will be Mrs. Jack O'Donnel as soon as the priest has said the words, and that's as good a name as any in the Booklyn Presbytery."

W. L. W.—"True for yez, Jack; but I'm thinkin' I'm not the only woman that wears it. But divil a moind do I moind. I'd marry yez if yez was Brigham Young. I'l be as honest a woman as Moll Maginnis ony way." [*Exit happy couple on their way to the priest.*]

Lunch time having arrived, Hastings put on his coat and steered us for a lunch counter, having lost nearly half a day attending to the wants of a lot of people who gave him "more kicks than hapence," and whose aggregate purchases were summed up in the $1.50 wedding ring bought by the drunken Irish couple and the $65 watch sold to the German gardener.—*Exchange.*

AFRICAN DIAMOND DIGGING.

Fancy, if you can, a pit half a mile long, and say one-third of that space wide. The walls of this chasm are of blue slate, the bottom where the men are at work is a mass of concrete gravel and cement. It is in fact a crater or the mouth of an extinct volcano from the bowels of the earth. In this oval shaded pit, which is now excavated to a depth of perhaps five hundred feet from the margin, from eight to ten thousand people are at work digging and delving into the gravelly *debris* at the bottom. The claims include a space within this pit of diamonds thirty-two feet six inches in surface measurement. These claims are in some cases owned by individuals, and in others by companies who have bought up a group of claims and work them under the direction of overseers. The digging is done by natives, most Kaffirs, who work half naked in the concrete *debris*. To every group of diggers there are usually four white watchmen, who sit and watch when a native discovers a diamond, and over these watchmen an overseer, who makes a record of every "find" made by a digger. A premium of one penny to the pound sterling in value is offered in addition to the regular daily wages for every diamond found. When a native finds a stone he cries out and passes the brilliant to the watcher, and it is handed by him to the overseer, who in turn sends it to the office of the company. Each of these men—the finder, the watchman, and the overseer—receives a price or premium on the discovery made, and this acts as a check upon fraud, each man claiming a premium upon every stone found. From every claim in this pit a double wire cable runs to the level ground at the surface, and upon this ærial railway little cars run up and down. The diamond dirt, when it reaches the surface, is taken out into a field and scattered, and there left exposed to the sun and atmosphere, which pulverizes the cement like dirt. After two or three days' exposure the natives throw water upon the dirt, and then commence the second search for gems. They are picked up by natives almost naked and handed to overseers, who take them to the general office. This dirt is afterward sifted and again sorted, and after a second overhauling is carted away and a new crop laid out for inspection. Notwithstanding the closest vigilance, diamond stealing is carried on very profitably. The half naked Kaffir sometimes succeeds in placing his naked foot upon a diamond and works it up between his toes and so carries it off; or he will stoop down, pick up a precious stone and put it into his mouth; or, pretending to scratch his ankle, slip a gem into his fingers and thence into his ear. The most common mode of diamond stealing is to rub small sized stones into the dense mass of wool which crowns the head of the native African. Some blacks have been caught with as much as $6,000 worth of diamonds in their hair. It is a common expression among the watchers that "we can always tell when a stone has been discovered—the African always trembles.' *Jewelers' Circular.*

BUSINESS CHANGES FOR AUGUST.

Wright & Wright, Hardware and Tins, Brandon, Man., assigned in trust and compromised at 50 cents on $.—J. B. Carr, Jeweler, Winnipeg, selling out by auction.—H. C. Smith, Jeweler, London, absconded.—J. H. Hughes, Hardware, Schomberg, burned out.—Levetus Morris & Co., Jewelers, Toronto, sold out by the sheriff.—Henry Grant, Jeweler, Montreal, has admitted his son, S. S. Grant, as a partner, style now, H. Grant & Son.—Wm. Doran, Jeweler, Emerson, Man., sold out.—W. S. McGregor, Hardware, Walkerton, sold out to S Bricker & Co.—Egger & Co., dissolved, John Egger continuing and admitting H. O. Sullivan, under the same name.—Meaford, Ont.: James Clelland, Hardware, and R. Wood, Jeweler, burned out.—Alex. McGowan, Hardware, Shelbourne, moved to Orangeville.—E. Needham, Jeweler, Shelbourne, burned out.—A. V. Van Norman & Bro., Jewelers, Winnipeg, selling out by auction.—Chilton & Campbell, Jewelers, Ottawa, dissolved, J. P. Clinton continues in his own name.—N. Germain & Co., Hardware, Winnipeg, sold by assignee at 55 cents on the $.—Williams & Hill, Hardware and Tins, Winnipeg, assigned in trust.—H. T. Marsh, Hardware, London, sold out his retail hardware business and continues in wholesale saddlery and carriage trimmings.—Hammond & McKeever, Tins and Crockery, Winnipeg, assigned in trust.

BUSINESS NOTES.

Mr. A. C. Anderson, jeweler, of Hamilton, called on us the other day, and looks splendid after his English trip. A. C. says prospects are good.

The stock-in-trade of H. P. Cooke, of Gravenhurst, valued at $6,637, was sold to Messrs. Crompton & Ryan, of Barrie, Ont., at 73 cents on the dollar. The stock consisted of dry goods, groceries, hardware, etc.

We are glad to see the Toronto jewelry buyers, Messrs. John Segsworth, H. Smith, and W. F. Carrier safely back again at their old quarters. They all look better for their outing, and we trust may be able to push trade this fall all the better for it.

When the Canadian Pacific Railway Company took over from Government the line from Prince Arthur's Landing to Winnipeg, they named their station at the former place, "Port Arthur." The name commended itself to the townspeople, who held a meeting recently, and resolved to call the town Port Arthur.

The foundry business of Mr. Wm. Hamilton, Peterboro', is to be carried on by a limited liability company, known as the Wm. Hamilton Mfg. Company. Capital, $200,000. The letters patent have issued to George A. Cox, Wm. Hamilton, Geo. Munro, Andrew Macfarlane, and Richard Hall, all of Peterboro'.

Infringing Registration.—Messrs. Greenshields & Co., acting for Thomas Allan, jeweler, of St. James street, have entered an action against Mr. Cochenthaler for $5,000 damages for making and selling a species of jewelry which the plaintiff has registered at Ottawa. The distinctive feature of the jewelry in question is that it consists of curved snowshoes with the tuque and thongs.

For the shortest business run on record the palm must be awarded to J. M. Provost, a storekeeper of Hochelaga, Que. He opened about the 7th May on $100 borrowed capital, bought about $500 worth of millinery goods, on the sale of which he has lived, paying not one cent to any of his creditors. The trustee to his estate now advertises remaining assets of $200 for sale.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

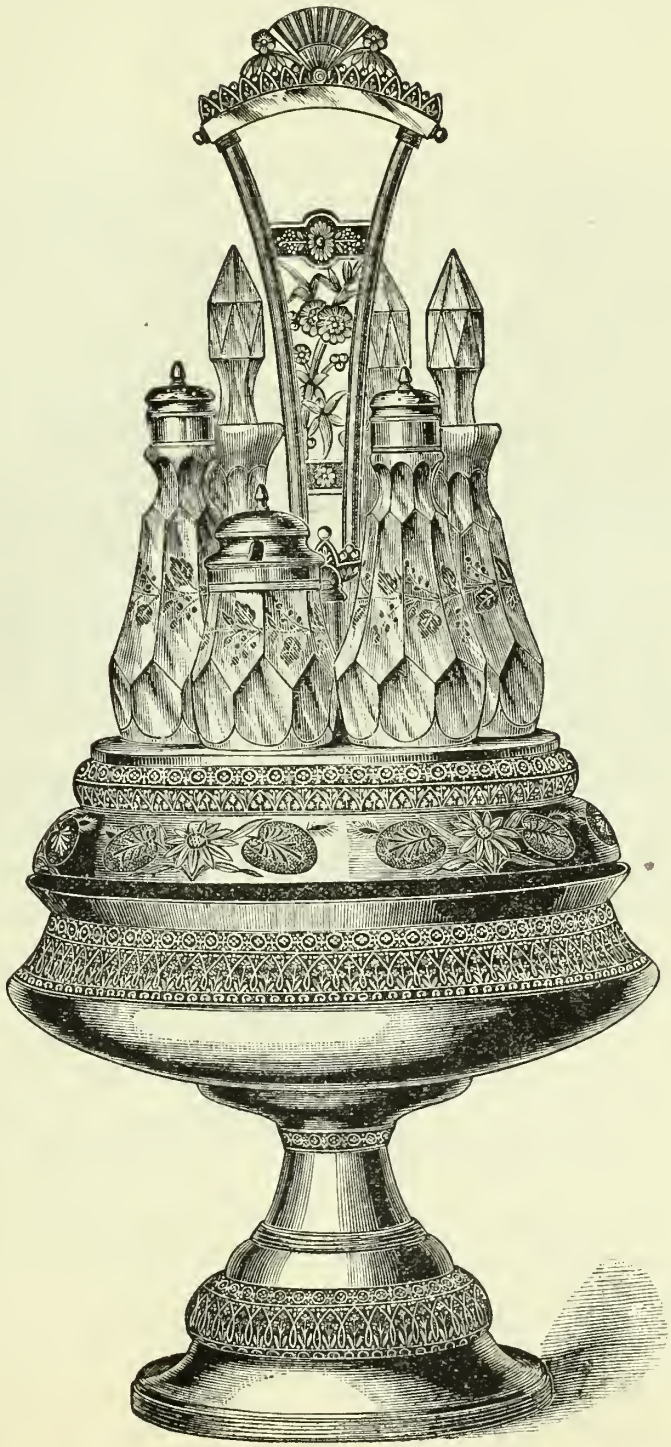
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Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

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WM. ROGERS,
Wallingford, Conn.

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FACTORIES: WALLINGFORD, CONN., U.S. AND MONTREAL, CANADA.

Mowat Bros., general store men, of QuAppelle and Regina, are said to be asking an extension of 2, 4, 6, and 8 months. Their statement shows liabilities of $25,000, and assets $47,000. Doubt is expressed as to their being able to effect this arrangement with creditors, as there are several suits now proceeding against them.

Mr. W. K. McNaught, of the firm of Zimmerman, McNaught, & Lowe, who has been absent in England for the past few months with the Canadian Lacrosse Team, arrived in Toronto last week. He speaks highly of the reception of the Team everywhere, and thinks they accomplished much for Canada as amateur emigration agents. Mr. McNaught says he feels ten years younger as the result of his trip.

The storehouse and two of the mills of the Acadia Powder Company near Halifax were blown up on Friday last, one man being killed and two wounded. In the storehouse was 200 pounds gunpowder. Neither of the two mills destroyed contained much powder, that which caused the explosion being about the floor and clinging to the wooden walls. Had the drying rooms of the works, a short distance away, gone up, three tons of powder would have exploded.

Immigration into Canada is not slow this year, as may be seen by comparing this year's figures with those of last. The aggregate number at 31st July last, reached 72,281, as compared with 59,939 to same date last year. The total arrivals numbered 121,019 as against 114,078 in seven months of 1882. But of these 48,838 persons were passengers through Canada to the United States, a smaller proportion than in the previous year.

Funny.—Deubers and Ladds, both watch case makers, are at it hammer and tongs, and if the public can believe the bulletins each issues weekly about the other, both of them are precious scoundrels, who should be in jail for deceiving an innocent and unsuspecting public.

The probability is that although much of what is alleged by each against the other is untrue, where there is so much smoke there is sure to be some fire smouldering beneath the surface, and if these exposures do no good in making either of them raise the standard of their goods, it may at least have the effect of putting the public on their guard to see that they get goods from reliable houses.

With all their wordy fury, however, we should not be surprised to see these belligerents, when they meet, instead of coming to blows, as they should do, quietly shake and adjourn to some bar contiguous to Maiden Lane and "smile" at each other.

Undervaluation of Goods.—Says a Toronto exchange:—"There has been a flutter amongst the wholesale jewelry trade of the city since the establishment at No. 15 Toronto street of a branch of the firm of Stewart, Dawson & Co., of No. 2 Rancplagh Place, Liverpool. Joseph Bland is the agent here of the Liverpool firm. It has been rumored for some time that the local dealers were being considerably undersold by the new firm, and enquiries began to be set on foot as to how Mr. Bland managed it. As a result of these rumors the custom authorities here have made two seizures of English and Swiss watches and jewelry consigned to Mr. Bland from Liverpool for undervaluation. The first was made on April 9th last, when a package of jewelry invoiced at $571 was seized. Assistant Appraiser Miller valued the goods at $850. On June 30th last, another package invoiced at $633, which the appraiser valued at $950, was seized. Accordingly, an investigation is now in progress at the custom house, which will, it is understood, last a couple of days longer, when the evidence will be forwarded to Ottawa. Several leading wholesale dealers and experts have given testimony. Mr. Booth is represented at the investigation by Mr. Walter Barwick, and Hon. James Patton, collector of the port, is presiding over it." We have since been informed that the custom authorities have decided to add 25 per cent. to the face value of Messrs. Stewart, Dawson & Co's invoice, and make them pay duty on this amount.

How Others Look At It.—The Montreal correspondent of the Toronto *Mail*, referring to the recent jewelry seizures, says:—"The extensive seizures of jewelry alleged to be smuggled in here from the United States and sold by agents to the two establishments owned by Messrs. Eaves is causing a good deal of interest, not only in that department, but in hardware, fancy goods, and other kinds of commerce, in which it is alleged by the Custom officials a vast deal of smuggling has been carried on for some time past. An extensive fancy goods merchant assured your correspondent to-day that those merchants doing a legitimate wholesale importing trade in the city have to compete against agents of American manufactories in Boston and New York, whose travellers surreptitiously brought in goods *via* St. Johns, N. B., and Halifax, as well as Montreal, without paying the duty, or perhaps no more than a small proportion of the duty, to the city Customs authorities. These same importers are charged with having the effrontery to open the goods out in private rooms in hotels here where they offer them at such a price as undersells the importer who not only pays the legitimate revenue, but also an annual tax to the city government for doing business. This kind of illigitimate trade has driven a great many honest merchants out of business here in jewelry, fancy goods, and other departments. It is stated on good authority that disclosures are on the *tapis* regarding how large profits have been made in hardware on which the importers got a larger rebate from the duty than they were entitled to. The Government has been investigating matters, and is said to be in full possession of the *modus operandi* by which these swindles have been successfully perpetrated. Developments of a startling kind are expected shortly."

Why it is.—We have often been asked how it was that small "wholesale dealers," as they grandiloquently term themselves, boasted that they were able to, and in many cases did undersell the regular wholesale houses in the jewelry trade. We have pointed out on more than one occasion that these small dealers do not know any more about the business than their larger competitors, their money is worth no more and consequently they can buy goods no cheaper, and that as a consequence the only way in which they can honestly undersell them is by selling their goods at cost, a thing that no one would ever give them credit for doing. That they often sell at honest dealers' cost, there can be no question, and the only possible explanation is that they either don't intend to pay for their goods or else they smuggle them into Canada. The latter is probably the correct solution of the query. As most of our readers are aware, the Customs' authorities have become more vigilant of late and several of these gentlemen have been brought to book. Amongst others, two firms in Montreal have got into the toils of the law, and the *Montreal Gazette*, in speaking of the affair, remarks, "It was stated a few days ago that the case against the smuggling jewelers would probably be settled on payment of a fine. This has been the case, the amount being $7,000 from W. Eaves, and $3,500 from E. & A. Eaves. The Customs officers received their portion of the fine on Saturday, the Government no doubt finding prompt agents and informers' payment a successful means of preventing smuggling, of which there will probably be very much less for some time to come, those in that line of business having been well scared."

This is a pretty severe lesson, and it is hoped that the parties may profit by it to their own good and that of the rest of the trade. They will look at the old adage, "Honesty is the best policy," in a different light from what they formerly did.

WORKSHOP NOTES.

Hardening Drills.—Drills for goldsmith's use are best hardened in oil or sealing-wax, when strongly heated red-hot.

Silver Solder.—Melt 4¾ parts fine silver, ¼ part copper, and 2½ parts brass under powdered charcoal.

Bending Glass Tubes.—Fill the tube with finely sifted sand, close both ends, and heat it over the flame of a Bunsen burner. It may thus easily be bent, without losing its roundness at the elbow.

—Turquoises which have become green, can in no manner be restored again to their original color. Books and periodicals sometimes contain recipes, such as boiling in wine, milk, etc., but it is all to no purpose.

Verdigris.—Copper, or its alloys, may be cleared of its oxydized spots by the application of spirits of sal ammoniac, wiping with silk paper. If the offensive places do not become cleansed at once, a second application will surely effect it.

Silver Wash.—To quickly silver wash articles of copper or brass, mix 3 parts of chloride of silver, with 20 of cream of tartar, in very fine powder, and 15 of pulverized table salt. Add sufficient water, and bray the mixture until it becomes a paste, which rub with a piece of blotting.

To Clean Rusted Steel.—The *Chemiker Ztg.* says that rusted steel can be perfectly cleaned by hard brushing with 30 gr. cyanide of potash, 30 gr. castile soap, 60 gr. pulverized

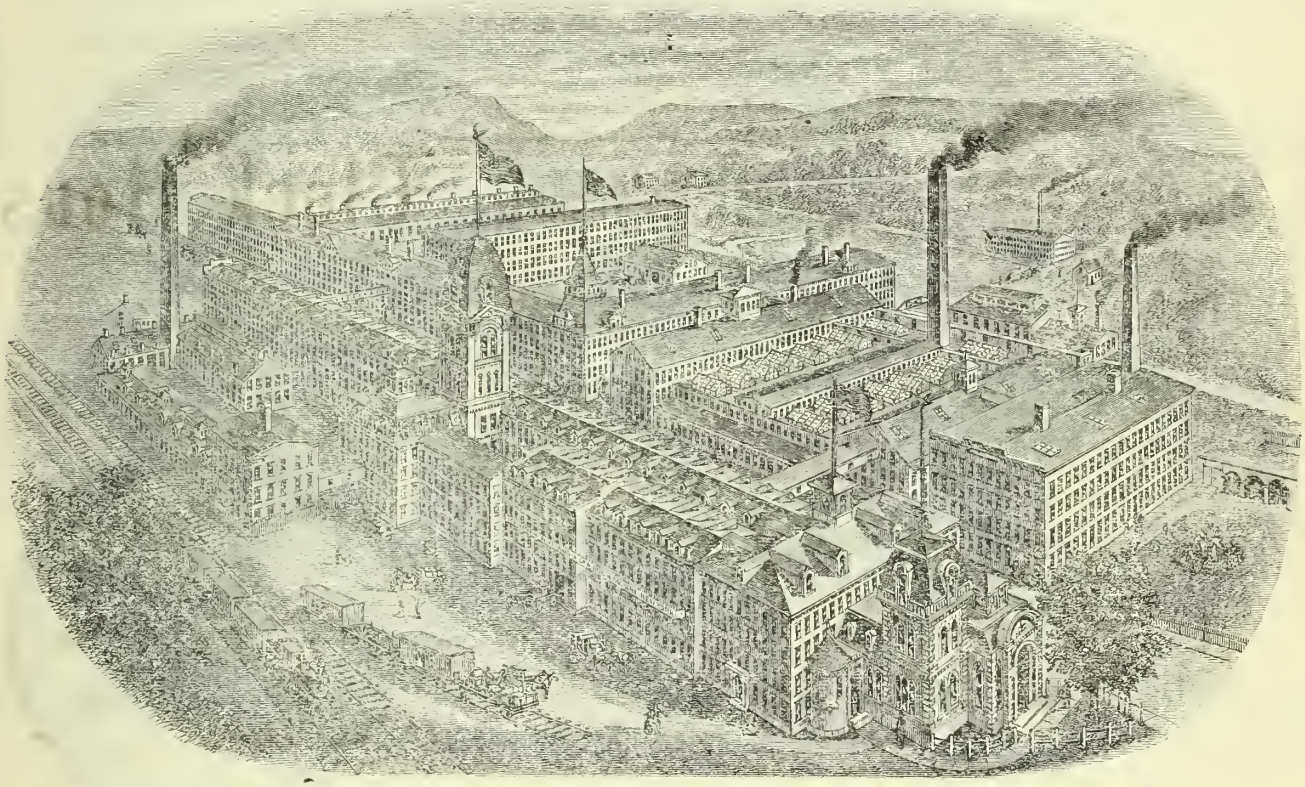
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The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

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WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

and washed chalk, and water sufficient to make a dough; care, however, should be used in its application.

CLEANING SILVER.—The simplest and quickest agent for cleaning silverware is the hyposulphate of soda. It operates rapidly, is cheap, and has not yet been proposed for this purpose. A rag or brush, moistened with a saturated solution of this salt, quickly cleans heavily oxydized silver surfaces in a few minutes.

TRANSPARENT SIGNS.—To heighten the effect of the sign of a firm, a sign maker in Hamburg places colored or white glass splinters between two glass plates covered from within with a covered coating, except the necessary letters and figures, and the penetrating rays of light shine through the splinters and break into all the prismatic hues.

ARGUZOID.—This is the name of a new alloy coming from Glasgow. It is said to be far whiter than nickel plating, and can hardly be distinguished by the color from silver. Although 50 per cent. dearer than brass, articles made of it are cheaper than those plated or galvanized with nickel. The resistance to pressure of this alloy ranks immediately after silver, resisting 16 tons, while brass bears 10, and phosphor bronze about 14 tons. It stands equal to brass in ductility. The virtues of its resistance to temperature are at present under trial.

GALVANIC GILDING.—Phosphate of soda, 60 parts; bi-sulphate of soda, 10, cyanide of potash, 1; chloride of gold, 2.5; distilled water 1,000. The water must be divided into three parts: 1st part, 700 parts, in which the phosphate of soda is dissolved; 2nd part. 150 parts, for dissolving the chloride of gold; 3rd part, 150 parts, for dissolving the bi-sulphate of soda and cyanide of potash. The first two solutions are little by little mixed together, and the last is then added. For this gilding, to be heated to 40 to 55° R., use a platinum anode, and add fresh portions of the salts of gold when the solution is exhausted.

SCIENCE NOTES.

DURING the first four days that the Parcel Post was in operation nearly thirty thousand parcels were delivered in London in number collected in the metropolis during the same period amounting to about seventy thousand. The deliveries on the second day showed an increase of six thousand packages on the first day. Great satisfaction has been expressed as to the general working of the new service. The average weight of the packages forwarded for transmission has been about three pounds.

IT is a wonderful fact that shipping, as old as civilization and once the great carrier of the world's commerce, has been far outstripped in its capitalized value by the railroad, an institution but little more than fifty years old. The value of British shipping is $1,000,000,000; value of British railroads, $3,700,000,000; value of American railways, $6,300,000,000. Great Britain herself, the queen of marine commerce, finds her railroad investment to treble that in shipping, while the American railroad plant nearly doubles in value that of the Mother Country.

IVORY is growing dearer by reason its of scarcity; the stock in the market is very low. Sheffield ivory has advanced from £1 to £4 per hundred weight, and a rise in the price of ivory handles is in contemplation. The cholera epidemic in Egypt has greatly interfered with the sale of African ivory, and it is very probable there will be no supply from Egypt this year. At the ivory sales in London, last week in July, 120 tons were offered, and all with the exception of about five tons, was bought at considerably advanced prices.

A BRITISH Treasury minute as to the reduction of charges for telegrams states that the sixpenny telegram is to be introduced on October 1, 1884. The necessary preliminary expenses of the measure are expected to amount to half a million sterling, of which 200,000 or $1,000,000 will be expended in the current financial year. The receipts for the first year of the experiment, 1884-5, are estimated to fall short of the revenue by about £200,000. The supplementary estimate issued on the 4th inst., shows that a further sum of £339,456 is required by the British Post Office during the present financial year for working the parcels post.

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WATCHMAKER—young man competent to do repairing for the trade, and assist in jewelry department. Apply with references as to character and ability to

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It is full of original information and thorough practical instruction contributed by the leading writers on the various subjects connected with the above trades. The text is well illustrated by wood-cuts, and two supplements of artistic designs for jewellery, etc. accompany each number.

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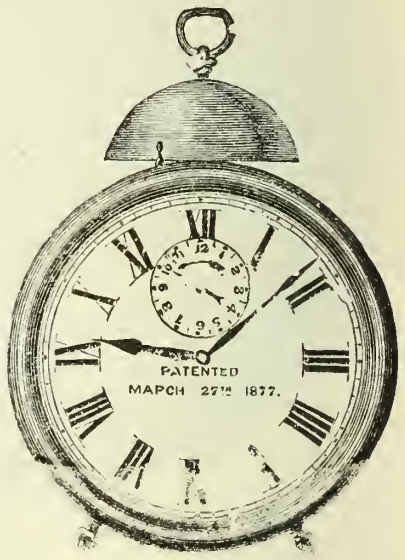
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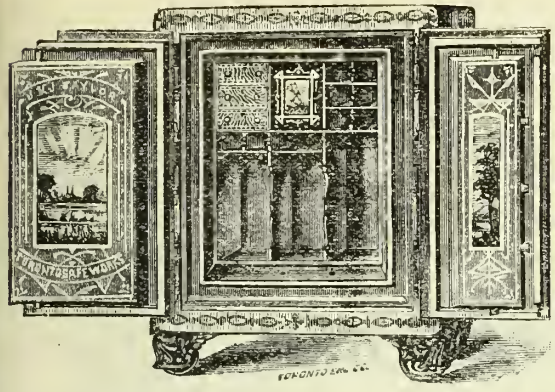
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I thank my many friends for their kind patronage in the past, and solicit a continuance of the same.

I have just returned from the eastern States and have imported a large stock of Walnut and Nickel Clocks, which I will sell at prices that defy competition. Also receiving daily Jewelry of all kinds. Roll Plate Chains a specialty. Large stock of Swiss Watches in Gold, Silver and Nickel Cases, key and stem winders. The best value in Whitby Jet Goods, such as Bracelets, Necklets, Sets Earrings, etc., which I will cut low prices to the Trade only.

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Our MR. ANDERSON has just returned from the European Markets, where, on account of the very depressed state of trade in England and Switzerland he has been able to secure for **CASH** some very special bargains in the following goods :—

COLORED GOLD SETS, LACE PINS, DROPS—entirely new styles, GOLD LOCKETS with and without Settings, extra fine line GEM RINGS, DIAMOND RINGS, special cheap lines BLACK AND RED GARNET GOODS, large variety new styles SILVER GOODS, Sets, Bangles, Necklets, Lockets, Alberts, Name Brooches, Drops and Thimbles. As Silver Goods are worn more than ever this season, we have selected some extra TASTY GOODS.

SWISS WATCHES—Gold and Silver, large assortment IMITATION AMERICAN MOVEMENTS—equal in finish to genuine.

A. C. ANDERSON & CO., - - HAMILTON, ONT.

Zimmerman, McNaught & Lowe

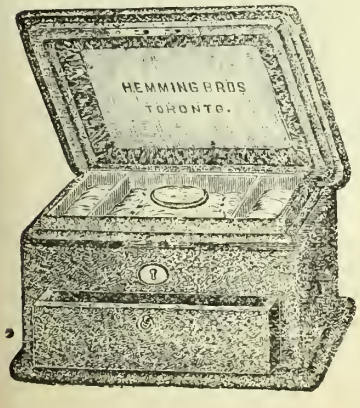
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THE BEST COLD-STIFFENED CASE MANUFACTURED. BOTH IN KEY & STEM-WINDERS.

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HEMMING BROS.,

MANUFACTURERS OF

PLUSH, VELVET,

SATIN & MOROCCO CASES & TRAYS

Of every description for Jewelry, Silverware, &c.,

52 ADELAIDE STREET EAST,

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TORONTO.



ZIMMERMAN, McNAUGHT & LOWE,

WHOLESALE AND MANUFACTURING JEWELER ,

16 Wellington Street East, - Toronto, Ont.

Having been appointed Sole Wholesale Agents in Canada for J. F. FRADLEY & CO., we have now in stock a full line of their Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

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ENGRAVER,

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Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

"THE TRADER" is Printed by
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All Descriptions of Job Work promptly and properly executed.

T. WHITE & SON,

Manufacturing Jewellers, Gold and Silver Platers, and

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Canadian Agates, Amethysts, &c.,

polished and Mounted for the trade. Store keepers in town and country will find all work good at moderate prices.

N. B.—Always on hand a stock of

Stones, Imitations, Locket Glasses, &c.

Unsurpassed in the Dominion.

MARBLE CLOCKS !

We have just received direct from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS, which we are prepared to offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call and see them.

Zimmerman, McNaught & Lowe.

THE TRADER.

TORONTO, ONT., OCT., 1883.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

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Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

IMPORTANT TO IMPORTERS.

The customs department of Canada have recently seen fit to put in force Sec. 81 of the Customs Act of last session in regard to the certifying of invoices. This section reads as follows :

"No entry shall be deemed perfect "unless a sufficient invoice of the "goods to be entered *duly certified in* "*writing thereon as correct* by the "person, firm, or corporation from "whom the said goods were pur- "chased has been produced to the "collector and duly attested as re- "quired by this Act."

In other words, unless the foreign exporter certifies over his own signature at the bottom of each invoice as to the correctness of the goods shipped by him, his customer, the Canadian Importer, will find it impossible to get them out of bond and into his warehouse. Although this may seem a very irritating regulation to importers, it is simplicity itself compared with the American system, which not only requires verification as above but the costly addition of Consul's certificates.

We have taken the trouble to interview the customs authorities in reference to this regulation, and they assure us that all that is necessary to carry it out is simply for the shipper to write on the bottom of *every* invoice the words "CERTIFIED CORRECT," and sign their name immediately below it.

It would be well if exporters would make a note of this ; it will save their customers a great deal of delay and annoyance in getting goods through the customs, as we understand that in future no invoices will be accepted for this purpose unless vouched for as above.

THE GREAT FAIR.

The fifth exhibition of the Toronto Industrial Exhibition Association, has been more than ordinarily satisfactory, and the management are to be congratulated upon the great success it has achieved. We are glad to know that the receipts were nearly five thousand dollars more than last year, which fact will enable the Directors to carry out in a satisfactory manner many needed improvements.

The weather during the two weeks of the continuance of the Fair was all that could be desired, and as a consequence the city was filled to overflowing. Indeed, outside of Montreal, we doubt whether any other Canadian city could have afforded accommodation to such a swarm of sight seekers ; as it was, Toronto's hotels were taxed to their utmost capacity. As shewing the character of the Exhibition, which is becoming more cosmopolitan every year, we may say that not only did the outlying provinces of the Dominion furnish their quota of visitors, but several thousand citizens of the United States thought it worth their while to come over and inspect it.

Of the Exhibition itself we have scarcely space to speak in detail, but in our opinion it certainly surpassed anything of the kind ever held in Canada.

As shewing the progress the Dominion is making in manufactured products, it was well worth a visit, and we have no doubt every true Canadian must have felt a pride in knowing that in the line of goods thus shewn Canada is fully abreast of any country in the world. In horses, cattle and other live stock, the entries were unusually numerous and the exhibit very fine. Taking it together it was a grand show and well deserving of the liberal patronage it received from all classes of the community. The citizens of Toronto should feel proud of its record, and do all they possibly can to help the management in making it even a greater success in future.

THE NEW WATCH DEAL.

The new venture of the "Globe Printing Company" in giving away cheap nickel stem winding watches with each copy of their paper to new subscribers, is worthy of more than a passing mention, inasmuch as it has excited no small amount of banter from others in the same line of business, and provoked a feeling of hostility towards it amongst watchdealers, many of whom have hitherto been numbered amongst its warmest friends. Of course, while *The Globe* has a perfect right to do business in any fashion it chooses, there are certain methods which are so far out of the common rut, as to make them peculiar, to say the very least. The ostensible giving away of a fine stem winding watch with every copy of their paper, at the first blush, seems to be more than liberal, in fact it savors more of the philanthropic than the hard hearted business policy of this utilitarian age. On closer examination however, we find in the words of the poet, "things are not what they seem," and instead of being conceived by a liberal heart bent on sacrificing its wealth in the attempt to provide the great unwashed at once with reliable time pieces and moral reading matter, it is really an ordinary outgrowth of the business sharpness of the present age, the only difference being that the sublimity of its cheek is so paralysing as almost to make the sceptic feel ashamed of having for a single moment doubted the good intentions of so honorable and philanthropic a company. The fact of the matter is, however, and to put it in plain English, the whole thing is an imposition of the most transparent kind, and people might as well expect *The Globe* Printing Company to sell them dollars for fifty cents as to furnish the paper for $3.50, and throw a good timekeeper into the bargain. Boiled down, the transaction would stand something like this : *Weekly Globe* for one year, $1.50 ; one nickel stem winding watch, $2.00—Total $3.50. In other words the subscriber pays regular cash price in advance for his paper, and $2.00 in excess, for which $2.00 he gets a watch that will be sure to go when he carries it and worth probably the money paid for it as a toy to amuse the baby, who can use it for a saw mill or anything else that its childish fancy may suggest. Practical time-keeping qualities, it has none, and for a man's own use, except as

ballast for his watch chain, is entirely worthless. So much for the true inwardness of *The Globe's* great offer.

As far as the watchmaking trade is concerned we think they have no great cause for alarm in this new departure of *The Globe* people. We don't think it is going to hurt their trade much, if any, while the crusade lasts, and we are strongly of the opinion that it will do the trade good in the long run. It seems to us that *The Globe* people are doing a kind of pioneer work in educating the people up to the necessity of a time keeper of some kind, and any person who has worn one of their patent watches for a few months and had a fair taste of its quality will very soon become a good customer to some regular dealer for a real watch that will not only go when carried but keep reliable time.

If it accomplishes this, and this is about the size of what it will accomplish, we think *The Globe* will not have prosecuted its watch crusade in vain, and in educating the people as to the necessity of having a reliable time keeper it will have its reward.

In conclusion, we may say that we have no sympathy with those people who have attempted to belittle this great social reformation of "The Globe Printing Company." Virtue is its own reward, and bearing this in mind we would advise them to continue on in their elevating task—their reward is sure.

FREE TRADE.

The sentiments uttered by the Hon. Alex. Mackenzie in his recent speech before the Greenock Board of Trade, Scotland, have evoked a considerable amount of discussion in this country. Of course the party press each criticizes it from their own standpoint, and it is either good or bad according to the politics of the paper critizing it. Apart altogether from politics, there is much in Mr. Mackenzie's speech that is calculated to do good to Canada, and raise it in the estimation of those who are at present or may in the near future be looking across the sea for a favourable spot in which to locate. To all such, it contains many truths that will go far in making them view Canada in a more favourable light than they have probably heretofore done, and we shall look for good to result from it in this direction.

We think, however, it was unfortunate that Mr. Mackenzie should have touched upon the question of free trade as against protection at all, seeing that his audience, however loyal they may have been to Great Britain, could after all only view this question, which is really none of their business, in the sight of their own interests. Their interest is, as a general thing, opposed to the progress of Canadian manufactures, and it is no wonder that the free trade sentiments uttered by our ex-premier should have been received by them as marks of warm approval. If Mr. Mackenzie's speech is to do any good for Canada at all it must be because it is instrumental in influencing emigrants to come to this country in preference to going elsewhere. If it does not have any effect in this way, it will have been simply as "a sounding brass or tinkling symbol," pleasant perhaps, but useless. If it should have the effect, however, which we trust it will, of inducing Scotchmen to come to Canada, we are strongly of the opinion that if there are any manufacturers amongst them that they will change their trade creed before they are here many years. Trade is selfish, and what is sound doctrine in England, may be rank heresy in some other part of the world. Thus while Britain advocates free trade, it is simply because that system is best adopted to further her own interests. The country is one huge workshop, and her facilities for manufacture are so great that she can produce many lines of goods cheaper than any other nation in the world. With Canada it is the reverse ; free trade to us means simply that we may close the bulk of our manufactories and become mere hewers of wood and drawers of water to Great Britain, the United States, and any other country that is more favourably situated for manufacturing than we are. We do not think our people will care to do this, and although free trade such as Great Britain enjoys is entirely out of the question with us, even the revenue tariff of anti-protection days is looked upon by our manufacturers and the bulk of our people, as being unsuited to the requirements of a country so peculiarly situated as ours is. Of course Mr. Mackenzie has a perfect right to express his own sentiments upon any such occasion as the Greenock speech, but we think as a matter of policy and in the best interest of Canada, such subjects should be left severely alone. The result of their introduction is simply to give the Conservative press an opportunity of going for him, and has the effect of weakening the force of the many excellent things which form the bulk of the speech. Politics are all right in their place, but politics and emigration don't mix well, and British manufacturers generally care a great deal more for our trade than our politics.

Selected Matter.

THE SEVEN METALS OF THE ANCIENTS.

The ancients had a knowledge of seven metals, viz., gold, silver, copper, tin, iron, lead, and mercury (or quicksilver). They were each sacred to some ruling deity. Homer has mentioned all these except mercury. Mercury was common in the century next before the Christian era. Gold, indestructible, malleable, the richest in color, in its lustre, and its property of not being altered or even affected by the air, has been known from the remotest times. It is the Sol or sun of the all chemists, who represented it by the circle, the emblem of perfection. There are drawings of gold washings on Egyptian tombs as early as 2,500 years before the Christian era, and fine gold wire was made into ornaments—often found on mummies—by the Egyptians 3,500 years ago. It was coined into the heavy *daries* of Persia, and woven into delicate threads that enlivened the flowered stuffs of Babylon. In the earliest days of Greece gold existed in great abundance in the Levant. Crœsus, B. C. 560, coined the golden *stater*, and about B. C. 207, gold coins were first struck off at Rome and were denominated *aurel*. Copper came into use next after silver and before iron. It was called Venus by the ancients, who gave it the symbol of that planet. The age of copper followed the stone age. Homer wrote in the copper age. His famous shield of Achilles is made of gold, silver, and copper, a small quantity of tin being put in to harden it. The shield is itself a proof of the art of design, and the working in metals having attained a very high degree of perfection among the Greeks at a period believed to have been B.C. 962. In a mine near Lake Superior there was found, in 1858, a mass of copper forty-eight feet long, twenty feet

high, and calculated to contain 150 tons. Brass, which has often been confounded by ancients with copper, is merely an alloy made by mixing one-third of zinc with two thirds of copper. Brass was made by the ancients without discovering zinc. Iron, the most important of metals, came into common use long after copper was well-known. It was regarded by the ancients as a symbol of war, and received the name of Mars, the god of arms. Homer mentions a mass of iron as one of the prizes at the funeral games given by Achilles in honor of Patrocius :—

Then buried the hero, thundering on the ground
A mass of iron, an enormous round,
Whose weight and size the circling Greeks admire,
Rude from the furnace, and but shaped by fire.

In 1537 B. C. the Lacedemonians coined iron into money. At Babylon the huge stones of the bridges were held together by bands of iron fixed in places by molten lead. Thucydides tells us that the walls of Pireus were fastened in the same way. In preparing the stone for building the Pyrimids iron was used, Herodotos affirms ; and Iron must have been employed in engraving the beautiful old gems which now are so valuable. The Ninevites made tools of iron, the ancient Britons made spears and lances of it, and the Romans, during their occupation of Britain, smelted iron to a considerable extent. The iron mines of Elba are said to have been worked from the time of Alexander the Great ; and Pliny speaks of this region as "inexhaustible in its iron." The mines of Arragon and New Castile in Spain are supposed to have been worked from the times of the late Jewish kings, successively by the Tyrians, the Carthaginians, and the Romans. Through all the nations of high antiquity iron is mentioned almost always in a way that shows it to have been a partially common but always highly esteemed metal. Indeed, from the difficulty of working it with the primitive means at the command of men just emerged from barbarism, it was held at a high price. Only 153 years ago, Batachoff, in Russia, bartered iron for an equal weight of copper coin. Lead, a blueish-grey metal, was known to the Egyptians at an early date, and is mentioned by Homer; it was used in Rome in pipes to convey water, and in thin sheets for roofing purposes. The powder (cyrussa) used by the Athenian ladies to tint their complexion, was our white lead. Lead owes its usefulness in the metallic state chiefly to its softness and fusibility. In ancient times tin was scarce, and the chief supply was from India, Spain, and the celebrated mines of Cornwall, England, which have been worked uninterruptedly from the earliest historic periods. Tin was used by the Egyptians nearly 4,000 years ago.—*Ex.*

FOES OF THE TELEGRAPH.

If you will kick or pound on a telegraph pole or place your ear against one on a windy day what will the noise remind you of ? A hive of bees ? Precisely. So it does the bears in Norway. Bears are passionately fond of honey, and when in one of the wind districts bruin hears the humming of the wires he follows the sound to the post where it is loudest and begins to tear away the stones heaped round the poles in rocky soil to steady them, in order to get at the hive which he imagines to be there. In his disappointment and disgust he usually leaves savage marks of his claws in the wood. Nor is he the only victim of the wires. In the electric exhibition at Paris, they show the top of a thick pine telegraph pole, through which a woodpecker has drilled a hole several inches in diameter. The bird had apparently perched on the pole and taking the humming of the wires for the buzzing of a nest of insects in the wood, and had set himself manfully—or birdfully—to dig them out. Wolves will not stay in Norway where a telegraph line has been built. It was formerly the custom to protect farms by planting poles around them strung with cords, something like rabbit snares, and gradually the wolves came to respect these precautions so that a line stretched across the neck of the peninsula would protect the whole district. The wolves take the telegraph for a new and improved snare, and promptly leave the country when a line is built. On our own treeless plains the buffalo hails the telegraph pole as an ingenious contrivance for his own benefit. Like all cattle, he delights in scratching himself, and he goes through the performance so energetically that he knocks down the post. An early builder of telegraph lines undertood to protect the posts by inserting brad-awls into the wood, but the thick skinned buffalo found the brad-awls an improvement, as affording him a new sensation, and scratched down more poles than ever. In Sumatra the elephants are systematically opposed to telegraph lines, and at least twenty times a year make raids on them. In May, 1876, the elephants tore down the poles for a distance of several furlongs and hid the wires and insulators in the cane jungle, and for three nights in succession they repeated the performance as regularly as the repairers rebuilt the line during the day. The monkeys and apes are about as formidable enemies, as they use the wires for swings and trapeze and carry off the glass insulators as valuable prizes ; then, when the repairer goes to correct the mischief, he may be pounced upon by a tiger or driven up the post by a mad buffalo. In Japan the special enemies of the telegraph are the spiders, which grow to an immense size and avail themselves of the wires as excellent framework for their webs. So thick are the cords the Japanese spiders spin that often, especially when they are covered with dew, they serve to connect the wires with each other on the ground, and so stop them from working. In the sea the wires are not any safer, as a small worm has developed itself since cables came into fashion which bores its way through iron wire and gutta-percha, lets in the water and so destroys a line worth millions of dollars. When a great storm comes on in the centre of the ocean, and the cable breaks while it is being laid, or threatens to break, no one is alarmed. They fasten the cable to a buoy and come back afterward and pick it up ; or if it is at the bottom of the sea they drop a dredge, with a mile or so of rope, and fish out the precious thread, as large as one of your fingers, almost as easy as you would fish up a penny from the bottom of a tub of water with the tongs. But the little worm, no bigger than a needle, is more formidable than the elements or the hurricane.—*Ex.*

THE WATCH RACKET.

From the Hamilton Spectator.

The Toronto *Globe* Printing Company makes announcement that it has gone into the intellectual and exhilarating business of peddling nickel watches. In order to facilitate the business the company has erected a tent on the exhibition grounds, where the watches and the *Weekly Globe* will compete with circus lemonade and fat women for popular favour. The cases will be elegantly illustrated with wood-cut engravings,

wholly regardless of cost, and every separate and individual watch will be warranted to go as long as anyone will carry it. Each implement will be provided with a patent safety-valve and stem-winding attachment guaranteed to make the hands go round so long as anybody grinds at the crank. The whole business to be shipped to any address in Canada or the United States postage paid, and insured against fire, pirates, and death from old age while in transit; and the price is fixed at the ridiculous low sum of $3.50, while the *Weekly Globe* for fifteen months will be thrown in as an inducement. In the language of the advertisement, this is "a liberal and magnificent offer."

With one of these watches in his pocket every consistent Reformer will be able to rise as soon as he wakes in the morning, grease his boots, and polish up the watch-case with a little brickdust and tallow till it shines like Mr. Mowat's countenance or Major Walker's reputation. He can then go out and regulate the rising of the sun. When he goes fishing he can use the watch for an anchor; and when he is disposed to be extravagant, it will be a silent monitor of the value of cash payments by reminding him that there is "no trick here." It will incline him to turn his thoughts to the things of eternity, because it will resolutely refuse to take any note of time. It will be warranted to make its owner a free trader because he will freely trade it for a jack-knife or a mess of string beans. It will firmly convince him that the Tories will never get into power in Ontario, because he will mentally associate the watch with Mr. Mowat; and he will never have any difficulty in persuading himself that the watch will not go.

It is difficult to learn from the advertisement whether a watch is to be given as a bribe to induce people to read the *Globe*, or whether the *Globe* is to be thrown in as an inducement to buy a watch. The two are fitly associated. The *Globe* is just the paper one would expect to find in company with a $3.50 watch. The people who would put faith in a $3.50 watch are just those who would be apt to believe a *Globe* editoral. No doubt the watch peddling business will be successful, because the man who could be bribed to read the *Globe* can no doubt be caught by the offer of a $3.50 watch as well as by something of commercial value. It would be gratifying to see the man. He who could sit with the *Weekly Globe* in one hand and the *Globe's* pewter watch in the other, all for the modest sum of $3.50, and have his picture taken in the attitude of one resolved to defend Ontario's rights to the last gasp, would be a man whose photograph we should like to have —not for its intrinsic worth, but as a reminder that simple trust and guileless innocence have not yet perished from the earth.

GEMS AS CURES.

A writer in one of the English magazines says: In both the Greek and Roman writers there are endless references to the curative power of precious stones. From many of the allusions it appears that the dictates of fashion here, as everywhere else, had much influence over the prevailing belief in the virtue of particular stones, now one and now another being held up as specially efficacious for the cure of certain diseases. Thus, while the "Crystals" and the "Adamas" stood for a long time among the Greeks at the head of the medicinal agents, that position was afterward assumed by the "Sardius," or the Oriental carnelian. "No other stone," records Pliny, "was so great a favorite with the Greeks as this, and the plays of Menander and Philemon abound in allusions to it." The cause of this favoritism lay probably in the facility with which the carnelian could be cut by the engraver, the dull red flesh-colored stone offering by itself no other attractions. Such engraved stones, either in the form of intaglois or of cameos, constitute to some extent an epoch in the history of gems, as it modified the original idea of stones being possessed of inherent virtues. To this came now to be added the conception that these powers might be raised or changed by pictures and inscriptions from the hand of the engraver.

The current of ideas that led to the engraving on precious stones is very clearly sketched out by Camillo Lionardo, an Italian writer of the fifteenth century, himself a firm believer in the power of "charms" and "amulets." Taking up the argument that the ancient Greeks and Romans, following in the footsteps of the Egyptians and Persians, were perfectly reasonable in attaching value to engraved stones, Lionardo goes on to say: "All things in nature have a certain form, and are subject to certain influences. So, also, precious stones, being natural productions, have a prescribed form, and as such are subject to the universal influence of the planets. Hence, if these stones be engraved by a skillful person, under some particular influence, they receive a special virtue, as if they had been endowed with additional power by that engraving. And should it happen that the power intended by the engraving be the same as that of the natural quality of the stone, its particular virtue will be doubled, and thereby its efficacy greatly augmented."

SELLING THE JEWELS.

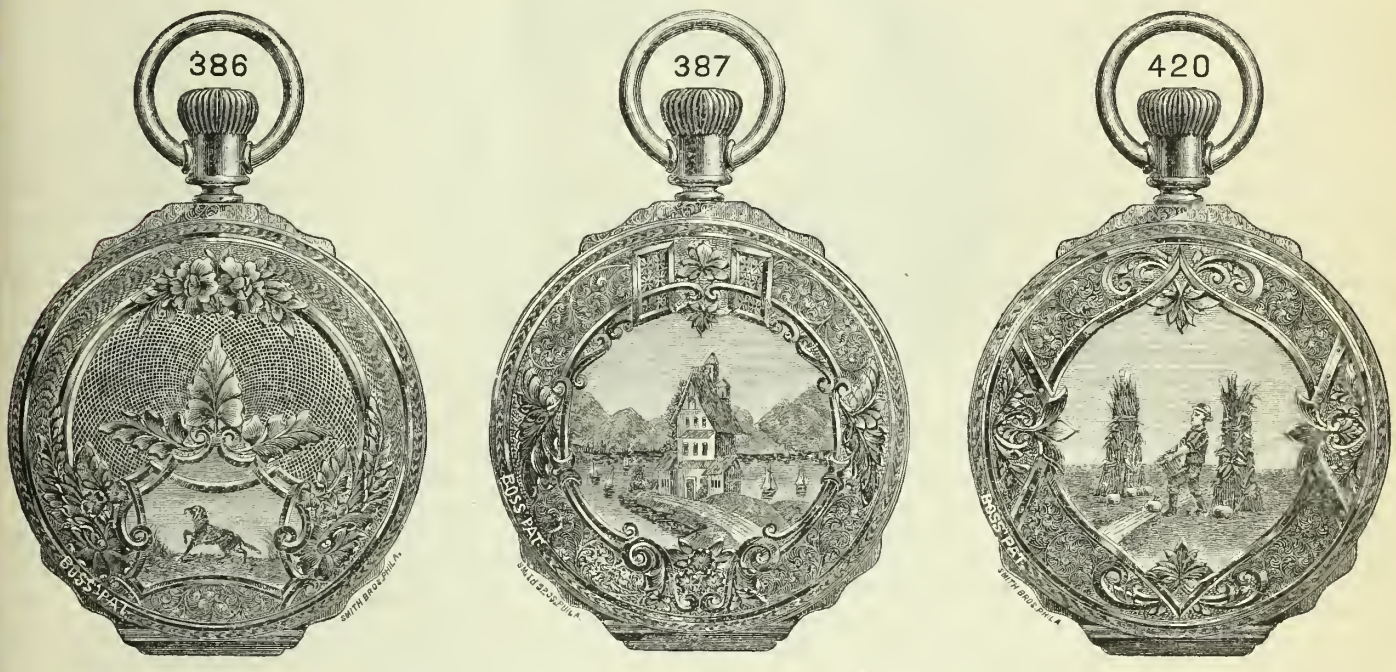
The Plantegenets were very rough-and-ready financiers. When Richard I. took it into his head to try conclusions with Saladin, he raised the needful by turning the crown manors and the fortresses of Roxburg and Berwick into hard cash, selling offices of trust to the best bidders, and did not hesitate to avow that he would dispose of London itself if a purchaser was forthcoming. Strangely enough, Cœur de Lion never seems to have thought of doing the same by his crown jewels. Henry III. was the first English monarch who had recourse to that undignified expedient. The idea, indeed, did not originate with him; for it is recorded that when some person or persons unknown suggested the replenishing of the royal coffers by selling the crown plate and jewelry the King hinted a doubt as to the likelihood of finding purchasers, and being assured that the citizens of London would gladly accommodate him. Henry exclaimed: "On my word, if the treasury of Augustus were brought to sale, the citizens are able to be the purchasers. These clowns, who assume to themselves the name of Barons, abound in everything, while we are reduced to necessities!" Notwithstanding his indignation, Henry, like other men in his predictment, was willing enough to deal with the full-pursed ones he abused, and so, in 1248, he sold the citizens of London all the plate and jewelry he had already mortgaged to the merchants of France. The relief afforded was, however, only a temporary one, for seven years later we find him demanding 8,000 marks of the Jews, and answering their remonstrance against the exac-

NEW LINE

—OF—

Jas. Boss' Gold Watch Cases.

THE LOUIS XIV OR BOX JOINT STYLE.



These Cases are engraved in all designs now being used on our regular goods, as well as a special line, particularly adapted to this style of case.

THE BOX JOINTS ARE ALL MADE OF SOLID 14k. GOLD.

The JAS. BOSS GOLD WATCH CASES are unapproached in quality, construction, finish and ornamentation.

THE GOLD USED UPON THEM ASSAYS $14\frac{2}{10}$ KARAT BY U S. MINT ASSAY.

All of the parts most subject to wear are made of SOLID GOLD. They are not gilded to make them look better than they really are, consequently will not change color in a short time, to the annoyance of the dealer and disgust of his customer.

For Sale by all Canadian Jobbers.

tion by pleading that he was a beggar, spoiled and stripped of all his revenues, without a farthing wherewith to keep himself, and therefore must have money from any hand and by any means.—*All the Year Round.*

A LUCKY FIND.

In 1847 Godfrey Luther and his son were engaged in gold mining on Wilson's branch, in what is now Wilson's district in this country. Their appliances were of the rudest kind, consisting of sluice and rifle boxes and the traditional miner's pan. On one occasion, Col. John E. Redwine, then a lad of about 16, was sent by his father to Mr. Luther's works to see him about some business matter. While there the elder Luther and some other gentlemen walked off some little distance, and he continued in conversation with the young man, who was "panning out" some earth and showing Redwine the gold. In one pan he noticed an exceedingly beautiful pebble, and called Mr. Redwine's attention to it, and while they were admiring it the other gentleman returned, and they also noticed its beauty. The gentlemen, without any idea of its value, remarked to the boy, "I'll give you a dime for it." "All right," said he, and accepted it gladly. Some time afterward the gentleman was in Gainesville and showed the stone to Dr. Daniel. That gentleman believed it to be a diamond, but finally paid the gentleman $30 for it and took the stone He sent it to London, there being at that time no diamond cutters in the United States, where experts pronounced it a diamond of the first water, and he received for it $300. It was afterward rumoured that it sold for a much larger sum than this, but nothing is known positively of its history beyond its sale in London.—*Gainesville (Ga) Eagle.*

MINUTE WORKMANSHIP.

The Salem Museum, Massachusetts, has in its possession a cherry stone containing one dozen silver spoons. The stone is of the ordinary size, the spoons being so small that their shape and finish can be distinguished only by the microscope. This is the result of immense labor for no decidedly useful purpose, and there are numbers of other objects in existence the value of which may be said to be quiet as indifferent. Thus, Dr. Oliver gives an account of a cherry stone on which were carved 124 heads, so distinctly that the naked eye could distinguish those belonging to popes and kings by there miters and crowns. A Nuremberg top maker inclosed in a cherry stone which was exhibited at the French Crystal Palace, a plan of Sebastopol, a railway station, and the "Messiah" of Klopstock. Pliny, too, mentions the fact that Homer's Iliad, with its 15,000 verses, was written in so small a space as to be contained in a nutshell. The greatest curiosity of all, however, was a copy of the Bible written by one Peter Bales, a chancery clerk, in so small a book that it could be inclosed within the shell of an English walnut.—*Ex.*

PEARL SHELLS.

The *Central Anzieger* contains the following item from Adorf, the chief seat of the German mother-of-pearl industry:

Our mother-of-pearl industry, principally engaged in the manufacture of *articles de luxe*, generally are received only after New Year; but this time our workmen were busily engaged. Orders from America have again been received plentifully, and give rise to the hope that work will be abundant. We must remark about the source of supply of the crude shells, that until now Liverpool supplied all demands, being the centre of shell seekers. But according to an item in an American newspaper, America again enters into competition with England. The steamer *Burswell* sailed at the end of last year to Havre, loaded, among other things, with thirty-six hogsheads of pearl shells, which were sent to a manufacturer at Paris. Should they turn out to be good, America will soon be able to send more. In the factories at Adorf, the American sweet-water shell *Cassia*, has been used already, but it is said that the aforesaid vessel transported a new sea shell, found on the southern coast of California, and took them as samples to be tested. That also very valuable finds of shells may be made, is shown by the circumstances that, in 1827, a Paris professor paid the sum of 6,000 francs for a *Spondylus regulus*, and that a few years ago in London, a very handsome shell, without pearl, was sold at auction at 1,200 francs. Should America seriously enter the market as shell furnisher, the crude material will at least not become dearer.

ENGLISH AND AMERICAN BRAIN AND HAND WORK.

In the September number of the *Atlantic Monthly*, Mr. Richard Grant White has given a very gracefully written and interesting account of a visit to Oxford and Cambridge and of what he saw there.

He says: "Nothing impressed me more constantly and more pleasantly in England than the absence of 'drive.' Everybody seemed to take life easily; nobody seemed to be very hard worked, and yet the amount of effective work of all kinds done in England, whether with hand or head, is very much greater than that which is done in America."

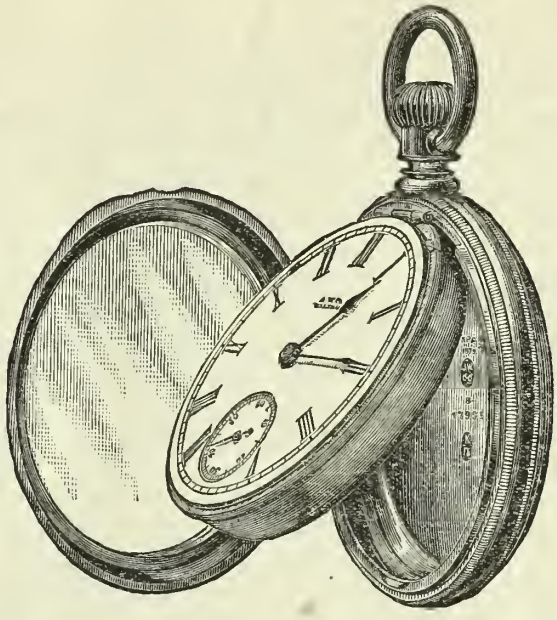
The implication is that in this country people work in a hurry and accomplish less than in England, where they keep cool and go slow. Now, we are prepared to dispute this proposition with reference to hand work and also with reference to head work, except in a peculiar literary field. In philosophy and in the higher walks of literature, England excels America; in scientific thought or in mechanical handiwork, in proportion to the numbers engaged in such pursuits, America outstrips England. It is a noted fact that, with regard to mechanical and manufacturing operations, in proportion to the help employed in our establishments, a far greater amount of production is accomplished than in English establishments, and it is owing to this fact that, notwithstanding the much higher price of labor with us, we have been enabled to enter the markets of the world and successfully compete with England, even in the products in which she has, till within a few years, held a monopoly.

Englishmen coming to this country and entering our machine-shops are astonished at the rapidity with which certain kinds of work are performed. Americans visiting English work-shops are equally astonished at the slowness with which these operations proceed.

The reason why England excels us in the higher walks of literature and philosophy is that a greater number of workers exist there, who are, on account of their wealth, possessed of leisure to persistently pursue any course of study which interests them. Here, nearly every student is obliged to devote more

THE AMERICAN WATCH CO.'S

PATENT DUST-PROOF STEM-WINDER,



—AND—

WHAT AN IOWA JEWELER SAYS OF IT.

(Extract from a letter written by C. S. RAYMOND, Clinton, Iowa, April 29, 1881:)

"I wish you would send me a Spring for the Wm. Ellery Watch. * * * * * 'By the way, this Ellery is a watch I sold to a farmer, in your Screw Bezel Case, last Fall. The first of January he "lost the watch in the woods and found it this week in about one foot of water. It had lain three months and "over in snow and water, with but a slight injury to the watch—only a hair spring."

The above, as will be seen, was a very severe test, and demonstrates that, for a reasonable length of time, during which a watch might be under water, it would receive no injury whatever.

We wish to call attention to the fact, that although we do not guarantee such cases to be absolutely water-tight, many of them are, and nearly all can be made so, with a little care and attention to details, such as thoroughly cementing the glass, etc.

As a Perfectly DUST-PROOF Stem-Winding Watch Case, we challenge the world to produce its equal.

ROBBINS & APPLETON.

SOLE AGENTS.

NEW YORK. BOSTON. CHICAGO

or less time to some occupation by which he can gain a livelihood.—*American Machinist.*

We fully coincide with the above criticism quoted from the *American Machinist*, and remark that so far as the horological jewelry and silverware trades of this country are concerned, while their artizans have lacked almost all of the ordinary means of technical education in their various trades, having no organizations, schools, libraries, or historical past with its "old masters" from which to draw knowledge and inspiration, they entered their own market to find it occupied by experienced and wealthy foreign competitors, while they were absolutely unknown in any other. The "absence of drive," "the taking life easy" among her law-makers and tradesmen, the nursing of pride and prejudice in trade, the catering to the trade of royalty and government "boards" has given to the busy, inventive, persistent Yankee an opportunity to catch the ear, please the eye, and favor the pockets of the general public everywhere. As a result our factories in these trades, and they are many, are busy without exception, and unless England listens to others than such "graceful" and pleasant writers than Mr. Richard Grant White, and provides more wholesome regulations for her tradesmen her manufacturing interests in the lines for which we speak, will remain in the very "unsatisfactory state" in which they are to-day.—*Jewelers' Journal.*

MICA MASKS.

A well known German manufacturer of mica wares, Herr Raphael of Breslau, now makes mica masks for the face, which are quite transparent, very light, and are affected neither by heat nor by acids. They afford good protection to all workmen who are liable to be injured by heat, dust, or noxious vapours, to all workers with fire, metal and glass melters, stonemasons, etc. In all kinds of grinding and polishing work the flying fragments rebound from the arched mica plates of the mask without injuring them. These plates are fixed in a metallic frame, which is well isolated by means of asbetos, so as not to be attacked by heat or acid. These masks allow the turning of the eyes in any direction, and, as against mica spectacles, they afford the advantage of protection to the whole face. In certain cases the neck and shoulders may also be guarded by a sheet of cloth impregnated with fireproof material, or by asbestos sheet, attached to the mask. The interval between the mica and the eyes allows of workmen who have poor eyesight wearing spectacles, and of workers with fire or in melting operations wearing colored glass spectacles under the mask without fear of breakage of the glass, mica being such a bad conductor of heat. Where the mask has to be worn long it is found desirable to add a caoutchouc tube with mouthpiece for admission of fresh air; the tube passes out to the shoulders, where its funnel-shaped end (sometimes holding a moistened sponge) is supported. The mask has a sort of cap attached to it for fixture on the head.—*London Times.*

HOW INDIANS MAKE JEWELRY.

The California sea shell is a regular article of trade among the wild tribes of Indians on the Plains, as well as among the civilized ones. The shells are about one-fifth of an inch in thickness, five or six inches long, and 4 inches broad. They are shaped like a saucer, and the outside is prismatic, the colors often merging into blue, green, pink and gold. Near the edge the shell is very thin and delicate, but hard to break. The Indians saw it into pieces, some round, others square, oblong or pendant, and these they string together by means of wire passed through little holes bored in the pieces. Brass beads are often strung on wires, as a sort of washer, between different parts of the earring, while those suspended on sinews form the pendants. A large brass ring for the ear generally begins a Sioux earring, and to this are hung five or six pendants, made of beads, supported on wire; to these pendants are attached a cross-piece of green hide or wood, then another column of pendants. To these are hung large and small beads, then another cross-piece and next three large wampum beads, beneath which is suspended the piece of shell that gives the earring its value. A shell will make one pair of rings, and it generally costs two robes, or $6. They are something over a foot long, and from three to four inches in breadth at their widest portion. What the ears of the Indians are made of, to withstand such a strain, is a mystery; but pride and vanity tell the story of the savage as well as the more civilized dwellers in the cities and towns.—*Jewelers' Journal.*

FORMATION OF DIAMONDS.

We do not know in which of her laboratories or by what long process of distillation nature forms the glittering grains for which souls and kingdoms have been bartered. "Very seldom it is, and thought a miracle, to meet with a diamond in a vein of gold," says Phil Holland, translating Pliny, "and yet it seemeth as though it should grow nowhere but in gold." That was a curious philosophy, not quite extinct, which supposed itself able to guess where things should grow. In Balzac's novel, "La Recherche de l'Absolu," the same theory survives. The hero is "trying to get the Absolute into a corner" by means of alchemy. He does not quite succeed with the Absolute; but when all his means are exhausted, his crucibles cold, his furnace faded out, his friends find diamonds in the sediment of one of his alchemical messes. Diamonds really were found in gold, or at least in auriferious strata, by gold diggers on the Mudgee, in Australia. In 1829 they were found in the gold washings on the European side of the Ural Mountains. Believers in the old "sympathetic" philosophy would have had that Nature was half consciously putting forth her noblest productive energies and combining her choicest ingredients in these districts. The gold was comparatively her failure, the diamonds (people would have said) her success. And just as alchemists tried to distil out of gold, as the most perfect substance, the elixir of life, so they would naturally have tried to make diamonds out of gold. Not till early in the seventeenth century did people even guess that the diamond was an inflammable substance. "Neither was it known for a long time," says the old translator of Pliny, "what a diamant was, unless it were by some kings and princes, and those but few." As to its combustible qualities, the ancient writer flatly denies them. "Wonderful and menarrable is the hardness of a diamant; besides it hath the nature to conquer the Furie of Fire; nay, you shall never make it hot, do what you can." Yet the members of the Academy of Florence "made it hot" for the diamond in 1694

SUPPLEMENT TO "TRADER"

P. W. ELLIS & CO'S DESIGNS FOR SILVER JEWELLERY

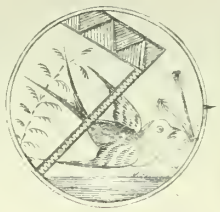
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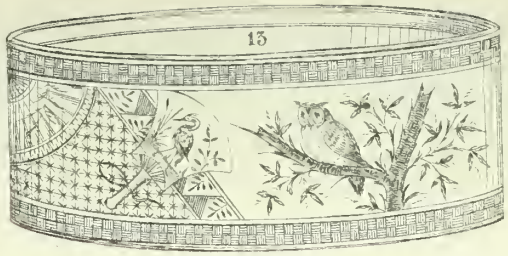
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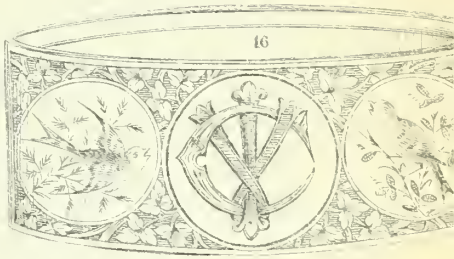
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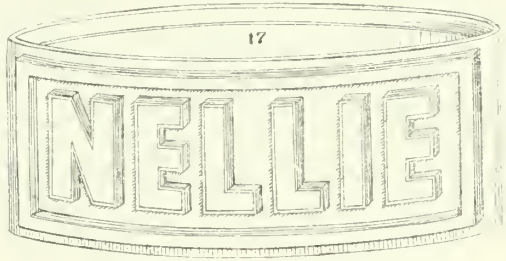
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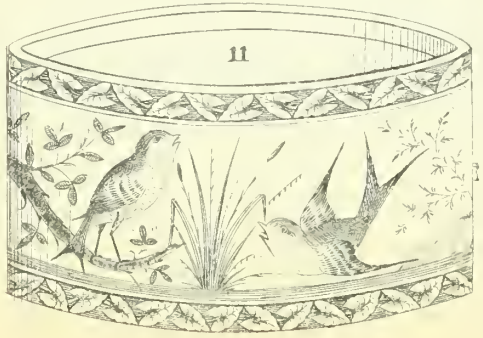
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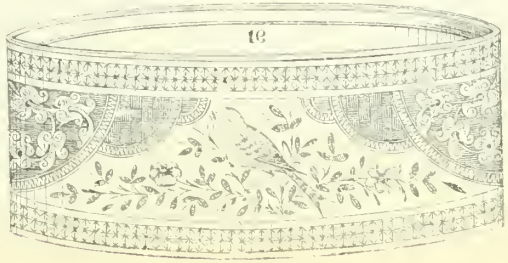
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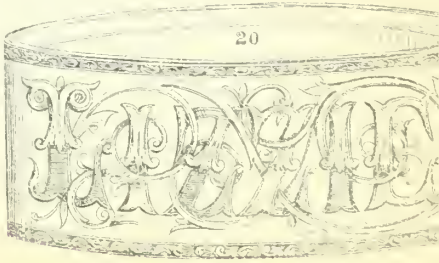
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P. W. ELLIS & CO'S DESIGNS FOR SILVER JEWELLERY

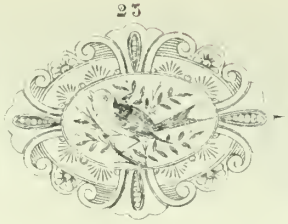
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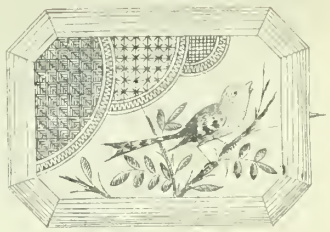
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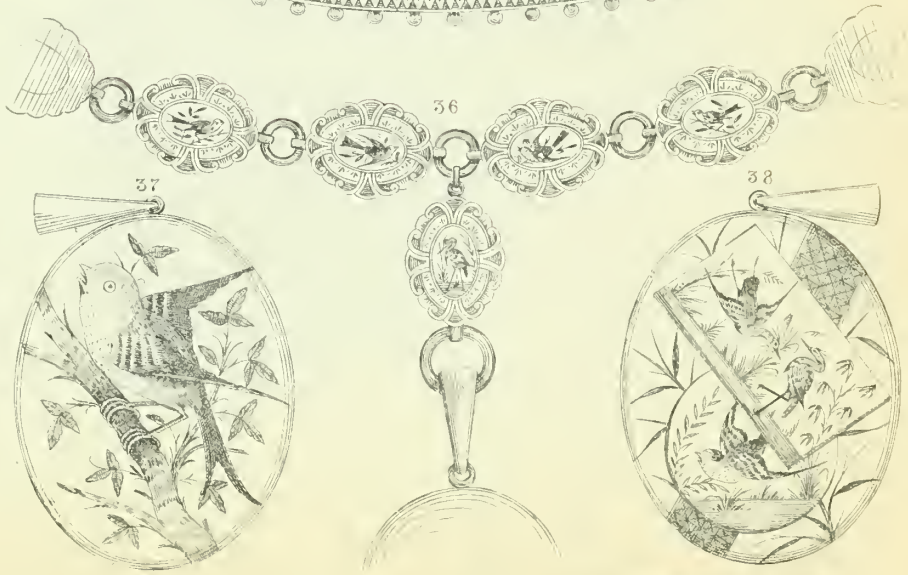
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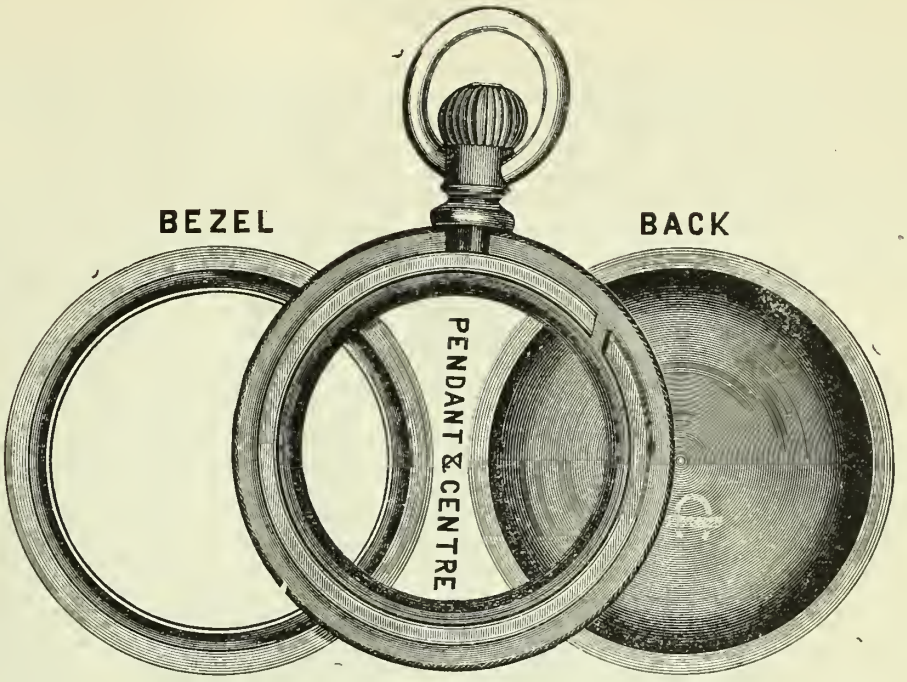
The "Excelsior" Patent Dust Proof Case.

PATENTED,

United States,

27th December,

1881.



PATENTED,

Dom. of Canada

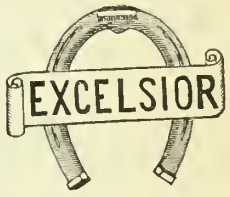
28th February

1882.

This is the first and only case made without one grain of solder. Every piece is cut from thesolid metal and pressed into the shape used in the case. This process hardens the gold and silver by the only method known (that is to work it), and is handed to the Trade as hard as is possible to make it, being a great advantage over a case made in the ordinary way, in saving gold and silver by making a case as strong as a much heavier one that has been softened as heat does in soldering on pendant, joints, thumb catches, or joint to swing movement in. Heat not only softens the gold or silver, but warps it out of the shape that the snaps have been fitted to, and it is never perfect after soldering. The Excelsior Patent Dust Proof is never soldered, never heated, is fitted perfectly, and remains perfect. The Excelsior Dust Proof has no joints to wear out or break off. The Excelsior Patent Dust Proof has no spring to break or wear the case. There is no part of the Excelsior Patent Dust Proof that will wear. The Excelsior Patent Dust Proof is the safest case made for protecting the movement—it will never open in the pocket Put an Excelsior Dust Proof in your pocket, bend forward, backward, put yourself in any position you please and the Excelsior is closed tight. In an ordinary case, with springs, by bending forward the case will often open and when the lock-spring is worn, the case is nearly always open.

The Excelsior Patent Dust Proof Case is the strongest, best fitting and most durable case made. Ask your Jobber for the Excelsior Patent Dust Proof. Every case warranted as stamped, 18 kt., 14 kt., 12 kt., 10 kt., United States Mint Assay or Coin Silver, as may be stamped, and every genuine case bears the Trade Mark. The Excelsior Patent Dust Proof Case may be obtained from any of the jobbing houses in the country.

Trade Mark.



Instructions to Open the Excelsior Patent Dust Proof Case.

First press the crown as in opening an ordinary Hunting Cased Watch, then to open front, turn bow to the right with thumb and finger; to open the back, turn left. To close, turn case back in same position as when case was closed, and snap same as glass bezel on any watch.

in the presence of Cosmo III, and these experiments at high temperature led to the discovery of the essential nature of the stone. Notwithstanding the alleged discovery of a process for making artificial diamonds, fine goods are commanding a higher price than heretofore, because of their growing scarcety. Preference is given to stones having a faint blue tint. Small first water stones from ¼ to a carat are quite scarce, large quantities of them being worked up into fine jewelry. Owners of genuine diamonds need not get stampeded just at present over this artificial diamond bugbear.—*Ex.*

MUSICAL BOXES.

Almost from the earliest history of clocks and clock-work, dates also the history and use of mechanical music. Bells upon church towers, from being sounded at stated intervals by ecclesiastics, came to be acted upon by clock mechanism, and which, in the process of time, from striking the hours, was required to announce also the quarters. The lingering sweetness of these tones begot the desire for chimes, a species of music very common upon ancient churches, and which has decended to our time. The ringing of these chimes was a duty which demanded some musical skill, as well as considerable muscular effort. These duties were also, in time, put upon the clock machinery, and hence arose the invention of barrels for ringing these chimes.

From the ringing of chimes by a cylinder revolved by the clock in the bell towers, naturally enough grew the custom of so constructing the cylinder as to play simple airs upon the chime bells. From this beginning sprung barrel organs ; that is, those musical machines which depend upon the action of air upon reeds or pipes for their tones. The principles of construction are the same, whether it be a chime of bells in a church tower, a hand organ on a beggar's back, or a music box in a lady's boudoir ; each are operated by a revolving cylinder with projections upon it for actuating mechanism that produces musical tones ; the only difference being, that in those instruments where the tones are from pipes or reeds, the valves which admit the air must be held open during the continuance of the tone ; consequently, the projections upon the barrel must be more than points or pins, which would give only a single explosive note. To do this, a bridge or staple is used for such notes, and of a length proportioned to the time the note is to be prolonged.—*Jewelers' Journal.*

BUSINESS CHANGES FOR SEPTEMBER.

Geo. Eddleston, stoves and tins, Stratford, sold out to James Nesbit. M. Myers, jewelry, Montreal, stock slightly damaged by smoke and water. John Woltz, jewelry, Winnipeg, sheriff in possession. Miss Scott, Woodstock, fancy goods, sold out to Miss Wood. R. Y. Ripple & Co., Hardware, Brandon, assigned in trust. Saunders & Kersch, Stoves & Tins, Emerson, about removing to Manitoba City. Walton & Bird, Hardware, Emerson, about opening a branch at Manitoba City. T. L. Dodge & Co., Hardware, Kentville, dissolved ; Dodge continues under old style. Wm. Thomson & Co., crockery, Toronto, advertise business for sale 20th inst. Thos. McGratton, Uxbridge, tins, damaged by fire. A. McLean, Brandon, Hardware, Sheriff in possession. Geo. Elliot, tinsmith, Fredericton, N. B., away. T. J. Carrol, Jeweler, Hamilton, sold out. J. J. Campbell & Co., dry goods, Regina, assigned in trust. Horsman & Co., Hardware, Winnipeg, assigned in trust. Cameron and Westcott, hardware, Beaverton, assigned in trust.

BUSINESS NOTES.

The firm of Hadden & Rorabeck, hardware merchants, Picton, dissolved Oct. 1st. E. H. Rorabeck retiring, R. Hadden continuing the business.

A large hardware firm in Winnipeg, Horsman & Co., has assigned with liabilities, as shown a month ago, of $24,000, and assets $38,000. They will probably be able to effect a compromise with creditors.

We understand that J. R. Ormond, jeweler, of Winnipeg, has had his stock seized by the Customs authorities for smuggling, and that he is likely to have several thousand dollars' worth of goods confiscated.

The firm of Metcalf & Stephen of Blyth, Ont., jewelers and stationers, have dissolved partnership. The firm have succeeded in working up a splendid trade. The business is to be continued by F. Metcalf for whom we wish every success.

We regret to announce the death of Mr. Cleary, of the firm of Nerlich & Co., wholesale Fancy Goods dealers, of this city. Mr. Cleary was a true gentleman, and will be deeply regretted by every one who had the pleasure of his acquaintance.

A cent stamp, partly on the wrapper and partly on the newspaper, in the United States, constitutes it a sealed package, and the package will go only to the dead letter office. The public are interested in having this official triviality more widely known.

One Saturday morning last month the steamer *Annie Craig*, specially chartered, conveyed the employees of P. W. Ellis & Co., numbering about 150, to Victoria Park, where they held their annual picnic, by the kind permission of Ex-Ald. Lobb. A long programme of athletic games were closely contested, comprising many interesting features.

Advertising is to business what food is to existence. It should be regular, adequate and varied. Large advertisements pay better in proportion than small ones. The object is to be seen and remembered. A business man should have an attractive advertisement just as much as he would have an attractive show window in his store, if the latter is in a prominent place. How much more prominent is a good newspaper.

The Montreal Customs authorities have been going for several of the retail customers of the jobbing firms recently fined for smuggling in that city. We understand that amongst others Mr. Bailey of Cornwall had his stock seized, but he was fortunately able to show that he had no connection with the smuggled goods and thus got off. Retail dealers for this reason should be very careful to buy goods only from reliable houses, if they don't, they may find themselves minus of their extra cheap goods some day, the customs people having a prior claim to them.

Says the *Globe's* Winnipeg correspondent :—"John Woltz, identified with teller Andrews in the recent Imperial Bank embezzlement of $13,000, has been again arrested and was lodged in the Provincial gaol last night on a charge of forgery. The charges are based on cheques as follows :—A cheque on the Bank of Ottawa for $900, signed E. Roll and payable to bearer ; a cheque on the Federal Bank for $678, signed Wm. Stephen and made payable to J. A. Ross or bearer ; a cheque on the Federal Bank for $600, signed by Wm. Stephens and payable to bearer ; and a cheque on the Federal for $678, signed by Wm. Stephens and payable to J. A. Ross. The prisoner was taken before Police Magistrate Peebles this morning and remanded until Saturday."

A new firm in this city, Rae & Watson, offer to business men what has been long a desideratum, viz : facilities for sending parcels from this side of the water to the old country. This they are in a position to do from having the agency for Wheatly's Globe Foreign express. London and Liverpool, which does a considerable business already in shipping parcels to Canada. The new firm, one of whom was with Morrison, Taylor & Co., and the other with Rice Lewis & Son, have a good record and have some desirable agencies. That for example of Wm. Cook & Sons, Glasgow steel and file works, and Andrew Mitchell & Co., sack manufacturers. They also propose doing a general commission business.

Mr. A. Kleiser, dealer in watchmakers' supplies, No. 14 King street east, and Mr. S. Saniger, manufacturing jeweler in the same building, had a visit from certain toilers of the night last month. Before leaving their places of business both gentlemen put their valuables in their respective safes, and locked carefully their respective doors. When Mr. Kleiser came down town in the morning he found that his door had been forced, and an attempt made to break open his safe, and Mr. Saniger had the same experience. Whoever the housebreakers were they were not good workmen, as there was evidence that their work was of the rough-

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of manufactured goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford, using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S. AND MONTREAL, CANADA.

est description. Nothing has been missed, save a few trivial articles from the rooms, and it is thought that the thieves were disturbed before they had been long on the premises.

Referring to the exhibit of silver plated ware by the Toronto Silver Plate Company at the late Toronto Industrial Exhibition, the *Mail* says :—

"Those who admire the silversmith's art and beautiful sideboards and table ornaments should see the magnificent display of the Toronto Silver Plating Company, near the centre of the main building. All the goods shown in the case were designed, moulded, and finished at the company's works on King street, this city, and so great has been the demand for this style of work that where twelve men were employed a year ago, thirty men are now engaged in the different branches. The six epergnes shown are equal, if not superior, to any that can be made outside this city, the designs being of the handsomest and the work of the most artistic. In the east front of the case is a set of majolica table ware, mounted in heavy plate, which will compare favourably with anything from Europe. There are wine urns, Bohemian vases, Wedgewood ware, strawberry and cream dishes, fruit dishes, cut glass claret jugs, opaque and damask gold vases, tilting ice pitchers, tete-a-tete sets. There is a beautiful salad bowl, hand painted, and oxidized in gold and silver. The delicate tracing and repousse work on some of the exhibits surprise those who keep no account of the strides of art in this city. The dispay attracts great attention."

Says the *Coaticook Observer* :—"In relation to the seizure of jewelry made here on the 7th instant, we learn that the facts are as follows : Information had been given that J. H. Jones & Co., of Montreal, had some time ago, *had* some jewelry smuggled through for them, and, in consequence, the Custom Officer Lemoine when he saw W. F. Jones here went to Collector Williams for instructions, the Collector said examine him. This was done by Lemoine in presence of Collector, and Jones was politely asked for his invoices. He had none, alleging that all invoices were in Montreal, where all their goods were entered. To accommodate Mr. Jones, Collector Williams sent the trun of jewelry into Montreal in charge of Officer Lemoine, who handed it over to the Customs there. We have since learnt that Mr. Jones, in return for Mr. Collector Williams accommodation, no doubt, has turned around quite savage and abused the Coaticook Customs for daring to suspect the honesty of his house. It seems to us that Mr. Jones is just as amenable to customs inspection as any other trader, and has been treated far better than our townsman. A. O. Norton, who was knocked about by the Montreal Customs for seven days, and put to considerable expense, because some *would-be virtuous* person said he was a smuggler."

"DONE UP" FOR DIAMONDS.

HOW A HOTEL CLERK SWINDLED THREE TORONTO JEWELERS.

Wm. P. Sawyer, the young man with the terra cotta hair and moustache, who for the past six months was to be seen behind the desk at the Rossin house performing the duties of clerk, handed in his resignation to Chief Clerk Nolan Wednesday morning without previous notice. Mr. Nolan was taken somewhat by surprise but said nothing. He examined Sawyer's accounts and found them correct. Sawyer said his reason for leaving was that he wished to return to the boot and shoe business with Mr. Brown in Queen street west. The proprietor of the hotel subsequently had a talk with the young man and told him that there was something on his mind. "Whatever it is," said Mr. Irish, "I would advise you to get rid of it, as it is nothing good." As will be seen by the sequel, Mr. Irish's words proved to be prophetic. Nothing further passed then and Sawyer was paid off. About noon an express package from Chicago marked $500 arrived at the hotel for Sawyer. It was placed in the safe, pending the ex-clerk's return. He came back between 1 and 2 and on being informed of the arrival of the package requested that it be allowed to remain in the safe, as he did not wish to use the money just then, all of which turned out to be part of the game that Sawyer thereupon set out to play.

The nice young man did a rushing and most successful swindling business in the next two hours. From Ellis & Son, jewelers, he bought two sets of diamond ear-drops for $650, tendering in payment a check on the Home Savings & Loan Co., Church street. Mr. Ellis knew his purchaser and accepted the check, which was made payable on the 28th. Sawyer bore off his diamonds in triumph. He next presented himself at C. & J. Allen's establishment, where, through the same device, he obtained precious gems to the value of $500. Woltz Bros. were his next victims. He wanted to purchase largely from them with a check, but they refused to accept it, although they let him have a $125 ring on the promise of his paying them the next day. Mr. Sawyer now thought that he had all the diamonds he wanted and went into the bogus draft business, obtaining an advance of $187 on one from Gzowski & Buchan. The draft was drawn on a Chicago firm. This ended Mr. Sawyer's operations and he immediately made himself scarce.

Between three and four o'clock Mr. Ellis enquired for Sawyer at the Rossin house and was informed that he was no longer connected with that hostelry. In reply to Mr. Irish, the jeweler said Sawyer owed him a small amount: Had Mr. Ellis stated the real nature of Sawyer's transaction with him, Mr. Irish thinks there would have been time to have headed the swindler off. But Mr. Ellis did not do so then, but proceeded to the Home Savings company's office where he learned to his dismay that Sawyer had no account at all. In the meantime Mr. Irish's suspicions were aroused and he took the liberty in presence of witnesses to open the $500 package, when lo and behold he found not a pile of crisp greenbacks but blank tissue paper. It was at once apparent that Sawyer was working some scheme, but the Rossin house folks could not fathom it, as they had not heard of his afternoon's exploits. Later on when Mr. Ellis, Mr. Allen and the other victims came to the hotel and told all, Sawyer's game was seen through. In the first place he must have had arranged with a confederate in Chicago to send on the $500 package so as to arrive Wednesday, which would give him an opportunity to work the town that day. His object in allowing the valuable (?) package to remain in the safe was to allay suspicion, in the event of enquiry at the hotel as to his financial standing. The draft, too, is supposed to be part of the confederate's work. The scheme was well laid and it was successfully operated, Sawyer being ahead $1275 worth of diamonds and $187 in cash. The case was of course reported to the police but there is not much chance of catching the swindler, as he is doubtless by this time across the border, slyly laughing in his sleeve.—*Toronto World.*

WORKSHOP NOTES.

Solders.—Fine gold, 8 parts ; fine silver, 10½ ; copper, 5½ ; or 13½ karat gold, 10 parts ; fine silver, 5 ; zinc, 1 ; it is necessary, however, to say that the latter solder cannot be used for articles to be colored, and it is well to remember that any solder containing zinc cannot be used for coloring, as it turns black.

A silver solder not very hard of fusion consists of 1 part silver, and 1 finest alloy brass, or, 20 parts 12-part silver, 3 zinc ; fine silver, 5 parts ; fine alloy brass, 6 ; zinc, 2 ; this composition is very quick of fusion, but less malleable than those commonly employed, owing to its great percentage of zinc (20 per cent).

Protecting Silverware.—Table ware and other articles of silver, solid as well as plated, invariably become tarnished if not used for some time, especially if stone coal is burned in the house or neighborhood, owing to the sulphur it contains. Such tarnishing, however, may completely be prevented by first heating the ware and afterward anointing it with a coating of collodion thinly diluted with alcohol, laid on with a camel's hair brush. This coating dries at once and forms a very thin, transparent film, which completely protects the silver, and which, if necessary, is quickly removed by hot water. The method is much used in English silverware stores, to protect the ware against tarnishing.

Mosaic Gold.—One pound pure tin is melted. ½ pound mercury which first has been heated in an iron spoon until it commences to smoke is poured into the molten metal, and stirred with an iron rod, when cold, a lump is found, which must be rubbed, and when reduced to powder, ½ pound purified sal ammonia, and ½ pound flour of sulphur is incorporated with it The powder is then put into a glass alembic this set into a glass capel, and fired little by little, until the sand is at a glow heat. After the cooling, the alembic is broken, and its upper layer within will be sal ammoniac, below zinnabar, and lastly the mosaic gold, in shape of a gold colored glittering mass, weighing about 1-12 more than the tin supplied.

To Impart a Finely Ground Surface to a Glass Plate.—For this purpose, use a very fine sand, river, or what is still better, the sediment from grindstone. Stir either of these in a vessel filled with water ; after a few minutes, the upper half of the fluid will begin to clear up, and this part, containing all the finer parts of the agent employed, is dipped off with a watch glass. The

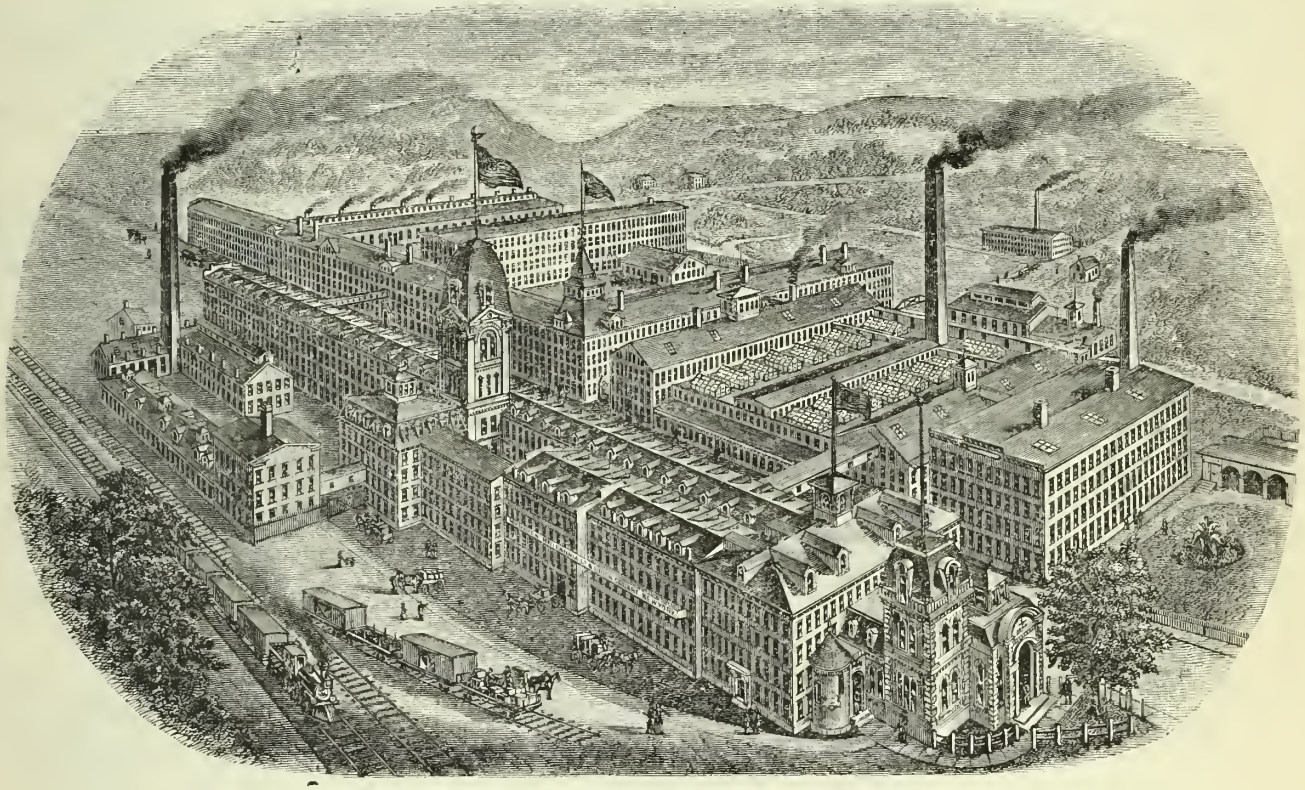
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glass plate to be treated is laid upon a damp cloth spread upon a table, and of the aforesaid fluid a sufficient quantity is put upon the plate, and the watch glass is used for rubbing, its convexity offering a firm hold to the fingers. In about ¼ hour a very nice satin-like polish is obtained; by rinsing with water you will satisfy yourself that the grinding has been uniform.

—The *Deutsche Uhrm. Ztg.* contains a short recipe for small watchmakers, who only at odd times are called upon to do gilding, watch-parts or other small articles, and by which the use of a battery is entirely dispensed with. It says, when wheels or other parts of a watch are disfigured by hard usage or botch repairing, and the watch otherwise is in fair order, but would look better by being regilt, clean the parts thoroughly, grind and scratch brush them; next procure from a drug store or photograph material store, one part chloride of gold, and four parts cyanide of potash, dissolve the two together in boiling water, and the gold bath is ready; into this suspend the articles to be gilt by a thin copper wire, which is hung on a clean scraped stripe of zinc, and leave it immersed for a few minutes, when the articles will be handsomely gilt in a simple manner.

Annealing Steel Parts.—A communication to the *Deutsch. Industriel*, contains the following paragraph signed O. K. L. I experimented with steel, and wished to obtain on it a light blue. Pure lead melts at 315° C., and the same degree of temperature is necessary to anneal steel to light blue. I melted the lead, raising the heat a few degrees beyond fusion, and having ground the steel white, immersed it in the lead, and after having immersed the steel in it for a few moments, withdrew it and had a handsome light blue color. To keep the lead from oxydizing, fuse it under cover of powdered charcoal and soda or potash.

A similar method can be applied for annealing steel yellow, (at 230°C.) by substituting zinc for lead. It must be remarked, however, that the flame must be extinguished as soon as the metal has fused, a continued exposure to the heat would raise the temperature.

SCIENCE NOTES.

Dramatic scene painters in Europe have about as fair an idea of things in general in this country as the average European journalist. One of the scenes in a highly popular spectacular play performed in Paris is the Brooklyn bridge. The bridge looks over three feet wide and 600 feet high. Several scores of ships in full sail are moving briskly under it. Palm trees grow on either shore and Indians sit on picturesque rocks around the Brooklyn entrance. At the New York end of the bridge is the capitol at Washington.

A steam buggy is under construction in Augusta, Ga. The machine will be about the size of an ordinary buggy, with two wheels behind and but one in front. The machinery will be located in front, also water and gasoline tanks. The boilers are heated by two gasoline burners. The front wheel is extra large, and will bear the entire weight of the machinery. The rear of the machine will be the same as an ordinary buggy, with ample room for several persons. Its average speed is estimated a mile in three minutes. The speed of the first horse that gets his eye on it has not yet been computed.

Among the companies recently formed in Paris is a society for the utilization of solar heat, with a capital of 1,600,000 francs. The invention consists of a huge reflector not unlike an inverted umbrella, the interior of which is lined with a high reflecting agent. In the centre of this, and occupying the position of the umbrella stick, is a standard boiler made of a material highly conductive of heat. This receives the rays from the whole reflector and thus collects sufficient heat to generate steam. In addition to motors the society supplies domestic sun machines which boil water, prepare tea and coffee, grill chops and steaks, fry eggs, and cook other food. Portable machines are made for carrying on horseback which will boil water and serve a dinner on short notice. The company also supplies scientific machines and even furnishes the same power in the shape of a children's toy.

Saved by Josh Billings.—Josh Billings tells the following story of one of his own experiences:—"A few days ago I was driving in New York, and had got just alongside the Metropolitan hotel when a man with a satchel and duster hailed me. He said he wanted to talk to me a moment, and so I drove around on a side street, and we stood and talked.

"'Now,' said the man, 'six years ago I was going down to my lawyer's office, in the town where I lived, to sign some papers transferring a matter of $10,000. Suddenly something of yours that I had seen in a paper came into my head. I stopped short, thought a minute, went on to the office, and had the papers burned up, and did something entirely different from what I had intended. I saved by that $6,000. Now I don't know anything about how you are fixed, but if money is any object to you, if there is anything you want, I am ready to divide with you. What will you take?'

"I took a drink. We stepped into the Metropolitan bar, and, after a little claret and ice, I asked the man what saying of mine it was that he had saved his money on. He said it was something like this:—'Never take the bull by the horns, but take him by the tail, because then you can let go when you want to.'

"'Yes,' said the stranger. 'I concluded it was just as well to take him by the tail. I could hold on just as well, I could steer him just as well, and let go when I please.'"

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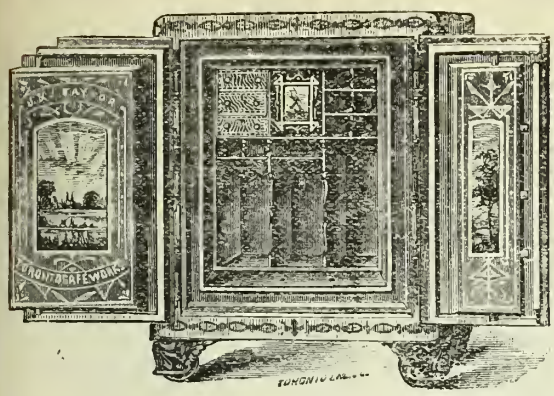
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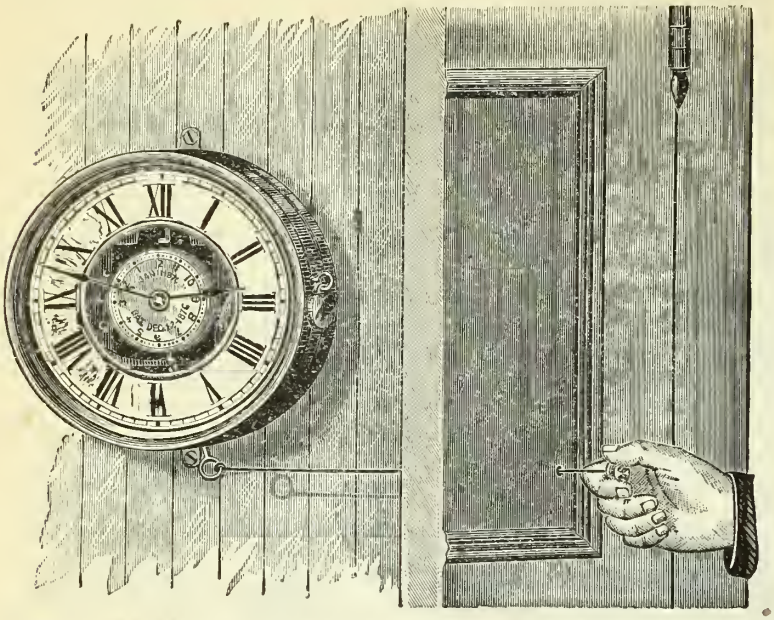
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Editorial.

"THE AUCTION SALES HUMBUG."

The readers of THE TRADER are doubtless aware by this time of our opinions upon all kinds of illegitimate and underhand trading, whether practised by wholesale or retailers. We have repeatedly written up the discount sales humbug and warned the trade that by such practices they were simply forging a weapon for their own destruction. There is, however, a newer and more dangerous phase of humbuggery extant at present, which we have denominated as above "The Auction Sales Humbug." We can understand a jeweler selling off his stock by auction for the purpose of going out of business, and we can even understand the necessity that sometimes arises for such stocks to be occasionally sold by the sheriff or the trustees of a bankrupt estate, but we must say that for retail dealers to periodically make a practice of selling off their goods by auction, is not only something new in the way of doing business, but something which if persevered in must have a strong tendency toward demoralizing the trade wherever it is practised. Regarding a *bona fide* auction sale we have nothing to say, further than that as a rule the goods are usually sold at prices which net a loss upon the retail dealer's cost for the stock. This of course is expected, and no dealer in his sober senses, therefore, would ever think of offering regular staple goods for sale in this way. Experience has proved time and again that it don't pay. In addition to this it has a tendency to upset regular trade. Start an auction sale of a large regular jewelry stock in any city, and see what the effect will be. Any dealer will tell you that it unsettles people from buying in the regular way, as most of them imagine they can get wonderful bargains by going to the auction room. This kind of trade is hard on regular dealers, although as a rule the general public are benefitted by getting bargains.

So much for regular legitimate bankrupt stock auctions. Now for the periodical sales that we have referred to. We say without fear of honest contradiction, that these auction sales are a delusion and a snare, and that for one person who gets value for his money twenty get fleeced. Does any sensible person ever think that it can pay a retail merchant to hire an auctioneer at large wages, turn his shop upside down and demoralize his regular business in order to sell goods at a loss. Everybody knows that on such goods as are usually sold by jewelers, auction sales are bound to net a loss to the seller. How then are these losses made up? We unhesitatingly answer, by watering the stock and offering a gullible public, trash instead of reliable goods. Any person attending these sales who is a judge of goods will at once see that nine-tenths of the goods offered are only shams, and are really sold on false pretenses. These sales generally take place at night, and are usually patronized by a class of verdants who imagine that all is gold that glitters, and that because the seller has fine goods to sell at regular prices in the usual way, that therefore every article put up at his auction must be of the same quality. At the present time there are a couple, if not more, of these periodical auction sales going on in Toronto, and if one can judge from the letters of complaint that are published in the daily papers, some of the victims are beginning to realize that things are not always what they seem.

We consider this kind of business neither legitimate nor honorable, and we might add honest without violating our ideas of propriety. The persons who auction may think it a clever stroke of policy, and it may even succeed for a while, but we greatly fear thatin the long the consequences must be very demoralizing to the regular trade. We like honest, straightforward competition, but we have no sympathy with such trade as this, which violates every principle of business and verges so closely on the dishonest.

STAND AND DELIVER.

An impression seems to have gone abroad in Ontario that in Manitoba an insolvent may legally assign his estate to a Trustee for the sole benefit of those creditors who agree to sign his discharge. A more absurd and illogical idea we never heard tell of, and we are astonished at any persons putting it forward in sober earnest. If this were so, and an estate only paid a dividend of five cents on the dollar, the creditors would either have to take this and give the insolvent a clear discharge, or else lose their share of the estate altogether. This may be law, but it is hardly common sense. When an insolvent assigns, common sense says that he does so for the benefit of the whole of his creditors, and not for the few that may elect to give him a discharge. We always were under the impression that an insolvent got his discharge as an act of grace from his creditors, but according to some Manitoba would-be authorities, the insolvents up there have the right to take their creditors, metaphorically, by the throat, and virtually say, "If you don't give me my discharge you won't get a solitary cent of my estate."

As we said before, this certainly is not common sense whether it be law or not, and we are now glad to be able to say definitely that such an iniquitous thing is neither law nor common sense. We are informed by some of the best legal authorities in Manitoba that a creditor cannot legally assign his estate in this way, and that every creditor has the right to his pro-rata dividend, and may please himself as to whether he signs the insolvent's discharge or not. This is as it should be, and the sooner insolvents in the prairie province get over the impression that they are in a position to legally bulldose their creditors into one-sided settlements favorable to themselves, the better for the credit of that part of the dominion.

DEFECTIVE VISION.—In the course of a lecture at Berne by Prof. Pfluger, he stated that in some schools in Germany 70 and 80 per cent. of the scholars were suffering from defective vision, while in the Heidelberg gymnasium the percentage was 100—that is, every lad in the school was afflicted with bad eyesight.

LORD COLRIDGE'S VISIT TO CANADA.

Lord Colridge's visit to Canada did not come off, but, perhaps like Punch's grandmother, "it's coming to come." Of course, as loyal citizens of "Her most gracious Majesty," the people of Canada feel very much cut about it, although we hardly think they will go into mourning. As a matter of fact, Lord Colridge, like any other British citizen who visits America in a private capacity, has a perfect right to come to Canada or stay away just as he pleases, and its nobody's business that we know of except his own. If he can deny himself the pleasure of seeing the British portion of North America and noting the prosperity of his fellow-sub ects in this Greater Britain, the loss we think is not ours, and we can stand it if he can. But there is a phase of this affair that we wish to touch upon, and viewed from our stand point as British subjects, Lord Colridge is no more to blame than many another prominent Englishman who has visited America during the past few years.

As a rule, prominent Englishmen visiting America usually take one of the fast ocean steamers and land at New York. There they are wined and dined until they begin to be of the opinion that the citizens of the American Republic are the most liberal and whole-souled people on earth. From thence they are passed on to Washington, Chicago, Cincinatti, St. Louis, and perhaps may get as far as San Francisco. During their trip they usually manage to visit that wonder of nature, the falls of Niagara, and this is the only time during their visit that they are reminded by a glimpse of the Union Jack floating in the breeze, that all of this vast country does not belong to the United States. These prominent Englishmen ignore the fact that just across the mighty Niagara there is a British colony, whose people are as truly loyal to the monarchy as their own, and who own the largest and probably the finest half of the North American continent. They forget that these people, although numbering scarcely five millions, have not only resisted the political encroachments of the fifty millions south of them, but have on more than one occasion freely poured out their life's blood to maintain its integrity. They forget that in Canada the civil and religious institutions that our British forefathers bled and died for in the old land are here conserved by the descendants of these patriots, who are surely but unostentatiously building upon this side of the Atlantic a British Empire, which in the near future is bound to be greater in extent and influence than parent state from which it sprang. Most of them as soon as they reach England rush at once into print and astonish their less venturesome countrymen with their impressions of the wonderful American Republic, the vastness of its resources and the freedom and capabilities of its people. "Our Kin across the Sea" is a fruitful theme for such people, and they apparently never tire of giving the shrewd Americans the best possible return for their far-seeing hospitality by acting as the very best kind of free advertising mediums.

The question that has always arisen in our mind is, are these Englishmen acting a loyal part in ignoring their fellow-subjects in Canada and praising up the United States? Our impression is that they are neither loyal to the British Islands nor to the British Empire. True, these men do not directly influence British emigrants to go to the United States in preference to Canada, but in. directly they do. Canada they ignore and the United States is painted in such roseate colors, that the masses who seldom stop to think naturally conclude that the Republic is the best place for them. During the past fifty years Great Britain has parted with millions of her people in the shape of emigrants, and the greater portion of them have made their homes in a foreign country, the United States. It is computed that every emigrant is worth at least five hundred dollars a year to the country in which he settles, and at this rate figures would almost fail to shew the wealth that England has poured into the lap of the United States. These emigrants have helped materially in the development of the country, they have filled her workshops, built her railways, dug her canals, brought her timber land under cultivation, and caused her waste places to blossom like the rose. In short, they have materially contributed to make the country what it is at present, one of the greatest in the world.

But is it not singular that British prescience has not been able to see that while all this might be well enough in sentiment as a matter of fact, they have with their own people been building up one of the greatest rivals to their own commercial supremacy that they now have to contend against. Britain's greatest commercial rival is the United States, and that she is so is largely due to the fact that her resources have been developed by British citizens. But it is not all a question of commercial supremacy. Great Britain and the United States have gone to war in times past, and will probably do so again before the world ends, and in that event these ex-English subjects would not only have to give of their substance to carry on such a war, but might be conscripted and forced to fight against their native country. We trust that such a war may never happen in our day, but it may come, and if it does it would place many a British subject now residing in the United States in an awkward predicament.

Now did it ever strike the average English statesman that it would be a far more patriotic policy, to say anything of its wisdom, to encourage emigration to their own colonies by every means in their power in preference to emigration to a foreign country such as the United States certainly is. Of course, as loyal Canadians, we would like to see them all come to Canada, but we are not selfish enough to want or expect such a thing. We think, however, that the government and the press of England should do all that lies in their power to induce them to go to some British colony, no matter whether it be to Canada, Australia, New Zealand or the Cape, so long as it is a British colony. If this could be carried out emigration would mean to England simply a transfer of her subjects from one part of the Empire to another, instead of at present, loss and increased opposition.

It strikes us that it is just as important for England to strengthen her colonies as to strengthen herself. Every additional man they gain in population, and every dollar they gain in wealth makes the Empire stronger and better able to resist outside pressure.

From a commercial standpoint, we think that it would be a great advantage to England to have her emigrants settle in her colonies, which are better customers to her in proportion to their population than the United States or any other foreign nation can ever be.

Of course the government of England cannot force emigrants to go where they

don't wish to go, but both they and the press of England could exert a mighty power in influencing their choice of a home. Further than this, if prominent Englishmen would take the trouble when visiting America, to spend a little time in seeing Canada as well as the States, they would not only be astonished at the wonderful resources and development of the Dominion, but would be in a position to appreciate the vastness of the Empire of which it forms a part such as they never before possessed.

Selected Matter.

GENERAL JACK'S DIAMOND.

Pretty much everybody has heard of General Jack's penchant for diamonds, and a great many of us know the man himself, a sturdy character, sound and firm on his feet as a horse-block. A florid face, rather hard, a square chin, determined lips closing over white teeth, cold gray eyes looking right at you from under a hedge of eyebrows sandy in color, dusted with gray, a large straight nose, broad and fleshy—you've seen the man. Dressy in his way, but not as gentlemen dress, and wearing rings upon his fat white fingers, and a big diamond in his expansive shirt-front. His voice is deep and stern, rather hoarse, too, and harsh; its volume is tremendous when it comes freighted with a crash of oaths. General Jack is self-made; began as driver of a pair of mules on a canal route, then took the lion-car of Herr Broscher's menagerie, became finally ring-master to a circus, owner of his own circus, keeper of a livery stable, millionaire, art patron, political leader. His wife was on the stage once, and a charming creature she is; and General Jack is universally known and liked by the profession—but it is about General Jack's diamond we are going to tell you.

"First thing I ever bought," says General Jack, "when I got to be ring master, after I was properly fitted out in the clothes department, was a diamond, and I've been buying 'em ever since. Its a weakness, and I've paid for it. Tiffany's people always send for me when they got in anything new, and the Amsterdammers know me."

It is said that those who want to come it over General Jack—no easy thing to do—always approach him on his diamond side. He takes it as a compliment to be asked to show his collection, and does show it. But he is a good judge of character for all. The story goes that some thieves conspired to rob him by profiting by his pleasure in showing his treasures. There were three of them—nobby English fellows—who came over expressly to do the job, and thoroughly posted. They made his acquaintance at a down-town hotel where he is often to be found, and in due course procured the invitation to see his diamonds. They claimed to be sporting men, ardent turfites, but connoisseurs in such things. They came to Jack's house one forenoon, in a coach, and he received them kindly, opened his safe, displayed all his treasures, and went into their history. "This," he said, "is my Golconda specimen—not very large, but remarkable for its brilliancy and pure water. This is my Brazilian, a trifle off color, a suspicion of a canary tinge—" whack! says Jack, "You would, would you?" and with three successive blows of his fat white fist, his three English visitors were knocked down and put *hors de combat*. It was a mere suspicion on his part—something he saw in the men's faces, read it in their eyes—but it saved his diamonds. He summoned aid, locked the safe, secured the men, and found them fully armed—pistols, burglar tools, handcuffs, rope, gag, chloroform, red pepper. He disarmed them, bundled them into the coach, and gave them twenty-four hours to leave the country. "As you came here on my invitation, I won't *cache* you, but—git!" And he still preserves the gag, the handcuffs and the Cayenne among his trophies.

One day General Jack had a visitor, a man of forty years, with grizzled hair and a stoop in his shoulders—a pallid face, somewhat bloated from long indulgence in liquors. "You don't know me, General Jack!" said the man.

The General was puzzled a good deal. "Hombre, I've seen you somewhere. Stop—I have it! Good Lord, Cary, what have you done to yourself!"

"It's fifteen years ago, General," said Cary, apologetically.

"Only fifteen! Zounds! You were a handsome young fellow then; I thought you were a genius. And your wife was lovely."

"Don't mention the past—she's a wreck, six children to care for; and I am—what you see. I want you to do something for me, before the black dog devours me."

"Hombre, it's the drink that does it."

"I want you to save me from the drink, General."

"This man," (the General says, when he tells the story)—"this man, Mark Cary, was what you might truly call one of these here geniuses. When I knowed him—and loved him, too, as everybody had to do—he editing a neat little paper in a Virginia town and happy as a June bug. One of your Apolloses—tall, square, a step like a spring board, blue eyes full of fire, Hyperean curls like—a man, every inch. The things he couldn't do with the dumb-bells weren't worth trying—he could beat my best man at the square leap—sat a horse like a Center or a Comanchy—and put a pen in his hand, or call on him for a speech, and, by zounds, you couldn't mate him nowhere. I used to get him to write my bills and advertisements for me—he'd been a treasure in that line if he'd only take wages. As for poetry—well, I'm no judge, but if he couldn't pump all these here centenniallers, I'm Dutch! His wife was just the sweetest little lady ever you see, and could pour out tea like an angel. And now here he was, gone to seed.

"How came it, Cary?"

It was the war, poverty, sickness, long struggles in adversity, long lassitude and loss of spirits, chagrin, all that turned in.

"I think I'm gone, General, but Margaret won't hear a word of it. She told me to come to see you and ask you to help me."

"Where is the little woman, Mark?"

He named a wretched tenement-house. General Jack drummed on the table with his fat fingers a moment. "Not in want, I hope, Cary?" said he at last.

"Not quite, General; but the times are hard, I can't get away, and there's no telling how long it will be before that comes, too."

"Come, let's go and see her," said the General, and Cary, without a word, led the way to his poor lodgings.

The General does not say much about the interview that ensued, but I know from other sources that the wife and children had a good supper that night.

"Come to my office—down-town, here's the number—to-morrow at 11, Mark,

and I'll talk with you. Madam, I'll see you again," and the General withdrew.

"See here, Mark," said the General next day, "you're broke down. The little woman can't do anything with you, and your own backbone's turned into injan rubber. You ain't worth a d—n!"

"That is the conclusion that I was coming to myself, General," said Cary, with pathetic sincerity.

"I know better!" cried Jack, vehemently pounding the table with his fist; "I mean to take you in hand now, and make a man of you!"

"I wish to heaven you would!" cried Cary.

"I mean to! You're the very fellow I've been looking for this year and more. You're honest and capable—you know all about geology, minerology and that sort of thing, don't you?—if you don't you can learn—stop! Listen! You are up to my diamond passion—well, there's where I want you! I want a man—an honest man—a capable man—to go to South Africa for me, and find me the biggest diamond there—a dozen of them, if you're so minded! Will you go? Stop! I'll take care of the little woman if you do, and provide for her if you don't come back. The sea voyage will give a chance to taper off, drop the drink, build yourself up and all that; when you get there you'll be all right again, and then you can use your brains in finding me that diamond. I'll pay you good wages, and all you find is mine. Is it a bargain? Strike hands on it if it is!"

"If Margaret says yes, I'll go, General. And God bless you anyhow!"

"Come home to lunch with me then, and we'll ask her—she'll likely be there."

Not only she, but all the children were there, and in the newest of clothes, for Mr. Jack had been at work too, and Mrs. Cary told her husband, with tears in her eyes, "We need'nt go back to that dream of horror any more."

So it was all settled in a few minutes. Cary's family were to have the cottage on the General's farm and an ample allowance, the eldest boy and girl to go to school, and Cary himself to go after the big diamond. In a week Mark Cary sailed, with a chest full of books in which to study up the subject, and the little woman and her children were happy on the farm—happy, at least, as they could be with Cary away in quest of the big diamond.

How did that quest fare? I must let General Jack tell it in his own way, as he takes the key of his safe from his pocket, preparatory to opening, and stands on the hearth before the grate, warming his stout calves, and emphasizing his narrative with gestures of the key.

"Never was mistaken in a man in all my life, before that! Made all my money by looking in people's faces to see if I could trust 'em or no. And this here Mark Cary—well there's half a million o' diamonds, great and small, in this here chist, let alone bonds, and I'd left him here with the safe open and nobody else in the house, and gone off say to Europe or the Sandwich Islands perfectly easy. But, you see—well, there's such a thing perhaps as tempting people too far. Cary got along splendid at first. He wrote to his wife and me regular all along the voyage, and when he got to the Cape he sent a photograph that we might see how he was spruced up. I could see the old curls was coming back to his hair, and the old fire to his eyes, the old roundness to his cheek—and the little woman was more in love with him that ever. He went up country, and by and by his letters begin to come regular again, and diamonds, too—small ones, but one or two good-sized ones, so that in their sum they might be taken to be worth full as much money as I had put up for him. One day he sends me a real brilliant two-karat fellow and simultaneous draws on me for £500, saying he was going to another place in the hope to find a diamond worth the venture.

"After that no more from Mark Cary. More than a year went by, and not a word did I get from him, nor did his wife no more than me. The little woman was well nigh crazy, and, as I had no good news for her, I didn't tell her any. I had written in a private way to a correspondent of mine at Natal, and heard what I was afraid of—that Cary had gone to the bad again—and it cut me deep; but I never let on, not even to my own wife. No news—eighteen months and more went by, and not a single word from Cary. I kept out of the little woman's way all I could, for the sight of her would have distressed a politician, let alone a stone wall; but one stormy night she burst in upon my wife and me, as wild as she could be. 'General Jack,' she says, wringing her hands, but never shedding a tear, and turning on me a face I could'nt look at for the pity of it; 'General Jack, I cannot be the pensioner of your bounty any longer! You are the best man that ever lived and I'm the most wretched of women, but that's no reason why I should keep on imposing upon you.' So I says to her, 'What's up?' for I was pretty sure now she had news of Mark, and nothing good. 'Have you heard from Cary?' 'General Jack,' she says solemn like, 'I know my husband is dead! I know that he has been false to you, and it killed him! It's killing me!' I was struck all of a heap. 'Never mind, little woman, never mind!' I was going on to say, when my wife broke in, 'How did you learn all this, Margaret?' she asked. 'In a dream, a dreadful, awful dream!' said the poor creature, and then she broke down, burst out crying, and couldn't say any more. So we sets to work to console her best way we could, but didn't make much headway at it. I told her I would be cruelly hurt if she didn't let me keep my promise to Mark, but her last word was she couldn't, daresn't and wouldn't live on me.

"Just then the front-door bell rang, and when William opened it, the raggedest buzzard of a man broke past him and came rushing into the sitting-room here where we were. He hadn't a whole stitch nor a clean stitch on him, that fellow hadn't; his hair was long and wild and his beard also; his feet bare and his face would have won the premium over a Connecticut hatchet for sharpness. All the same, that little woman knowed him as soon as he stopped at the door, turned white as a sheet, held her two hands together tight, and just sighed between her teeth, 'Mark!' I thought she'd go over, but she was too true grit for that. He never noticed her, nor nothing else. He came straight up to me, and kind o' steadied his staggering feet by holding on to the table and looked me in the face and said, cool and calm like, 'General Jack, I've been a thief and a traitor, a sot and a vagabond, for more than a year; but I have lived long enough to make you amends. Here's your diamond; take it quickly, for I'm dying!' and he put a bundle of rags about as big as your two fists in my hand, and went over just like he was shot.

"The little woman gave one cry,

half joy, half terror, and had him in her arms next instant, his head in her lap and she smothering him with kisses, while my wife, cool as a statue, turns to William and says, Have some soup made, and the first thing I saw she had the brandy bottle and a spoon and was down on her knees beside him. 'He's just starved to death, General, that's all,' says she. And I wasn't nowhere in that ring, while them women were bringing him around with little doses of beef tea and brandy, kisses and pattings, and calling him all the loving names in the dictionary. By and by he sits up—'Where is it?' says he, and makes me hand that parcel of old rags out of my pocket where I'd slipt it in the hurry of the moment, and unwrap and unwrap until out there shined—but sho! there are some things you cannot describe!"

And at this point in his narrative the General always unlocks his safe and produces his great diamond. "There he is! Biggest diamond in America! Finest jewel in the world! Look at it! That man fetched him for me all the way from Africa by way of Australia, and hadn't a cent in his pocket half the time! Didn't I tell you I never was mistaken in a man's character in my life? Hadn't had a bite to eat from Omaha here, but held unto the diamond and said nothing—only starved!

"Well, he told me all about it—not that I believe all his sentimental trash, though. People with his sort of face are honest because it's their nature. If they get wrong their nature beats and kicks them and pulls their ears till it sets them right again! That's all of it. His story was that he hadn't been at the new place more than a week before he lighted on the big diamond—kicked it up with his toe. He no sooner saw it than he knew it was a fortune for him if he kept it. Then, he says, the devil entered into him and tempted him, and he got on an all-fired rollicking bust, and run away to India to sell the stone to a rich Maharajah there. But, just as he was concluding the bargain he ran away again—he don't say the devil tempted him this time, though. Then he landed in Australia, and kept up his jollification until he hadn't a red left; but all this time he held on to the diamond, because it was mine, not his. So one day he makes up his mind to come home, and works his passage across to California, and then, for fear lest he should be tempted again, or get robbed, begs and borrows his way home. Now, that I call pretty much of a temptation for a poor man to overcome; don't you? Look at the stone—it's worth $80,000 as it's cut, and that Mark Cary didn't know he was going to get a penny for it, outside his wages, as agreed on. But he brought her on, all safe! It isn't every man would do it—but the way I got rich was by looking in men's faces and seeing if they're honest. And I never was wrong in judging a man's character in my life."

General Jack will not tell you, what is nevertheless the fact, that, after his famous diamond was cut, he had it appraised, and paid Mark Carey its value, less the advances made to him and his family. He will not tell you of Cary's fine plantation and his fine prospects—of how he is a temperate man, a good citizen, and the best of fathers and husbands—made so by General Jack's ministry. But he will show you the big diamond, if you call upon him, with exquisite pleasure, and relate to you with much gusto such portions of its history as do not reflect too great credit upon himself.—*Exchange.*

A STROLL THROUGH THE HOROLOGICAL SCHOOL AT GLASSHUTTE.

Impelled by curiosity, and time hanging heavily on my hands, I concluded to pay a short visit to the Horological School at Glasshutte; having seen it formerly in a picture, I had formed an indistinct idea of its natural beauties, position, facility, etc., but I must say that the reality agreeably excelled any preconceived ideas. The building is separated from the main street by a handsome fence, with a large gate, through which I entered, mounted the wide doorsteps, and entered through the open hall. I do not know why, but a cold shudder stole over me when I made the first step over the threshold of this edifice erected to art and science. The hall is handsomely painted. Four large pillars carry a cross vaulting; a glass wall separates the hall from the inner staircase.

The janitor appeared, summoned by my ringing, and upon request, conducted me to the director of the school, Dr. Lindemann. I expressed my desire to examine the school, and the gentlemen very kindly permitted me to be present at the theoretical instruction, the same forenoon. I listened to the lectures of Mr. Strasser, in the theoretical branches of arithmetic, geometry, and book-keeping, and was really struck at the high degree of excellence attained by the pupils.

I returned in the afternoon at 1½ o'clock, to hear the lectures delivered by Messrs. Hesse and Bergter, both eminently practical teachers. Mr. Hesse was calling the roll, done morning and evening. I intended to at once examine the tools, but found that the discipline of the school demands every scholar to clean up his bench, and carefully pack away his tools into a box under the bench. On consideration, I found it to be a laudable rule, because the scholars might suddenly be prevented from visiting the school next day, and by their being laid away and locked up, they are prevented from getting dusty, and being used by his co-apprentices; beside, it teaches the young men order. Every watchmaker knows that the use of many tools is sometimes necessary during the day, and if heaped upon the bench, a long search is often necessary to find it. "A place for everything and everything in its place."

Leisurely I could witness the several works in progress. The school counts over forty scholars, divided into three large rooms, and each scholar was occupied with that work best suited his capacity. But the imprint of the school was plainly visible upon everything.

Two more hours of instruction were given in the evening, from 5 to 7 o'clock, bearing on theoretical horology and French, under tuition of Director Lindemann, and I, an old watchmaker, must confess that I was perfectly charmed with the amount of instruction imparted in the former.

Desiring to see the tools, etc., and a week day offering very little opportunity for such inspection, I solicited the Director for permission to call to morrow (Sunday), which he kindly granted me, and next day he exhibited to me all the constructions, contrivances, tools, and utensils in use; everything I saw was thoroughly practical and adapted to its purpose.

During instruction and school hours, the rooms within are locked, and no one

can enter or depart without the intervention of the janitor.

The ground floor to the right contains the theoretical schoolroom, with five benches and an experimenting table; on the wall in front of the benches is suspended a large blackboard. Close to this schoolroom is the library, being also the conference room of the Directors. The kitchen, also, is located on the ground floor, as well as the janitor's room.

Descending to the basement, the first thing that strikes our attention is a pump by which good drinking water is forced up under the roof, where it empties into a reservoir. From there it is distributed over the building. An electric apparatus indicates when the reservoir is nearly empty or full.

The basement also contains the battery room, containing a large number of elements, for the propulsion of the different electric clocks and bells of the building. The most interesting, however, is the so-called pendulum room, with double walls, doors, valting, and floor; everything is laid in cement. The room is intended to retain even temperature, and as soon as it is thoroughly dry, will receive an electric seconds pendulum, which at present oscillates in the Director's room.

Four very practically constructed working rooms are situated in the first story, and are very amply provided with light and air; in the middle room is the Director's room, whence doors and windows lead to the right and left. The working benches are of beech, and built very substantially. Every scholar has one meter length of bench, a large tool box, and a seat suitable for him, to enable him to sit straight while at work. Eight places are separated for scholars who desire to work standing. The Director told me that they are always taken up. Every room contains all the latest and improved machinery, universal lathes, cutters and rounders, drilling machines, etc., and the requisite foot fly wheels for their propulsion, as also those for smaller turning tools, are all fastened to the ceiling, and thus they do not occupy valuable floor space. Electrical index clocks are distributed through the entire building, and a bell, which, of course, rings for the beginning and end of the school hours.

The Director's room contains two standard clocks, also the aforementioned pendulum. A telephone connects the school with the house of the Superintendent, Mr. Moritz Grossmann.

The garret contains the dwellings of Messrs. Lindemann and Hesse, also several rooms for scholars. The aforesaid water reservoir is situated immediately under the roof, as well as three electric fire alarms, and the room for a large public electric index room, not yet located for want of funds.

Expressing my thanks to the Director and teachers for their exceeding affability, I left this institution of learning, the German Horological School, with feelings akin to regret, silently hoping that horologists would issue thence, who, with the profundity of their thoughts, would be a credit to the establishment and an honor to the craft, and soon afterward bade adieu to the charming little mountain town of Glasshutte.—*Z., in Allg. Journ d. Uhrm.*

THE CARE OF FILES.

A new file should never be used for steel; it is best to employ it for some time at first on brass, taking care not to use it too roughly. If employed for steel at once, or if sharp quick strokes are applied, the cutting edges of the file will chip off, and the hard particles will be embedded in the metal operated upon; the work will thus be bad, and the file itself deteriorated. A file that has been carefully used, and has passed gradually from brass to steel, will last four or five times as long, and will always work well.

Watchmakers often fix files into handles by driving them firmly into round holes in the handles; this practice frequently leads to their being cracked, and the following method is preferable:

Take an old worn out file or a piece of iron of the same form as the tail of the file to be fitted; heat it several times to bright redness and drive it, when so heated, into the handle, taking care to maintain it perpendicular. A hole will thus be formed of the required form, in which the file will hold without their being any occasion to apply excessive force in fixing it in position.

When the surface of a file is choked with particles of iron, copper, wood, etc, while the cutting edges are yet good, it can be cleaned as follows: Place the file for a few seconds in a hot lyre of potash in water, and on withdrawal, dry it before the fire and brush the surface with a stiff brush.

To renew the cutting edges of files, either of the following methods can be adopted:

1. First clean the file with potash or soda dissolved in water if greasy or resinous substances have to be removed with hydrochloric acid if it is rusty; and by rubbing with a metallic brush or piece of coke if particles of iron, brass, copper or tin have to be removed. The file is now immersed in a mixture of 1 part nitric acid, 3 parts sulphuric acid, and 7 parts water.

As the action of the acids become less energetic owing to the combination with iron, the temperature of the mixture must be raised, since rapidity is a condition of success. The time during which the file should remain in this bath varies from 10 seconds to 100 and more, the roughening of fine-cut files being far more immerse in lime wash, dry, and then cover them with a mixture of oil and turpentine by means of a brush, after which they are ready for use.

2. After being cleaned, as explained above, the file is supported in a dish full of water, resting on two cross wires, so that all its surface is in contact with the liquid. Now add strong nitric acid in the proportion of 1 part to 8 of the water, mix it thoroughly, and allow it to remain for 25 minutes. Remove the file, and, after washing in water and rubbing with a hard brush, place it again in the bath, to which a second eighth part of acid is now added, and leave it for fifty minutes. Again remove and brush the file, add a sixteenth part of concentrated sulphuric acid, and replace the file in the bath. Then wash successively in pure water and in lime wash (to remove the last traces of acid) and dry. The file will be found to possess both the qualities and the appearance of a new one.

Beaupuy files and burnishers.—Most watchmakers are acquainted with the files and burnishers that M. Beaupuy has introduced for rapidly forming conical pivots, the main characteristic of which is that the corner presented to the pivot is rounded to the desired form and roughed; they do their work rapidly and well, but some skill is necessary in their management. To the instructions which accompany them we must add the following:

They must never be used when quite

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new on a pivot that is to be employed in a watch; it will be reduced too rapidly. The freshness must be worn off the cutting edges of the teeth by preliminary use.

The pressure must only be applied perpendicularly to the surface of the staff as in making a square-shouldered pivot; the file is held against the flat face without pressure. A lateral force will have the effect of straining the pivot and causing it to break.

The corner of the shoulder must not be brought to correspond with the required point in the notch of the Jacot tool until the entire pivot is nearly of the requisite size. Up to this point the pivot should not pass into the notch for more than three-quarters of its length. It is of course understood that, before using these files, the cone must be shaped as far as possible to correspond with the corner of the file. When only a few strokes of the file remain to be given, it should rest on the entire length of the pivot.—*Ex.*

A CLOSE SHAVE.

"During my stay in Aberdeen I took occasion to visit the barracks and have a talk with some of the members of the Gordon Highlanders who were quartered there. One of them, Sgt. Monroe, struck me as being a particularly good specimen of the British soldier, and noticing that he wore upon his breast the English and Egyptian war medals, I made his acquaintance, and drew from him an account of his adventurous career. The Sergeant had seen active service in India, Ashantee, Afghan, and last of all in Egypt, and had of course had some very narrow shaves from being killed. He apparently bore a charmed life, for though he could show scars from assigis, lance, bullets and sword cut, he was apparently as strong and vigorous as he had ever been in his life. "My narrowest escape," said he, "was at Tel-el-Kiber. As you know, we stormed Arabi Bey's entrenchments at daybreak, and that the Highlanders and the Irish did the bulk of the fighting. Well, no sooner was the signal to 'Charge' sounded than up the embankment we rushed like so many devils. From the top we poured in one volley and then went into them with the bayonet. They couldn't stand cold steel, and we slaughtered them there in the outer defense works like so many sheep. Then they broke and ran, and as they scrambled over the second line of earthworks, we went with them pell mell and kept up the fight hot and heavy on the other side. I was a little ahead of my company, and my blood being up I was doing my level best to knock as many of them out of time as I could. I had polished off two and was going for the third when he suddenly turned and faced me, and being joined at that instant by a couple of his comrades, they went for me. Finding it was do or die, I rushed at them and killed the foremost one by a bayonet thrust clear through the chest. As he fell I made a thrust for the second, but he was too quick for me and caught my bayonet with his hand and in a moment I had dropped my rifle and we were struggling like two bull-dogs for dear life. A glance showed me that the third fellow had his rifle ready but could not fire at me for fear of hitting his comrade. My old boxing experience now stood me in good stead and I soon let my opponent have a blow behind the ear, which quieted him. As I was getting on my feet however, the third chap fired at me almost point blank and shot me fair in the breast, knocking me over. I was on my feet in a moment, but before I could help myself he was on me with his bayonet. A moment more and I would have been in Kingdom Come, but Geordie McKenzie here rushed in at that instant and ran him through. As you know, the actual time of fighting was short, probably it was not over ten minutes after the first rush that the whole thing was over. When I came to examine my wound I found to my astonishment that the Egyptian soldier's bullet had hit fair on my watch and thus saved my life. The watch shewed a dent on the outer case, but the works were all right and have kept as good time as ever. It's the greatest curiosity I have, and I'd not part with it for anything." Sgt. Monroe subsequently let me see the watch, which plainly showed the dent of the bullet on the back, but being good and heavy, the dome ins de and the works were both uninjured. The watch looked like a fine gold one, but the Sergeant said it was one of those American Boss' patent gold cases that are now being sold in this country. I offered him a ten pound note for it, but although it probably didn't cost him much over the half of that sum, he refused to part with it at any price. It certainly was a narrow escape, and I don't wonder that Sgt. Monroe refuses to part with the proof of it. The Gordon Highlanders are a splendid body of men, and I shall long remember my visit to their quarters with a great deal of pleasure.—"*Hotspur*," *in the London Chronicle.*

AFGHAN MONEY.

Let me now describe the process through which the English rupees at present pass to bring them out from the Kabul mint in the shape of Kabuleese rupees. In one of the rude sheds which I have described as running round the court-yard, are two rows of small round clay hearths, elevated an inch or two above the floor, and depressed, like a plate, in the middle. A pile of rupees—generally 300—having been counted and weighed, is placed upon one of these hearths in a carefully prepared bed of ashes, and covered over with charcoal and wood. The charcoal is then lighted, and when well aglow four pounds of lead for every 300 rupees is added to the furnace. The lead, in combination with the bone ashes, separates, as is well known, the alloy. This first process converts the rupees into a dull, unsightly mass of silver, free or nearly so, from alloy. The pure silver thus extracted is then carried to another shed, carefully weighed, and an amount of English rupees equal to its weight added to it. Rupees and silver are then melted together in a crucible, and the melted mixture is ladled by hand into molds, which give it the shape of flattened bars about 12 inches long. These bars are then taken to a third shed, to be annealed by hammering, and given the form of slender, round rods. The next process is that of drawing these rods through a plate of iron, perforated with round holes to give them a uniform circumference. This is done by means of a rude hand-wheel, after which the rods are cut by hammer and chisel into the lengths requisite to form the future rupee, each of which lengths is carefully weighed in a pair of scales. Any that are too heavy are handed to a workman whose business is to slice off a fragment with his chisel; any that, on the contrary, are too light are handed to another workman, who notches the little cylinder by a blow of his chisel, and inserts the required fragments into the notch. The

SUPPLEMENT TO "TRADER"

P. W. ELLIS & CO'S DESIGNS FOR SILVER JEWELLERY

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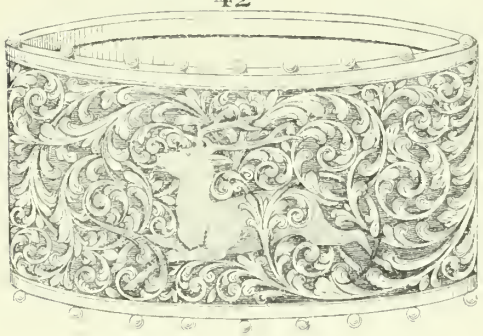
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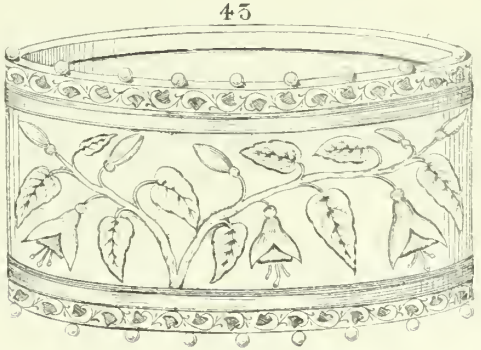
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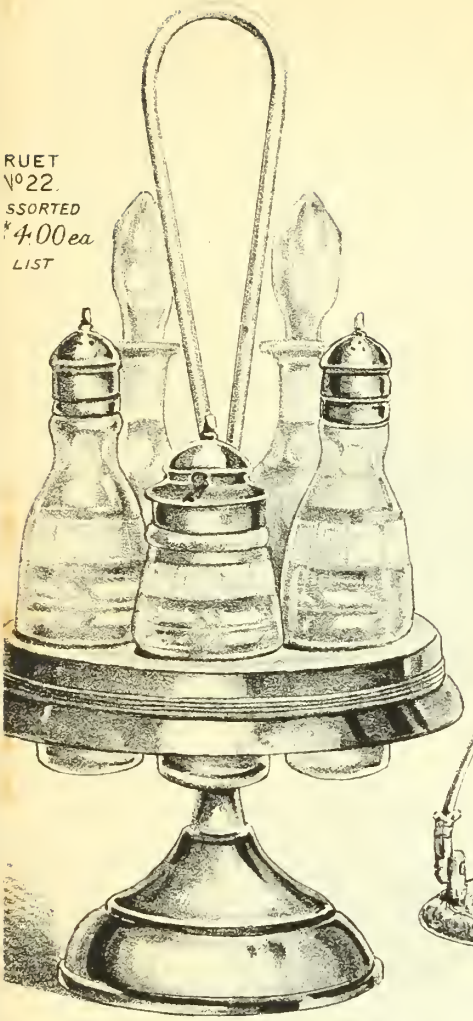


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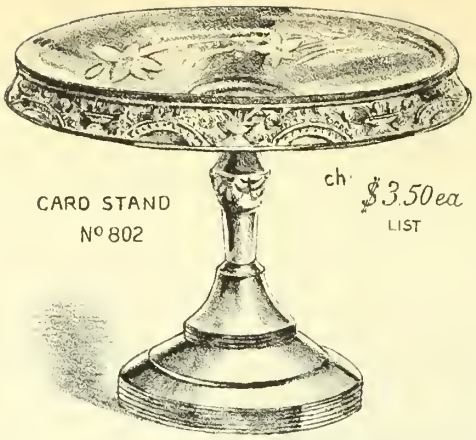


RUET
Nº 22.
SSORTED
$4.00 ea
LIST

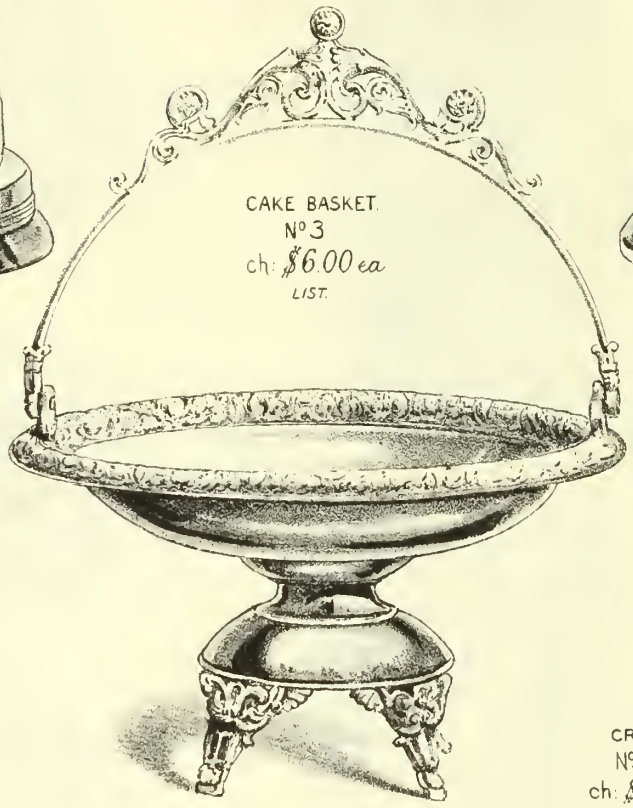


CARD STAND
Nº 802

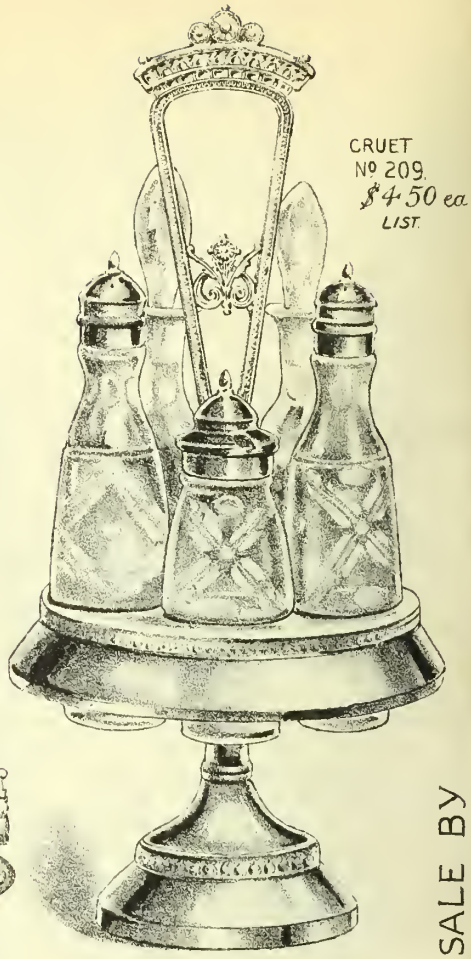
ch: $3.50 ea
LIST



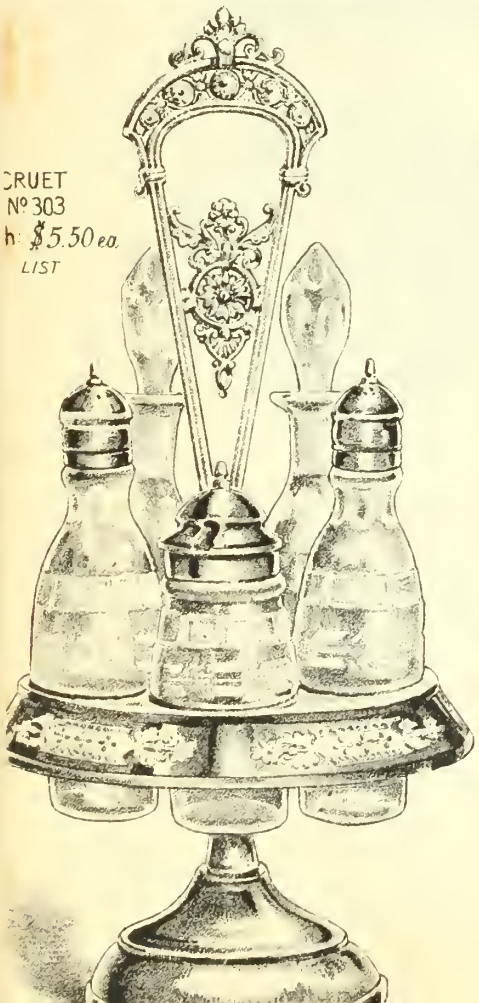
CAKE BASKET.
Nº 3
ch: $6.00 ea
LIST.



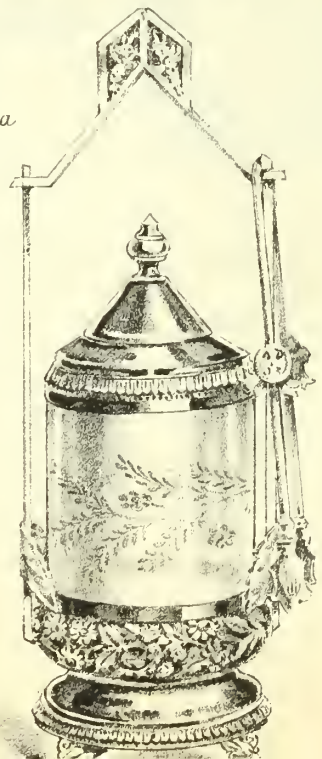
CRUET
Nº 209.
$4.50 ea
LIST.



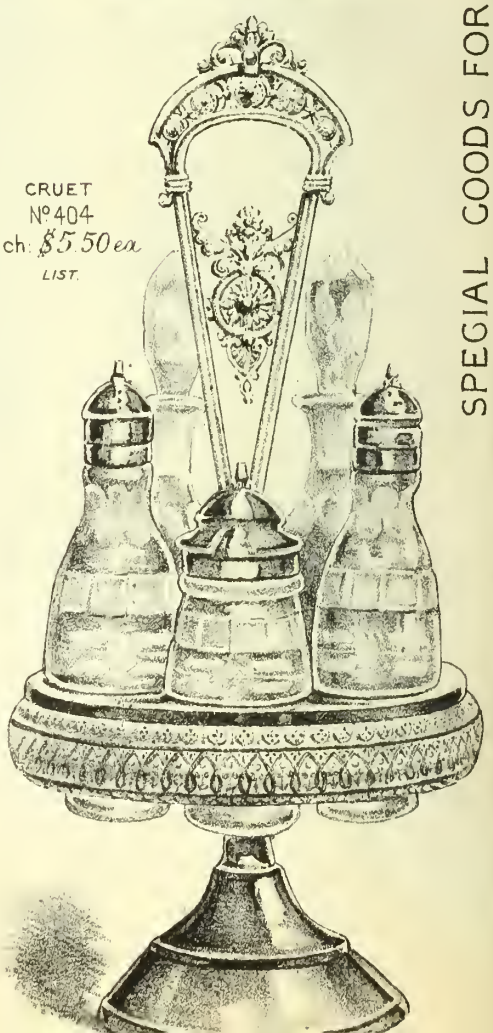
CRUET
Nº 303
h: $5.50 ea
LIST



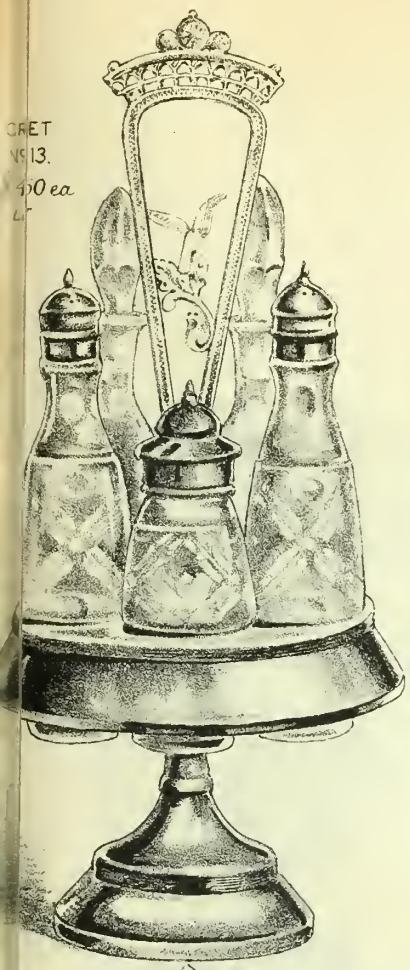
PICKLE
Nº 56
$4.50 ea
LIST.



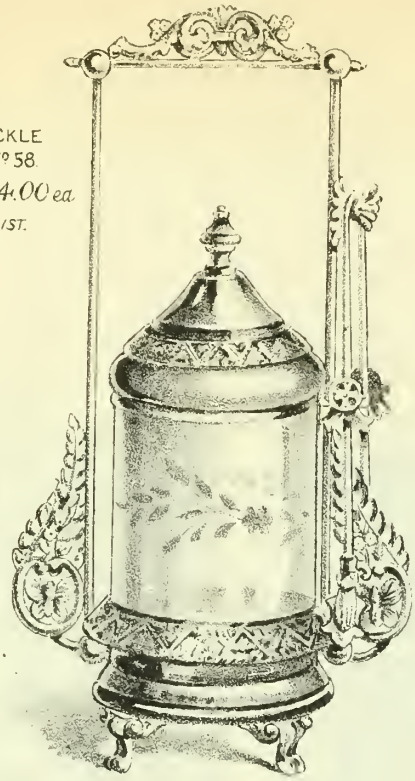
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Nº 404
ch: $5.50 ea
LIST.



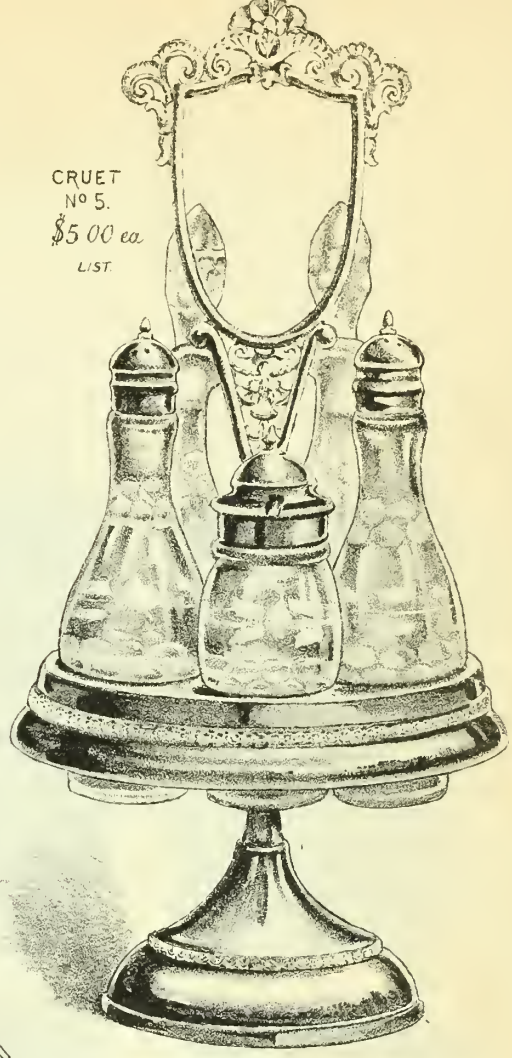
SPECIAL GOODS FOR SALE BY
ZIMMERMAN McNAUGHT & LOWE TORONTO



CRUET
No 13.
$4.00 ea.
LIST.



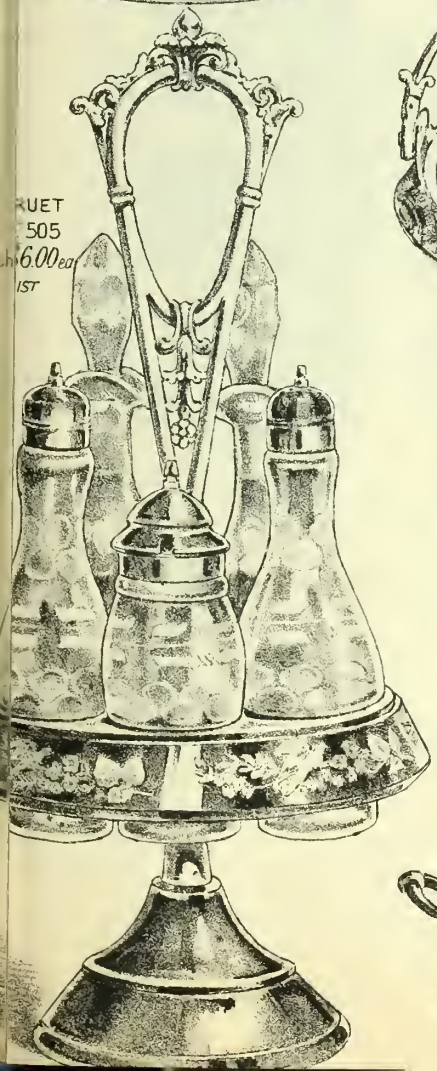
PICKLE
No 58.
$4.00 ea.
LIST.



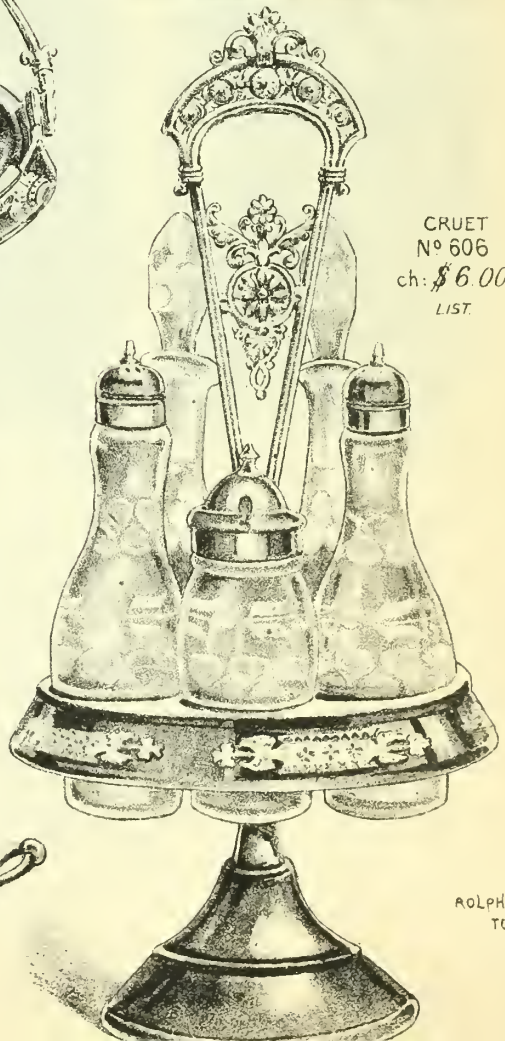
CRUET
No 5.
$5.00 ea.
LIST.



CAKE BASKET.
No 4.
ch. $5.00 ea.
LIST.



CRUET
No 505
ch. $6.00 ea.
LIST.



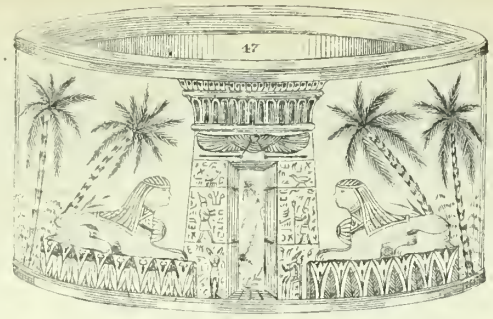
CRUET
No 606
ch. $6.00 ea.
LIST.

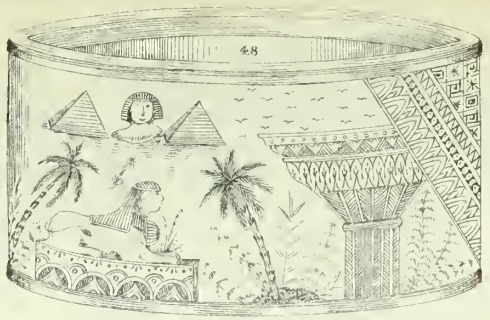


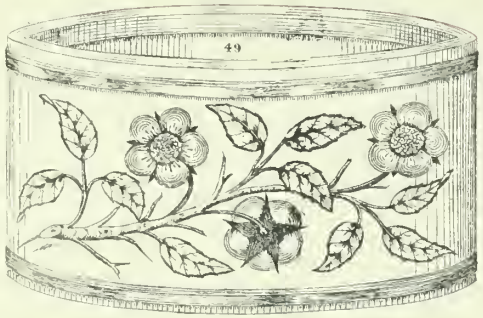
BUTTER
No 807.
ch. $5.00 ea.
LIST.

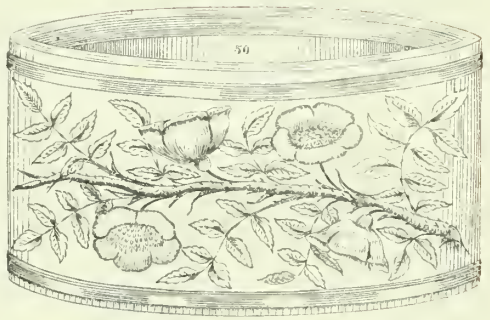
ROLPH, SMITH &
TORONTO

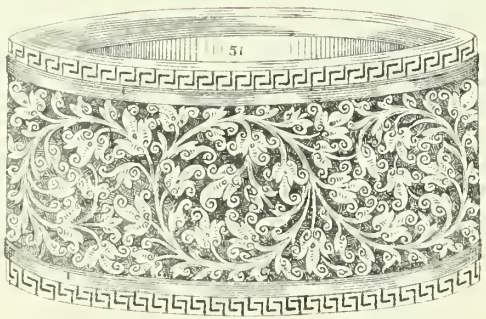


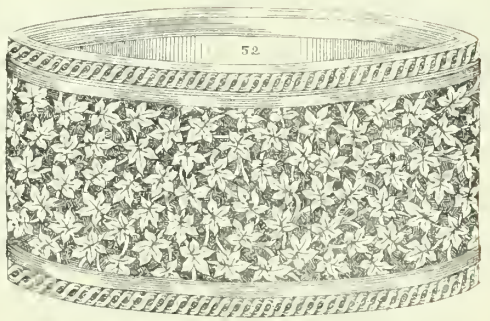

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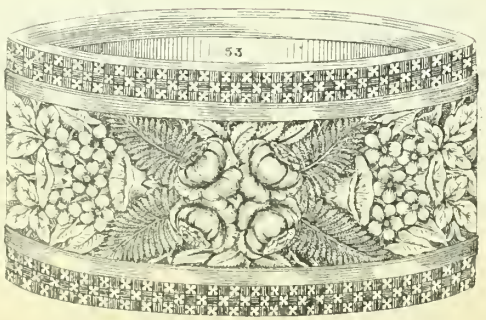

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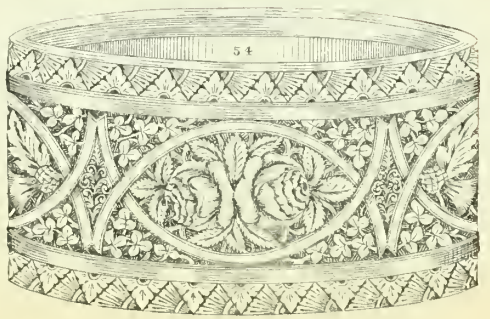

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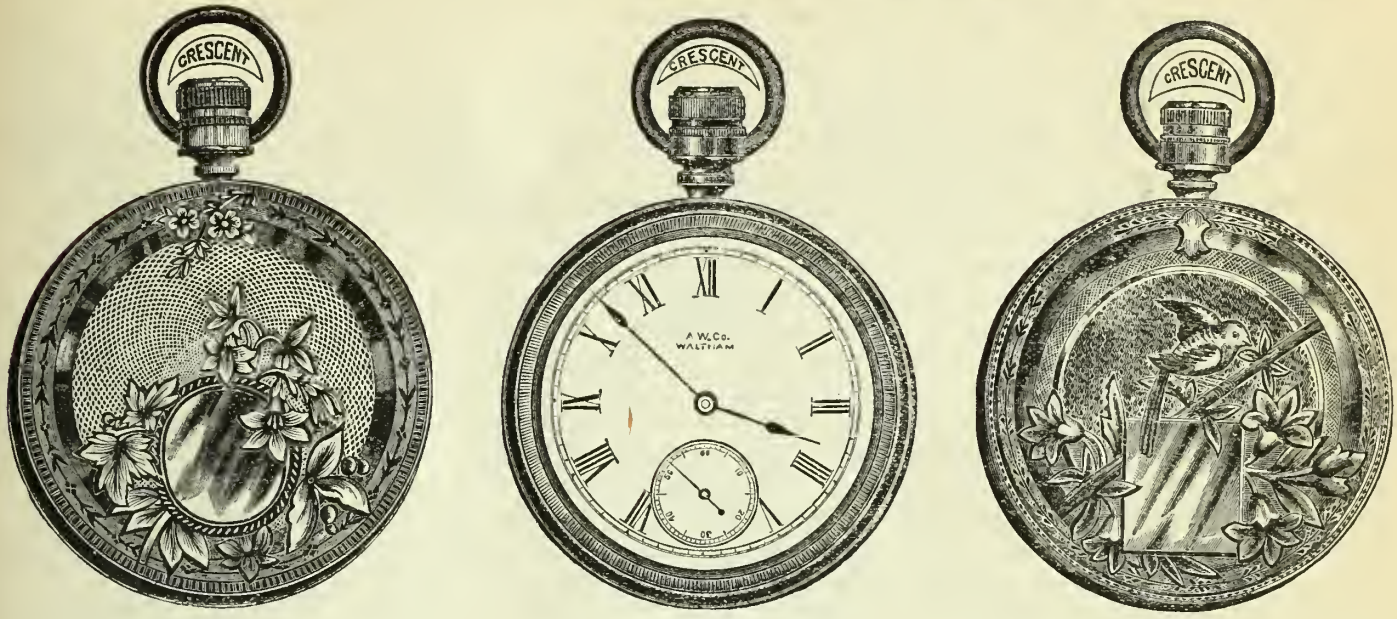

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CRESCENT GOLD FILLED CASES.



In assuming the agency for the United States for the sale of cases manufactured by the

CHICAGO WATCH CASE CO'Y,

IN CONNECTION WITH

WALTHAM MOVEMENTS,

we beg to state that we consider them the best manufactured of this class of goods, and recommend them as such to our customers.

New lines of cases will be added from time to time, that all grades of Waltham Movements may be properly cased in any style or quality of cases that may be called for by the trade.

ROBBINS & APPLETON.

General Agents for the United States.

LEE & CHILLAS, - TORONTO, ONT.,

General Agents for Canada.

cylinders are next carried to a fifth shed, and, after gently heating, are hammered into small round disks, which have a yellowish-white color. To remove this color and give them brightness they are next plunged into a caldron of boiling water, in which they are boiled for some time along with apricot fruit and salt. This process imparts brightness to the dull disk of silver, and they are then ready for the last process they have to go through, that of stampiug. This is, perhaps, the most interesting part of the operation. Two operators sit facing one another, half naked, on the ground, with a little iron anvil between them. into the face of the anvil is inserted a steel stamp, destined to give the impression which the underside of the rupee will bear. One operator places the little silver disks with great quickness and accuracy upon the stamp, and the other, who is armed with a heavy hammer in his right hand, and a steel stamp bearing the inscription destined for the upper side of the rupee in his left, with one heavy, well-directed blow, impresses the device on the soft lump of silver. Lastly, each rupee thus stamped is again weighed, and deficiencies iu weight made up by the same rude process as noted at another stage of the work, the ameuded rupee passing once more under the hand of the stampers. Such is the simple process by which money is now being coiued in Kabul. It certainly makes one stare by its very simplicity, and the absence of all secrecy, fuss, or show ; aud yet it is perfectly effective, and the money turned out, though rough and unfinished, is excellent in quality, if inartistic in shape and appearance. It needs hardly to be said that the rupees coined as I have described, contain only half the quantity of alloy which the English rupee does. I shall only add that the establishment, as now constituted, can turn out 25,000 rupees per day, and is capable of an extension.—*Letter to London Times.*

ROTHSCHILD'S COSTLY GOBLET.

Baron Charles de Rothschild, of Frankfort, has recently purchased, for the enormous sum of 800,000 fraucs ($160,000), a silver gilt cup by the celebrated Jamitzer, which is said to be a marvellous work of art. This sum, according to the *Chronique des Arts*, is, as far as it is known, the largest price ever made in modern times for a single object of art. The work is the centre piece of a table service. The foot is composed of a rock entirely covered with grasses and field flowers, on which disport themselves beetles, little lizards, locusts, and snails.

From this arises the figure of a woman, emblematizing the earth and bending in eloquent pose as she supports on her head and her hands a tall chalice, decorated by grotesques and topped by a cover, which terminates in a vase in form of a baluster, from which springs a bunch of leaves and flowers. The silver gilt of which the cup is made has ornaments in opaque and translucent enamels. The gold smithery of the sixteenth century is said to offer nothing more finished in execution, and which, though open to criticism, possibly from the standpoints both of taste and style, has its weaknesses, counterbalanced by the wonderful perfection of all its details.

The story of Baron Rothschild's acquisition of the work is quite curious. It formed part of the estate of the late Nuremberg banker, Merkel, who died in 1873, and whose heirs by common accord agreed to loan it, together with Albert Murer's portrait of Holchurcher, to the German museum of Nuremberg, of which Jamitzer's chef d'œuvre became one of the greatest treasures. Indeed the public, during the years it was on exhibition, thought it belonged to the museum. It was so arranged that the work could not be taken away without joiut consent of the heirs and a ministerial authorization.

Some months ago the celebrated art work disappeared from the galleries, to the great astonishment and consternation of the Nurembergers aud the country in general. After a while it leaked out that a Frankfort deater in art objects, the agent of Baron Rothschild, had appeared with the necessary papers from the family and the minister, and the director of the museum had been obliged to deliver to him the cup. The whole affair was conducted with great secrecy, and it is certain that, had it been known that it was possible to purchase this artistic treasure there would have been many bidders, and the art loving baron would have been obliged to pay a larger sum or see some rival purchaser carry off the coveted prize.—*Jewelers' Journal.*

BUSINESS CHANGES FOR OCTOBER.

S. Oberndarffer, jeweler, Kingston, Ont., sold out his stock by auction. R. R. Reid, jewelry, Winnipeg, Man., out of business. W. H. Davy, jeweler, Chatham, failed, and business closed up. Wm. Rolff, hardware, Windsor, Ont., dead. John Woltz, jeweler, Winnipeg, stock sold by sheriff. A. Beaudry, jeweler, Montreal, sold out. J. P. Chilton, jeweler, Ottawa, closed up. D. Bolduc & Co., jewelers, Quebec, assigned. R. Witson, hardware, Brandon, Man., sold out to T. G. Harrison. Quigley Bros. hardware, Brandon, stock sold by their creditors.

BUSINESS NOTES.

In regard to the Woltz (Winnipeg) forgery case, we understand that that part of the matter has been settled. The stock, however, has been sold by the sheriff and the business closed up.

G. N. Coffrin, a jeweler of Thornbury, Ont., has just been sold out by the sheriff. Coffrin has for some time past been doing an impecunious kind of trade, and it is probably as well that an end was so summarily put to his business career.

"How Do You Do?"—We were favored last week with a visit from our old friend, Mr. Hills, of the American Watch Co. Mr. Hills reports business with his company as being first-class,and the demand constantly increasing.

Contradiction.—It having been reported through Canada by interested parties that the "Lancaster Watch Co." had failed, we have been requested to state that this is not the case, but that the company are now financially stronger than ever before and are still turning out goods as usual.

Improvement.—We note by an exchange that Mr. A. F. Milliken, the well-known jeweler of Cornwall, Ont., has just erected an extensive addition to his establishment, which is now one of the handsomest and most complete in Ontario. Mr. Milliken is a pushing, energetic and courteous merchant, and thoroughly merits the business success he has achieved.

More Diamonds.—We understand that Wm. P. Sawyer, the hotel clerk who fleeced several of our city jewelers so badly, got ahead of several more whose names did not appear in the papers at the time. Of course they are all keeping dark about it, but if by any chance Sawyer should be made to disgorge, further developments as to those swindled may be looked for.

W. H. Davy, jeweler, of Chatham, has again come to grief. Cause, overtrading and bad debts. J. B. Kelly, dry-goods merchant, of the same place, who has been assisting him, and who got a chattel mortgage to secure his claim, has taken possession of the business, and as there is not enough assets to satisfy his mortgage, the indications are that the rest of the creditors may as well write their claims off their books at once.

Correction.—In our last issue we copied a note from the Toronto *Mail* in regard to the display of "The Toronto Silver Plate Co." at

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

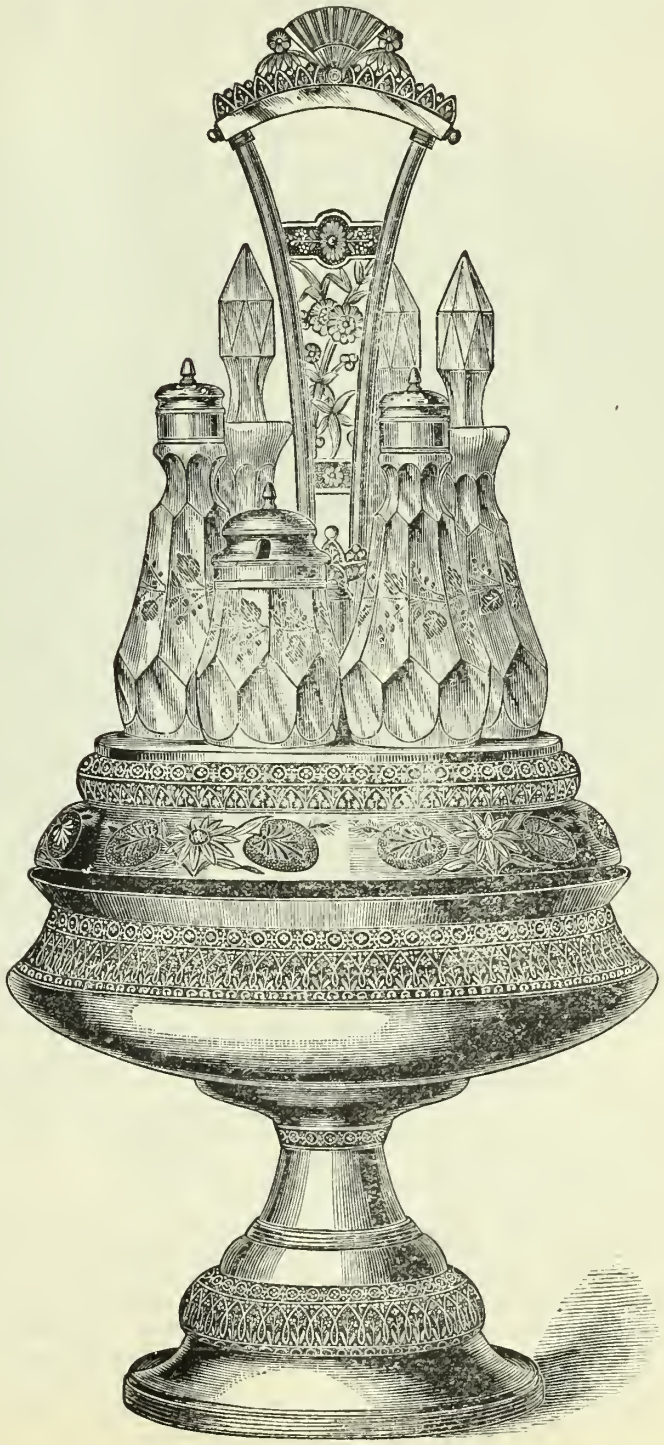
ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of manufactured goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford, using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S. AND MONTREAL, CANADA.

the Industrial Exhibition. The article in question stated "That where twelve men were employed a year ago, thirty men were now engaged in the different branches." The manager of the company, Mr. J. A. Watts, has called our attention to the fact that this is a mistake, and that they have now over one hundred men on their pay roll. We have pleasure in making the correction.

A Safe Bank.—We noticed on the corner of King and Yonge streets the other day what appeared to be a small-sized dwelling house on wheels. Enquiry elicited the fact that it was not a bullet-proof house intended for shipment to Ireland for landlords' use and warranted bullet proof, but one of Messrs. J. & J. Taylor's steel linings for the inside of the Dominion Bank Vault. The bank has shown sound sense, we think, in lining their vault with steel, and should, when finished, inscribe over the door the legend "Bring on your Burglars."

Foiled.—A jeweler named E. Rosseau, who kept a small store in London East, and "left" suddenly, was arrested in Detroit last month, on the complaint of Robert McGill. The latter keeps a jewelry store in that city, and charges that Rosseau gained his confidence by negotiations to buy his business. In order to learn what amount of trade was being done, Rosseau was permitted the freedom of the store and allowed to wait on customers. McGill missed a number of watches left to be repaired, and suspecting Rosseau, caused his arrest. Rosseau waived examination and is held for trial.

Another Dissatisfied Competitor.—The position of judge at one of our exhibitions is never a particularly happy one at best, but it becomes doubly embarrassing when every competitor is bound to have the first prize. We notice in one of the London papers that Mr. F. T. Trebilcock, jeweler, of London, sent a jewelry exhibit to the Western Fair, which did not take the first prize. Mr. Trebilcock feels aggrieved at this, and is out with a $1,000 challenge to the winner of the first prize, claiming that one of the judges was a tinsmith, one a dealer in crockery and the other a foundryman, and all of them utterly ignorant of the jewelry business. Without expressing any opinion whatever as to the merit of the award, we may say that we very much doubt whether Mr. Trebilcock's challenge will result in anything more than a cheap advertisement for himself.

An Honest Farmer.—A very funny story has been going the rounds of the press of this country, to the effect that a farmer somewhere near Ogdensburg sometime ago shot a pigeon and found attached to its leg a quill containing several diamonds of the very finest quality. The farmer was not only honest enough not to keep them, but sagacious enough to take them straight to the collector of customs at Ogdensburg, who of course smelt a very big mouse in the affair. Special detectives were put on the track of these pigeons, and finally, after weeks of watching and waiting, the dove cote was found, but alas, the smugglers had flown. Now all this is good enough for a dime novel, but as far as it is practically concerned it's nonsense. Who would ever think of risking valuable diamonds in this way when, without the slightest trouble or risk they could be carried over the border in one's pocket. The thing is absurd, and we don't think anyone who had money enough to pay for diamonds of any kind would ever risk them in this way. Fancy people smuggling diamonds by the use of carrier pigeons when bulky and almost valueless stuff are smuggled over in quantities every day of the year.

In our last issue we published a note from the *Coaticook Observer* in reference to a seizure of jewelry at that place, belonging to the firm of J. H. Jones & Co., of Montreal. The impression made upon our mind from the article copied was that the goods were seized while Mr. Jones was *en route* from New York to Montreal. Had this been the case the seizure would have been proper, and the goods would probably have been confiscated. We are informed, however, that the goods seized were simply those carried around the country by the firm's travellers in the ordinary course of business, and was done at the instigation of interested parties, more as a matter of spite in order to cause the firm inconvenience, than with any idea that the goods had been smuggled and could be really confiscated. Messrs. Jones & Co. are credited with having given the eastern customs authorities a good many points regarding the smuggling of jewelry by opponents in business, and it is thought that some of those inconvenienced by the information, resorted to the expedient above referred to as one means of getting even with them. We think that Messrs. Jones & Co. are to be commended for doing all they can to stamp out smuggling, and when they have got it thoroughly eradicated in Montreal they might turn their attention to Toronto.

WORKSHOP NOTES.

Aluminum Silver.—The following alloy is said to receive a high lustre and polish: Copper, 70 parts; nickel, 23; aluminum, 7.

Gold Tinge to Silver.—A bright gold tinge may be given to silver by steeping it for a suitable length of time in a weak solution of sulphuric acid and water, strongly impregnated with iron rust.

To Write in Silver.—Mix 1 ounce of the finest pewter or block tin and 2 ounces of murcury together till both become fluid, then grind it with gum water, and write with it. The writing will then look as if done with silver.

Magic Polish for Brass.—Add to sulphuric acid half its bulk of bichromate of potash; dilute with an equal weight of water, and apply well to brass; rinse it well immediately in water, wipe dry, and polish with pulverized rotten stone.

To Tighten a Canon Pinion.—The canon pinion is sometimes too loose upon the centre arbor. Grasp the arbor tightly with a pair of cutting nippers, and by a single turn of the nippers around the arbor cut or raise a small thread thereon.

Timing French Clocks.—Scape wheels of French clocks make two revolutions per minute, or four vibrations to each tooth. They may be quickly brought to time by counting if the beats of pendulum per minute equal four times the number in the scape wheel.

To Solder German Silver.—Dissolve granulated zinc in spirits of salt in an earthen vessel. Cleanse the part to be soldered, and apply the spirits of salts. Next put a piece of pewter solded on the joint and apply the blowpipe to it. Melt German silver 1 part, and zinc in thin sheets 4 parts, then powder it for solder.

Silver Assay by Smelting.—If no lead is present, mix 600 grains of the pulverized ore with 300 grains carbonate of soda, 600 grains of litharge and 12 grains of charcoal in a crucible; add a slight pinch of borax over all, put on the furnace, melt, take off, give it a few taps to settle the metal, let it cool, and remove the bottom.

Pickle for Frosting.—Silver goods may be frosted and whitened by preparing a pickle of sulphuric acid 1 drachm, water 4 ounces; heat it and immerse the silver articles until frosted as desired; then wash off clean, and dry with a soft linen cloth, or in fine clean sawdust. For whitening only, a smaller quantity of acid may be employed.

Alabaster Cement.—1. Finely powder plaster of Paris made into a paste with water. 2. Melt rosin, or equal parts of yellow rosin and beeswax, then stir in half as much powdered plaster of Paris. The first is used to join and fit together pieces of alabaster or marble, or to mend broken plaster figures. The second is to join alabaster, marble and other similar substances that will bear heating.

Regulating the Balance.—To reduce an exactly equipoised compensation balance to preserve uniform time in horizontal as well as vertical position, it is necessary to equalize the pivot friction to its smallest possible quantity. It is also necessary to see that the jewel holes be not unduly thick, that they are truly round and well polished. If this is not the case, they are to be corrected to correspond with these requirements, or else replaced by suitable ones.

To Make Burnishers.—Proceed the same as in making pivot files, with the exception that you are to use fine flour of emery, on a slip of oiled brass or copper, instead of the emery paper. Burnishers which have become too smooth may be improved vastly with the flour of emery as above, without drawing the temper. To prepare one for polishing, melt a little beeswax on the face of your burnisher. Its effect then on brass or other fine metals will be equal to the best buff. A small burnisher prepared in this way is the very thing with which to polish up watch wheels. Rest them on a piece of pith while polishing.

OTHER NOTES.

The Desert Sahara.—M. de Lesseps, in a recent lecture on the feasibility of filling the Desert of Sahara with water from the Red Sea, said that the evaporating power of the sun is less there than in the Red Sea, and he does not anticipate that the water will dry up. The cost of the necessary works has now been estimated at 150 000,000 frances, and the time required at five years. All the projectors require is the concession of the lands which will form the shores of the lake.

Highest Honors Awarded at the Toronto Exhibition, 1882

TWO SILVER MEDALS AND A GOLD MEDAL!

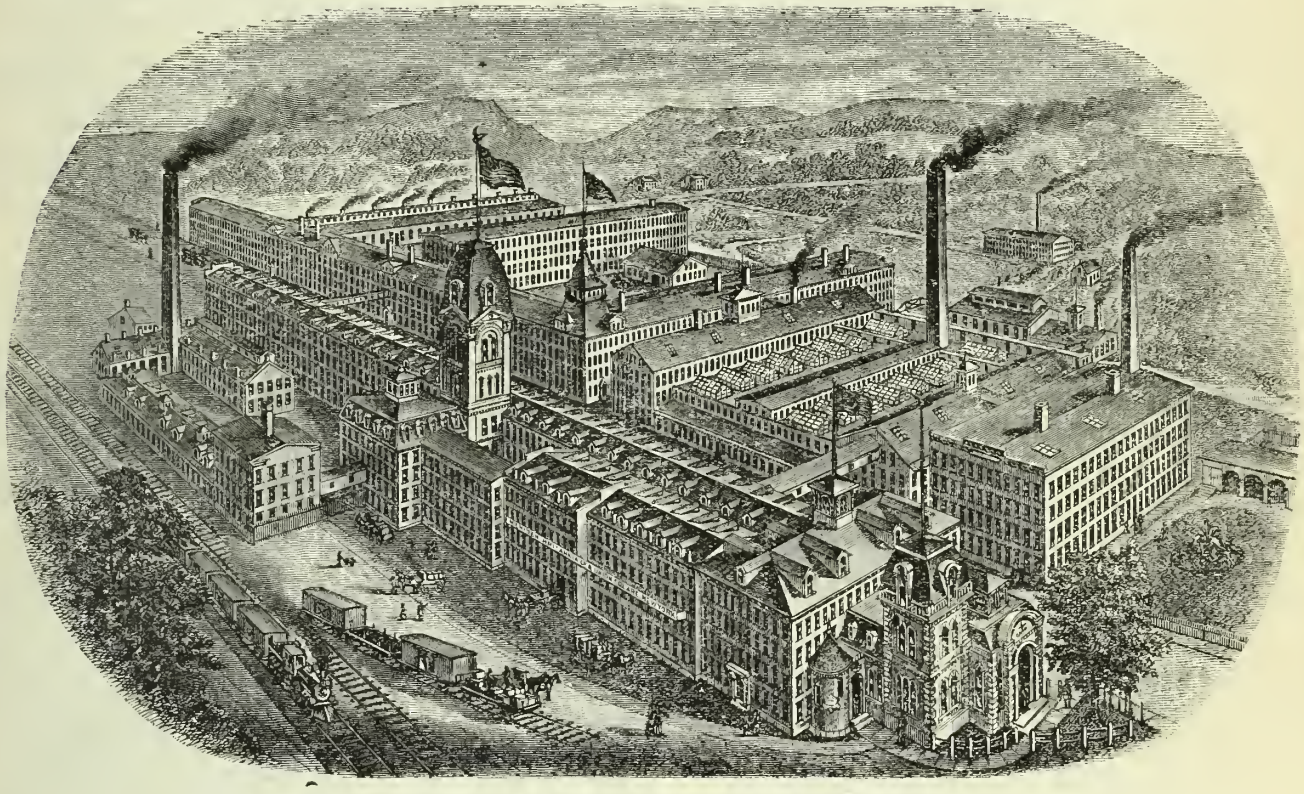
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

GOLD IN AUSTRALIA.—The production of gold in Australia seems to have diminished considerably since 1875, when the mines yielded 1,068,418 ounces. In 1876 the quantity sank below one million ounces, or, in exact figures, 963,760 ounces. In 1877 the figure fell to 809,653 ounces; in 1878 to 758,040 ounces, while in 1879 it slightly rose to 758,947 ounces. The year 1880 continued to show a slight improvement, for the yield rose to 839,121 ounces, and 1881 ended with 858,146 ounces.

NEW PROCESS FOR SILVERING MIRRORS.—Prof. Palmieri, it is said, has devised a process for silvering glass by means of the reducing action of glycerine on the salts of silver, which is said to have the advantage of producing a very brilliant metallic deposit. When into an ammoniacal solution of silver is poured, first, a little caustic potash, and then a few drops of glycerine, the reduction begins at once; and this action is accelerated if ether or alcohol be added to the mixture. A moderate heat and darkness are said to increase the brilliancy of the precipitate, and darkness also favors the adherson of the deposit to the mirror.

NEW THEORY FOR DIAMONDS.—M. Berthelot, in the *Journal de Pharmacie et Chimie* for March states that from peculiar physical relations he is led to suspect that the true element carbon is unknown, and that diamond and graphite are substances of a different order. Elementary carbon ought to be gaseous at the ordinary temperature, and the various kinds of carbon which occur in nature are in reality polymerized products of the true element carbon. It is thought that spectrum analysis confirms this view; and it is supposed the second spectrum seen in a Geissler tube belongs to gaseous carbon. This spectrum, which has been recognized along with that of hydrogen in the light of the tails of comets, indicates a carbide, probably acetylene.

MICA MASKS AND SPECTACLES.—Herr Raphael, of Breslau, has patented mica masks and spectacles in Germany. One special merit is their great lightness. By a subsequent improvement it is possible for any workman to insert a new piece of mica in the spectacle frame when required, the piece costing only about three cents. The frame may thus be used for a long time. The workman gets quite accustomed to these spectacles after a day's use. Herr Raphael further provides gray and blue mica glasses, which are quite transparent, and the color of which is fire-proof. They are very pleasant for workmen at large fires, as they prevent strain of the eye. Masks for half of the face weigh only 40 grams (less than 1½ ounces). Herr Raphael also supplies masks to cover the whole face, and, if necessary, also the neck.

EXCELLENT PROVISION.—There is in Germany a society for the welfare of youth on leaving school, and this, along with another society, has recently announced a prize competition having for its subject, "The Choice of an Industrial Calling." The prize is about $375. Competing memoirs must be confined to the manual occupations and small industries, and should deal with the following questions: What are the peculiarities of such industries (indicating briefly the kind of work involved in various manual occupations)? 2. What bodily and mental capabilities are assumed on the part of the apprentice? 3. What ways are open to an all-round qualification for the particular industry, and what means hereto are required? 4. What material prospects are offered by the industry, and, especially, what prospects of future independence?

MODERN ORDNANCE.—Gunmaking is almost at a standstill in the Government factories at Woolwich, and orders are anxiously awaited to make up for lost time. The transition of the national armament from muzzle-loading to breech-loading is still supending new operations and arresting new enterprises, and scarcely a large gun has been made or a heavy coil turned out for five or six months past. The introduction of steel, although only in the experimental stages, has quite supplanted wrought-iron bars, and the rolling and coiling mills are consequently almost closed. The gun factories are, however, busy, owing to the additional labour involved in constructing the fittings for the breech-loading appliances, which require great ingenuity and nicety of construction, and the character of the handicraft which at the present time distinguishes the department has not been equalled since breechloaders went out of fashion twenty years ago. The cost of the new guns must necessarily increase with the amount of skill which they involve, and the newer guns which are coming, built up of solid castings, must also lead to a heavy cost in comparison with the cheap system of gun-building, which is evidently to be suspended at an early date. Very large guns of steel are, however, remote probabilities, as the national factories can cast only eleven tons of steel at one casting, and much more than that will be required for guns of the monster type which appear to be called for by the strength of modern armour. The relative advantages of steel hoops and wrought-iron coils may, however, be regarded as decided in favor of the former, for, though the coils possess ductility and elasticity in a superior degree, the numerous joints are an indispensable weakness, from which the solid steel, with all the faults inherent to every mere casting is free. Trials have been made for combining the two systems by making coils of steel, but they are understood to be the reverse of encouraging.

SPICKERMAN'S

PATENT CEMENT CHUCK!

The best Chuck in the world for centering all kinds of watch wheels. Does not heat or color wheels. Can be used by any workman and at a price within the reach of all.

SATISFACTION GUARANTEED. PRICE $2.

JOHN SPICKERMAN,

JEFFERSON, N.Y., U.S.

GEO. E. COOPER

ORNAMENTAL & GENERAL

ENGRAVER,

31 KING STREET EAST,

TORONTO - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.

TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

T. WHITE & SON,

MANUFACTURING JEWELERS

Lapidaries & Diamond Setters,

39 KING ST. WEST, TORONTO.

CANADIAN & FOREIGN

STONES POLISHED & MOUNTED

FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

BUY THE

'BOSS'

IMPROVED GOLD CASE,



BECAUSE IT IS

THE BEST AND CHEAPEST

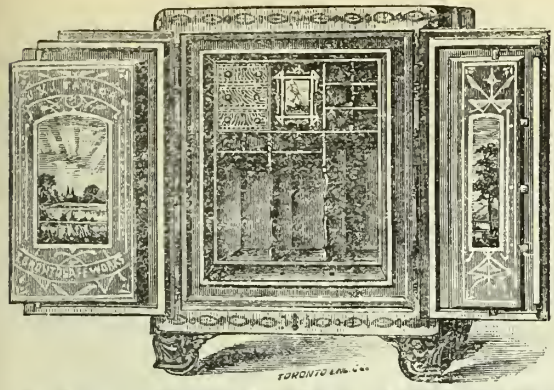
FILLLED CASE IN THE MARKET.

FOR SALE BY

Zimmerman, McNaught & Lowe

CANADIAN WHOLESALE AGENTS.

16 WELLINGTON ST. EAST, TORONTO



J. & J. TAYLOR,
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion

A. C. ANDERSON & CO.

We beg to state to the Trade that we are quoting special low prices on the following lines :

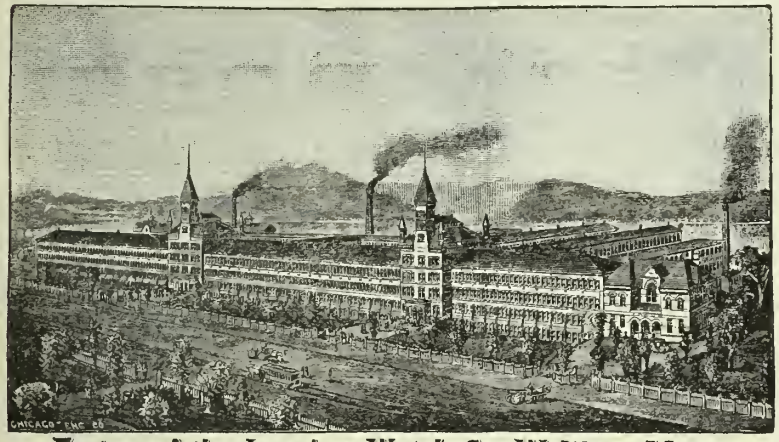
CHRONOGRAPHS,
GOLD, SILVER & NICKEL SWISS WATCHES,

COLORED GOLD SETS, DROPS & PINS.

NOVELTIES IN AMERICAN JEWELRY.

COMPARE PRICES AND BE SATISFIED.

A. C. ANDERSON & CO., 55 KING ST. EAST, HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y,



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MANUFACTURERS OF

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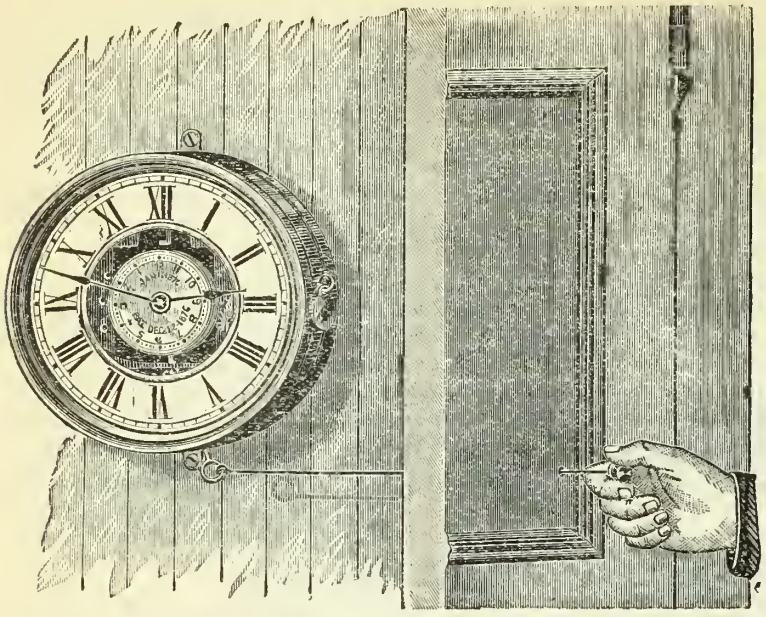
SATIN & MOROCCO CASES & TRAYS

Of every description for Jewelry, Silverware, &c.,

52 ADELAIDE STREET EAST,

(FEW DOORS EAST OF POST OFFICE,)

TORONTO.



THE

LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks Factories, Stores, &c.

Also just received The Meteor Illuminated dial clock, Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS IN THE DOMINION.

Prices furnished to the Trade only.

N.B.—I keep on hand a Large Stock of Jewelry. Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

SAMUEL STERN,
WHOLESALE IMPORTER,
31 Wellington and 40 Front Streets East, Toronto.

MARBLE CLOCKS !

We have just received direct from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS which we are prepared to offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call and see them.

Zimmerman, McNaught & Lowe.



ZIMMERMAN, McNAUGHT & LOWE,

WHOLESALE AND MANUFACTURING JEWELERS,

16 Wellington Street East, - Toronto, Ont.

Having been appointed Sole Wholesale Agents in Canada for J. F. FRADLEY & CO., we have now in stock a full line of their Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

ZIMMERMAN, McNAUGHT & LOWE.

THE TRADER.

TORONTO, ONT., DEC., 1883.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed rom the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

WARNING.

In our "Trade Notes" this month we are sorry to have to chronicle two of the most daring and successful jewelry robberies that have ever taken place in Canada. Mr. G. L. Darling, of Simcoe, and Mr. James Trotter, of Galt, are both jewelers of the very highest standing, and carried large stocks of fine goods, which, although confined in fire proof safes, were not sufficiently protected against the skillful scoundrels who burglarized their premises almost under the noses of the watchmen employed to look after them. These two burglaries following so closely upon each other, prove that we have in our midst at the present time a regularly organized gang of scoundrels, not only skillful enough to laugh at the protection afforded by an ordinary fire proof safe, but daring enough to hazard their liberty and even their lives to make a haul whenever they can find things to their liking. As most of our readers well know, nearly all the safes used in Canada by jewelers are simply the ordinary fire-proof safes. They are good as far as they go, but the trouble is they don't go far enough. They were never intended to withstand the operations of a skillful burglar and are not so guaranteed by the makers. If all of our jewelers were possessed of real fire and burglar proof safes, such as are made by J. & J. Taylor, of this city, they might sleep soundly and let these scourges of society do their worst, but the trouble is that not one jeweler in a hundred has a safe that can by any stretch of imagination be considered burglar proof. If they could afford it we should certainly advise every one of our readers who has a valuable stock of goods to invest in a real burglar proof safe; this, however, is beyond the means of most, and we therefore throw out a few hints regarding the protection of premises and stocks of this kind, that may be of value to some who have never before given this matter serious thought.

In the first place we think every jeweler should place his safe as close to the street window as possible, and have it in such a position that any passer by can see it plainly and tell at a glance if anything is wrong about it.

Secondly, a strong, clear light should always be left burning close to it every night. This will enable the watchman outside, or any passer by, to see it as easily as in the daytime. If there are any two things that disagree with burglars they are light and publicity. A good strong light in a store at night is about as good a watchman as you can get.

Thirdly, unless you can afford to employ a regular watchman, a good sharp dog is no mean substitute for one. Burglars don't like dogs, especially those that have a habit of putting their teeth into trespassers. Even if they should not be biters, a dog that will make a lot of noise and raise an alarm is not well considered by them.

The above are very simple, and, we think, very effective, and we are of the opinion that it was owing in some measure to the lack of such simple precautionary measures as these, that the two burglaries which we have to report this month were made possible. THE TRADER warned its readers about this very thing over two years ago, and we now repeat the warning in the hope that it may be of benefit to some of our readers.

In connection with this subject a few words on the improved methods of operation pursued by our modern burglars may not be out of place, as it may help to convince our readers that the danger of which we warn them is more real than perhaps they are disposed to believe.

"During the past few years the art of burglary has made rapid strides, keeping pace with the march of science. Evidence which has been ferreted out through Pinkerton's detective agency shows that the latest scientific aids have been used in the burglar's art. According to the new method safes are opened with greater celerity than heretofore, and the artists work so noiselessly that a person in the adjoining room will hardly be disturbed. The use of powder is dispensed with, and there is hardly any safe so obstinate that it will not yield its contents to experts who handle the new tools in less than half an hour.

A safe recently gone through exhibited evidences of very masterly and peculiar skill in the burglarious art. It had been opened by boring a half inch hole between the combination and the handle. After boring the hole a thread had been cut in it, and an instrument had been inserted that forced off the wards of the lock, and, breaking it in two, forced it into the inside of the safe. This plan of forcing in the lock is something novel in burglary. It may be called the pushing system, in contradistinction to the pulling system.

By the new system upwards of fifty jewelry safes have been opened in the States during the past few months, in most of which the thieves have got off with hauls ranging in value from $2,000 to $15,000. Chas. H. Mayhon and John Moore, two notorious burglars, were recently captured in New York, and at their lodgings were found a couple of sets of the new tools which are so handy and so light that they can be carried with ease in the pocket, each set not weighing above three pounds. In fact the thieves have termed the set of tools, "the pocket edition." At the lodgings of the man Mayhon was also found complete machinery for making these new tools along with the portion of the door of a safe covered with very hard steel for the purpose of proving the drills and other instruments. It is just probable that a branch of the gang who formerly operated in New England is now working Canada, and with these new appliances. This appears more likely from the fact that Pinkerton has information showing that a number of burglarious experts have made their way northward."

COMMON SENSE BUSINESS.

We have had put into our hands a circular purporting to emanate from a London (Ont.) retail jeweler, which is not only unique in its grammatical construction and general get-up, but characterized by a display of egotism that fortunately very few merchants care about displaying to the public. Apart altogether from the numerous misstatements with which this circular abounds, we notice the writer has apparently endeavored to impress the public of London with three things: (1) That he is the *only* man in London, and we should think in Canada, who is a thorough, practical

watchmaker and can do a good job; (2) that he is the only honest watchmaker in London; (3) that he will sell goods to the public as low as any other dealer in London can buy them.

In reference to the first proposition, we are not in a position to dispute his claim to being the best or only good watchmaker in the city he lives in. True, we have heard some people who ought to be posted about his abilities as a workman give him a poor name, but this has probably been the result of envy more than anything else. We would remark for his benefit, however, that as a rule "self praise is no commendation," and that were he as good a workman as he claims to be, and lived as long in the same city in the same business as he has done, that his merits as a mechanic would be so generally recognized that he would have no need to sound his own praises in the self-satisfied way he does, neither would he be compelled to cut on regular trade prices fifty per cent. in order to keep his mighty energies employed. A good watchmaker, who does first-class work, can always get all he can do at regular trade prices, no matter what his opposition may be, and our experience is that it is only the third-rate workman who has to slaughter prices. We should think, and we imagine the public naturally think the same way, that a watchmaker is generally the best judge of his own value, and if he considers his own work only worth half the regular price, that is sure to be about its real value.

In regard to his being the only honest dealer, and having the only honest goods in London, this is an inference to which we must decidedly take exception. Our acquaintance with the London jewelry trade has extended over a period of nearly twenty years, and as a class we have always regarded them as upright and honorable, and we fail to see why we should at this late day change our opinion; certainly the perusal of so bitter an attack as is contained in this circular would have no effect in altering our opinion. This phase of the circular reminds us very much of the English traveler's description of the Chinese city of Shanghai, whose streets abound with such signs as the following: "*No cheating here; don't deal with the man across the street, he is a cheat, but come to me and get the only genuine rat's meat at cost price.*" The public are always justly suspicious of a person who is constantly declaiming about his own honesty, and this feeling of distrust is intensified when to this evidence of bad taste is added the worse one of running down everybody else who may be in opposition.

In regard to the third declaration that he sells his goods at other dealers' cost, we are more concerned than in any of his other statements. If this is as he claims, then it argues a smaller amount of business capacity than we had expected from a general perusal of the circular. It may be that the writer of the circular is a man of independent means and sells goods simply for the public benefit. If so he has got into a a trade that will tax his energies to the utmost, and at the same time give him little or no thanks for it. The public generally believe that but few, if any, merchants do business for the pure love of it. As a rule merchants do business to make money, and the public expect to pay them a reasonable profit for their work.

If this gentleman is not, as we suspect, a person of independent means, then certainly he is pursuing a very "dog-in-the-manger" policy by doing business in the way he proposes. Every business man of experience knows that it takes a certain percentage of profit to run any business, and if that profit is cut down too low, the balance sheet will show a loss instead of a profit. From the figures this gentleman gives in his circular, we should venture the prediction that his business will not show a profit at the year's end, and that it is only a question of time when he has to advance his prices or go under. His whole attempt looks to us as though he was unable to make money himself in business, and was unwilling to let anyone else make any. The jewelry business is peculiarly one of confidence and good will, and if the public have confidence in a merchant in this line, he can get a reasonable profit on his goods and still retain their confidence and trade. People don't buy jewelry because they know whether it is cheap or dear, but simply because they want it, and even if every retail jeweler in London were to sell at cost, as our friend professes to do, it would make no perceptible difference in the amount sold. We can see no good whatever in such a suicidal course as this, for it simply demoralizes the trade without doing the person practicing it any good.

Did time and space permit we might write much more fully concerning this production, which is calculated to do harm both to himself and the trade in the city of London and vicinity. We have no personal knowledge of the writer, but we certainly think that if he honestly intends to run his business upon the lines laid down in his circular, the sooner he gets out of the jewelry business and gets an appointment as manager of some charitable institution, the better for himself and all concerned.

STANDARD TIME.

The change in the system of counting time which came into operation on all the railroads in North America on the 19th of November, is a real step forward in the direction of a universal system of time keeping. As probably all of our readers know, the idea is simply to divide the North American continent, for time purposes, into five belts, each belt being fifteen degrees wide. Within the limit of each belt one standard time is to rule, and between each two adjoining belts there is a "jump" of an hour, that is that the time of each belt is exactly one hour slower than the belt east and one hour faster than the belt west of it. While this may seem strange at first, a little reflection will convince almost any one that the change is a practical one, and well adapted for the travelling public, while to those who never go away from home, after the first day it won't really make any difference. Any one who travels much will certainly appreciate it, for instead of never having to correct local time, or having to alter his watch in every place in order to get it, his watch, once set right, will be exactly right anywhere in Canada or the United States between the confines of the belt for which it is set. Then again should he happen to go east or west sufficiently far to go into other belts, how much easier to compute the correct time by adding or subtracting an even hour for each belt, instead of, as formerly, adding or subtracting a certain number of minutes or seconds which varied with every mile travelled. The thickly settled part of Canada will at present be comprised in three belts. The maritime provinces and the eastern part of Quebec in the Eastern; the western half of Quebec and Ontario in the Centre, and Manitoba in the Western. The time in the maritime provinces will then be an

hour faster, and that in Manitoba an hour slower than Ontario time. The centre belt practically extends from Quebec to Sarnia, and the following alterations may be interesting as showing the difference between the local and standard time at some of the principal points, and how they will have to alter it in order to make it correspond :

			Minutes.
Quebec puts the clock back about			15
Montreal	"	"	6
Ottawa	"	forward	3
Kingston	"	"	7
Toronto	"	"	17½
Hamilton	"	"	19
London	"	"	24

As this new time has already been adopted by all the principal places we would advise our friends in the jewelry trade everywhere to conform to it as quickly as possible. If not they will find their local time about the "meanest" time possible, especially if they ever have to do any travelling. By all means get the new standard time and keep to it.

Selected Matter.

THE QUEEN'S PRESENT TO CAPTAIN SHAW, OF THE LONDON FIRE BRIGADE.

Her Majesty the Queen has recently presented Captain Shaw with a bracket, or table clock. The case is of black marble, about fourteen inches high, square-sided in shape, standing upon four golden balls, and having a Corinthian pillar upon each side of the dial, which latter is black with gold figures. The surmounting of the case is very appropriate, and tells its own story. There is a helmet of gold resting within the line, formed by a beautiful-executed bronze imitation of the fireman's belt and hatchet. This may be called the crowning of the design, and most harmoniously in keeping with the character of the gift it appears. The movement is that of a French pendule clock, striking the hours and half-hours upon a spiral gong-wire. Underneath is the following inscription upon a golden plate: "Presented to Captain Eyre M. Shaw, C.B., Superintendent of the Metropolitan Fire Brigade, by Victoria R.I."

The R. I. signifies Regina Imperatrix; that is, Queen and Empress. A large number of ladies and gentlemen have, by the courteous permission of Captain Shaw, inspected the handsome present, and given utterance to their admiration in very gratifying terms. It is rather difficult to say who has the right to be the best pleased at the incident, Her Majesty, or Captain Shaw. The first-named on account of the kindly expressions and loyal feelings which it has called forth towards herself; or the latter at the distinguished, social honour and heir-loom which has been conferred upon him. I will slightly paraphrase a line of Byron about Moore, the poet, and fitly apply it to the happy recipient here :—

"He won it well, and may he wear it long."

" C. Stuart, in the
"Jeweler and Silversmith."

THE SIDEREAL DAY.

ASTRONOMICAL AND SOLAR TIME—WHY THE STANDARD IS ADOPTED.

The following memorandum, which will at this juncture interest some of our readers, has been furnished by Mr. S. E. Roberts :—

"Time is a measured portion of infinite duration." A measured portion between the immeasurable past and future. For measuring this portion we may adopt any standard we please. It has been found most convenient to use the time of the rotation of the earth on its axis as the standard of reference in all cases. Let a telescope be pointed to a star, and then clamped in position, and the time noted when the star crosses a wire in the centre of the field; the interval occupied by the earth rotating upon its axis, before the same star again crosses the wire, is called a sidereal day, and is divided into twenty-four hours. This is the astronomical standard. For civil purposes it is more convenient to use solar time. But the sun is not a fixed point in the heavens; he travels round the entire circle of 360 degrees in 365 days, or very nearly one degree in every day, and as one degree is equal to four months, it will take the earth four minutes to overtake the sun after it has passed the star in sidereal time. This is known as apparent solar time. But, from causes which I must not now stop to explain, the motion of the sun is not uniform. The elements of the irregularity have been grouped together, and tables prepared which are known as "the equation of time." The time given by these tables is sometimes added to and sometimes taken from apparent solar time, and we then get the "mean solar time," by which one day is regulated. A meridian may be defined as an imaginary line passing through both celestial poles, the zenith and the nadir; the plane of this great circle must therefore pass through the observer's place and the earth's centre. From this it is manifest that every place on the earth must have its own meridian, and it is noon by apparent solar time when the sun crosses the medium of that place. The earth rotates from west to east, and consequently the meridian of Montreal will pass beneath the sun about half an hour earlier than the meridian of Toronto, while places west of Toronto will be later in the same proportion. Hence we have been accustomed to speak of "Montreal time," "Toronto" and "Chicago time."

THE NEW STANDARD TIME

simply proposes to adopt the mean solar time of the 75th meridian for general use in all places lying between 67½ degrees and 82½ degrees of west longitude, and thus avoid the confusion arising from the use of the meridian lines of different places. The central meridian of this district, *i. e.*, the 75th, crosses the St. Lawrence a few miles west of Cornwall, and passes northward east of Ottawa. On this line the new standard will make no change; to the east of this line noon will be given a little earlier, and west of the line later than the general local time.

It will make almost no sensible difference to our social life, while it will greatly facilitate our movements in travelling and in many other ways.

AN ELECTRIC WATCH.

The St. Petersburg correspondent of the *Jewish Chronicle* writes :—A Jewish young man, nineteen years old, named Salomon Schisgal, and coming from Berditschew, a Jewish centre in Southern Russia, has for some time been the hero of the day in this city. In commercial circles and in journals of every shade of opinion, the current topic is the genius of Herr Schisgal, who in outward appearance is a mere youth, and no words are sufficient to praise his invention, for which he has already received a patent from Government, and which he is carrying into execution in association with one of the most influential of Russian wealthy aristocrats. This invention is a watch which goes by electricity, and with scarcely any movement; it is therefore simple in construction, and easy to handle; it is cheap,

and above all, keeps correct time. It attracted the attention of the well-known Professor of Physics at the University of St. Petersburg, Herr Chwolson (son of the renowned Orientalist of that Committee of *Savants* at the Ministry of the Interior has written an article on the subject in the *Nowosti*, from which I extract the following particulars: 'In its remarkable simplicity this invention can only be compared with the Jablochkoff system of electric lighting. The watches are without any springs and consist solely of two wheels. Besides being true they have the advantage of the second hand moving in single momentary leaps, as is usually the case only in very costly watches, and which is of the utmost utility for astronomical observations. These watches can also set in motion a certain number of watches of the same construction, so that they all keep exact time. The invention has convinced me that the watches can be used for the purpose of telegraphy. After naming several other advantages, Professor Chwolson describes the invention as a wonder which will cause an entire revolution in the manufacture of watches. Herr Schisgal is the son of a Jewish watchmaker in Berditschew, where he commenced his studies at the Realschule. He subsequently left for Kieff in order to enter the Gymnasium, but the Anti-Jewish outrages which raged there two years ago, aroused in him a determination as it did in so many other Jewish students, to leave Russia and seek a new home in another land. But before quitting the country he resolved to thoroughly master his father's profession, and with this object in view he returned home. There, besides learning how to make watches, he occupied himself with the study of physics, and especially of electricity, and he turned his attention to the desirability of bringing the latter into relations with his occupation. This kept him engaged for about two years, until he hit upon the idea of his invention, which took him three months to work out and perfect. Several prominent persons have evinced the utmost interest in him and have made splendid offers to enter into business connections with him. From far and near, especially from military circles, he received telegrams congratulating him on having conferred so great an honor on his fatherland, the senders evidently being unaware that he is a Jew. As I have already stated, he has concluded a contract on most favorable terms with the well-known Crœsus, M. Paschkow, and as he is still a minor, his elder brother has arrived here in order to complete the necessary legal formalities for the constitution of the firm. The Governor of St. Petersburg has granted the young inventor the right of residence in that city until he obtains this right, *eo ipso*, as an artisan."

COSTLY CLOCKS.

The Philadelphia *Record* publishes an interesting article on the subject of quaint clocks, and how Mr. G. W. Childs, the distinguished philanthrophist, takes note of time to the value of some $30,000. The writer says that when General Grant returned to Philadelphia after his great tour around the world, he brought to his friend, Mr. Geo. W. Childs, a large hall clock, which he designed as a companion piece to two remarkable timekeepers then in Mr. Child's possession—one had ticked for more than two centuries in an Austrian cloister, and had rung out the signal which daily roused the monks to their devotions; the other is the most complex and the most complete piece of time-measuring machinery that can be found in America. To look at these curiosities a reporter visited the private office of the *Ledger* publisher, on Sixth street, below Chestnut. The apartment is patterned somewhat after a room in Coombe Abbey, Warwickshire, which one of its lords had fitted up for the reception of Queen Elizabeth. The quaint open fireplace, high wainscoting, the plaster penants of the ceiling, the Flemished stamped leather for wall papering, and the tile flooring are in perfect accord with the style and traditions of these massive timepieces.

Meantime a glance around the room revealed clocks in every place where such heavy articles could be put. On Mr. Child's writing desk were three odd looking timepieces. On the top was a clock made with lapis lazuli case, one foot high and ten inches broad. Stone as it is, the clock case is worth more than its weight in solid gold, and is the highest priced article in the room.

Immediately below is an odd looking ornament, consisting of two uprights supporting what at first glance appears to be a ball, but which is a Japanese clock, the dial completely covering the front half of the sphere, and curious hands pointing out Japanese scrawls to denote the hours. The works inside rock like a cradle. There is a third clock on Mr. Child's desk, an ornamental steeple clock, which is set in a stand, that indicates the day and date of the month.

Over the old fashioned fireplace, where the grate is suspended by heavy iron crane, there is a basso-relievo, wherein a winged Cupid is depicted bearing an hour-glass, to typify the flight of time, while on the mantle immediately overhead is a bronze and Marble French clock of beautiful design and exquisite finish, and of such fine workmanship that it does not vary hardly more than a minute in a year. It has a perpetual calendar attachment, at a cost over $800.

On either side of the mantle, under life-size pictures of Messrs. Childs and Drexel, are clocks marking two periods in French history. One has a case of tortoise shell inlaid with bronze scroll work, such as was fashionable in the time of Louis XIV.; the other is in the Rococo style, which was popular during the time of Henry IV. The bronze case, nearly three feet high, is profuse in decoration of a debased style that succeeded the first revival of Italian architecture.

Above a huge ebony cabinet filled with curios of every variety, stands an antique English clock, with square ebony case. It is very plain and very old, the seconds being measured by a verge escapement, which was supplanted more than 200 years ago by the pendulum.

Another expensive clock on the walls has a case of malachite ornamented with bronze. This is Russian work. The clock stands on a neat bracket of malachite and bronze, that was made in this country to Mr. Child's order, at a cost of $250.

The glance around the room from desk, and mantle, and bracket, and cabinet, now strikes three hall clocks—the dearest treasures of the collector. The "convent" clock, which came from an Austrian cloister, is over 200 years old, is roughly made, and is exceedingly crude in its mechanism.

General Grant's present, sometimes known as the Grant clock, and often named the Klingenburg clock (after its maker, John Klingenburg, of Amsterdam), is of great value. But, precious as are these two tim keepers, they are commonplace as compared with the Rittenhouse clock, which occupied an hon-

ored corner in the magnificent office. For ingenuity, and accuracy, and beauty of workmanship, it is believed to exceed any clock in America. David Rittenhouse, a famous Philadelphian, after whom Rittenhouse square was named, made the clock in 1767, for Joseph Potts, who paid $640 to Rittenhouse. This timepiece was much sought after in the early days of the republic, 125 guineas having been offered for it by Lord Howe, when he was holding Philadelphia under occupation. Later on, the Spanish Minister of the United States wanted to make a substantial present to his sovereign, and offered $800 for this clock. It however, fell into the possession of the Barton family, who retained it until it was bought by Mr. Childs in October, 1879. The intricacy of its mechanism is wonderful. It contains seventy-two wheels, with 5,685 teeth. It is operated by three weights, aggregating 100 pounds in weight. In addition to the timepiece, it has a musical attachment, and a limited planetarium in miniature. On the face are six dials. The main dial in the centre has four hands, indicating seconds, minutes, hours and days, the last being so set as to run perpetually, with due provision for leap year and all the other vagaries of the calendar. The phases of the moon are also shown. The second dial accurately represents the movements of Venus, Jupiter, Mars, Mercury and the earth around the sun, each of the planets being represented by a small gold ball that makes its orbital revolution around the central sun with wonderful precision. Thus far the gold ball marked Jupiter, has made only nine and a half revolutions since the clock was made—114 years ago. The rim of the dial is marked with the signs of the zodiac, thus showing the location of each planet.

Equally curious is the dial in the upper left hand corner, which describes the moon's phases in its course around the earth. The moon is portrayed by a ball, half white and half black, which slowly traverses around another ball representing the earth, the moon being made to revolve on a pinion in such a manner as to give the correct view of it when in its various stages of reflection. The lower left hand dial shows Saturn slowly crawling along its twenty-ninth-year course around the sun. Another atmospherical feature of the clock is its sun-dial, which shows sun time, fast or slow, in comparison with mean meridian time. The movement necessary for this dial is exceedingly intricate and rare. The sixth dial reveals a combination of chimes, which play at every quarter, half and full hour. A hand is turned to one or ten numbers, and when the quarter point is reached a peal of choral music is heard, lasting for a minute. A gentle push on a little knob on the dial brings a repetition, and the twenty tiny bells gush out their sweet melodies.

It was while the scribe was glancing at this atmospherical wonder that the State House bell tolled out its heavy mid-day clang, and almost at the same instant a flood of music deluged Mr. Child's office. Each of the seven clocks, excepting the antique "English" struck the hour—the atmospherical clock in deep, rich tones; the convent clock with a high tingling sound; the mantle clock with a softness that is characteristic of French timepieces; the Louis XIV. clock on a highly toned bell; the Rococo clock with a healthy, loud sound, and the lapis lazuli with a pleasing jingle. Then the chimes struck up, and for another minute sweet concord pervaded the room. The effect was thrilling. The products of two continents were brought into an array that pictured distinct successive periods of progress in handicraft and scientific attainment. It was a blending of times and peoples, of history and art.

These clocks in Mr. Child's office could not be bought for any money. They cost over $10,000, while $30,000 will hardly cover the cost of all his clocks, numbering fifty, the others being divided among his summer house at Wootten, his Long Branch residence, and his mansion at Twenty-second and Walnut streets. Every room in each of these domiciles has its clock, and each clock has its peculiar merit. In the library at the corner of Twenty-second and Walnut streets is a heavy clock, rich in design and finish, that was once owned by Prince Napoleon; while in the parlor, between the two front windows, stands what is perhaps the most costly parlor clock to be found in the world. It weighs two tons, and stands nine feet high, onyx and verde antique forming a base of two feet square and four feet high. On this pedestal poses a life-size figure in silver of a woman, her raised arm poising a circular pendulum which operates the machinery in the base. The clock has a quiet history. It won universal admiration, as well as the grand prize, at the Paris exhibition of 1867, when Le Grand Lockwood bought it, after a sharp bidding with the Emperor of Russia, and placed it in his palatial home in Norwalk, Conn., where it remained until Lockwood's riches had been squandered, and the auctioneer mounted the block to sell off the effects for what they would bring. Mr. Childs had visited the place eleven years ago, when studying designs for his Walnut street house, and upon announcement of the auction sale, the *Ledger* publisher went to Norwalk, and there encountered A. T. Stewart's agent in competition. The price was started by Mr. Childs at $1,000. Mr. Stewart's man bid $2,000, and Mr. Childs bid $3,000. Tapping the *Ledger* publisher on the shoulder, the representative of Stewart said, with surprised tone:

"Mr. Child's, I am bidding for Mr. Stewart."

"I can't help it," said Mr. Childs, "I want that clock."

"Four thousand dollars," exclaimed the agent, turning to the auctioneer.

"Six thousand dollars," said Mr. Childs, and to him the clock was sold.

WENZEL JAMITZER.

PRODIGALITY OF THE MIDDLE AGES—SUMPTUARY LAWS.

The native city of Albrecht Durer—Nuremberg—had, in the 16th century, become the brightest star in the constellation of prominent German cities. Although Augsburg attempted to be a worthy rival, Ulm, Eslingen, Strassburg, Frankfort, essayed to vie with it, nevertheless, Nuremberg sounded the key note. Both Emperor and Empire has tacitly acknowledged it by fixing upon Nuremberg as the seat of the Imperial treasury, and the ancient German royal crown was guarded in its walls since the year 1423. Pope Martin affirmed it by a special bull, confiding to the city "the perpetual care of the paraphernalia of State," and, indeed, they remained there until the German nation was no longer a Roman Empire, and these insignia had to be conveyed to a place of safety, to protect them from Napoleon's cupidity. A patriotic professor of Wurzburg kept them hidden in his trunk for eight years, and only delivered them in 1815 to the Austrian treasury.

Nuremberg's goldsmiths were especi-

ally noted for the wealth of their origiual and artistic conceptions, united with the highest skill and harmony of execution, with which they wrought perfect works of art. The spirit of Albrecht Durer hovered for another century in their midst, and many a one showed himself worthy of following his footsteps.

Wenzel Jamitzer was the chief of all.

He was a scientific goldsmith, especially famed for his several inventions in mathematical instruments, and their use; he wrote several excellent treatises on the subject; he was also one of the most famous clock makers of his times, constructing several complicated movements, etc., and other works.

The great prodigality which had become customary among the nobles, and in different counts, with regard to personal ornamentation, since the day of the crusades, proclaimed the high self-estimation entertained both by knighthood and princedom, and which also passed over to the free, wealthy citizens of the country. "Gold was the word, gold was desired by all." The goldsmith had good customers, and his work was the representation of the period. At first he laid more stress on the solidity of his wares, while gradually, when the people became more refined, he also became more ambitious, stimulated by the growing culture and refined taste, of producing the most admirable masterpieces. Table service proclaimed the wealth of a family, together with gigantic beakers and drinking cups, and overload of ornamentation in attire, necklaces, rings, spangles; the knights were encased in gold and silver armors, beautifully engraven with the most delicate interlacings of arabesques, or inlaid with gold. This prodigality in dishes and personal ornaments was fully sustained by the sumptuousness in eating and drinking.

When Duke Charles the Bold, of Burgundy, in 1473, travelled to the diet at Trer, his suite consisted of 5,000 well armored and mounted men. He himself was dressed in a gold dress, studded with pearls, estimated at $200,000. He invited the Emperor, Charles V., to St. Maximin, and Hans Sachs, the chronicler of the festivity, says that at the dinner entertainment, all the dishes were of silver, and the beakers and cups were resplendent with jewels and pearls. Four courses were served, the first of which consisted of fourteen, the second twelve, the third ten costly covers; for the fourth, thirty gold vessels were served with spices and confectionrey; the largest dish was estimated at about $2,000.

Berlepsch says that Electro Moritz caused four hundred and fifty pounds of silver to be weighed out from his treasury, to be manufactured into dishes, intended for the marriage of his son, the future King August of Poland, with a Princess of Denmark.

King Sigismund of Poland and Sweden, in 1606, presented to his bride a dinner set of pure ducat gold (22.8 karats); the cost of the manufacture alone of the basin with water can (for washing the hands after meals) was valued at $8,000. The attire of the bridal pair represented a value of $700,000; the king wore fine diamonds, estimated at $1,000,000, in his diadem.

The citizens of Paris presented to Charles VI., and his young spouse, Isabella of Bavaria, golden dishes and vessels of a weight of 450 marks, and to the Duchess of Touraine a dinner set 200 marks in weight. So says Froissart.

Berlepsch relates the almost incredible story that toward the end of the 16th century, the prodigality in gold and silver vessels was so great in Spain, that a man called himself poor if he did not possess at least 800 dozen plates and 200 dishes of the noble metals. It is said that many households had as many as 1,200 dozen of heavy plates and 1,000 dishes. The treasures of the recently discovered America was assimilated in this manner in European luxury. According to the chronicles of Sevilla, the Spaniards brought 1,336,000,000 ounces of gold into Spain between the years 1519 and 1617.

Beside goldsmithing, also the working in tin attained its perfection in those wealthy times; a goldsmith, Jean Davet, of Langres, also called Danet, or the Master of the Unicorn, from his stamp, flourished as an engraver of tinware. But as an offset to the luxury of western Europe, all the art pursuits had retrogressed so far in England that the barons had not ever tinware upon their tables, but drank out of wood or leather vessels, wherefore it was said in irony, that "the English got drunk out of their boot shafts."

The goldsmiths of western Europe, above all, the French, sought to commingle with this taste for luxury in dishes, an excessive indecency, and combined their productions with voluptuous representations, especially their large drinking cups and goblets. Truly wonderful works of their lacivious taste could be found in the court circles of the middle ages. Only to give one instance, Philipp the Good, of Burgundy, caused a female statute of gold to be made, from whose breasts issued the wine at table, and a young girl of enameled gold, in nearly the posture of the Venus of the Capitol; a fountain of the purest wine, caught in a transparent vase, issued from under her modestly folded hands. Other show and drinking vessels were more ingenious and artistic. A bell figure, for instance, held a smaller beaker at a poise, revolving around its axis if it was tipped over to drink therefrom. Else it consisted of a female silver figure, richly enameled with lower dress seam, jacket and headdress gilt; she held, raised above her head, the drinking cup. A similar beaker of Wurzburg prebendary contained hidden wheels, to be wound up with clock movement; the lady moved from place to place, when set upon the table.

Finally, the extreme was met. The Emperor and the country, the individual princes, knights, nobles and city governments, all resolved to counteract this senseless dissipation and luxury with strict laws. The nobles had generally become impoverished thereby, and they resolved in 1479, at the 28th great tournament held at Wurzburg, to adopt a sumptuary law, by which all gold ornament, both in attire and armor, was prohibited; neither the women were excepted. Charles V. issued a law in 1530, under heavy pains and punishments, with provision forbidding the country people for wearing any jewelry whatever; the citizen might wear a gold ring, without jewel, of the value of five or six florins (35 cents apiece)—and their wives, a girdle up to ten florins; merchants' wives one of 20 florins; their daughters and unmarried ladies, a headdress, at 10 florins; rich city councilors and particians could sport a ring of 50 florins; noblemen could adorn themselves with a chain of 200 florins, and real knights, up to 400. Counts and gentlemen might expend 500 florins therefor, and their spouse as much as 600. The goldsmiths also were prohibited from employing the noble metals uselessly for articles of ornamentation, nor could they sell valuable articles to persons of low degree.

Of course, these stingent laws fell

THE

JAMES BOSS GOLD WATCH CASE,

is the best protection for the Movement that has ever been put on the market.

IT IS STRONGER, STIFFER, MORE COMPACT AND CLOSER FITTING

than any other, and is the only case containing a

DUST BAND.

This dust band encircles the inside of the case in such a manner as to

Prevent any Dust or Dirt

FROM WORKING INTO THE MOVEMENT,

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In Finish and Ornamentation the Jas. Boss Case is unapproached. They are sold by all Canadian Wholesale houses.

The Canadian trade will remember that this case is recognized by the Jewelers of the U. S. as the standard, and is the only Filled case that has given entire satisfaction through all time.

short of their aim; the goldsmiths had a large noble patronage for their masterpieces, and German art articles were sought everywhere. Wenzel Jamitzer is the most illustrious representative of the art producers of that age. He enjoyed a high renown, and was the court goldsmith for four successive German Emperors: Charles V., Ferdinand I., Maximilian II., and Rudolph II. This circumstance placed him above the sumptuary laws, and unheeded, he manufactured the costliest gold and silver vessels.

His style was especially distinguished by the delicate embellishment of large, tasteful articles with animals, insects, flowers and herbs in silver, of so delicate a construction that when the breath was blown against a blade of glass, it moved, The art collections of Dresden, Berlin, Vienna and other cities pride themselves at the present day on enclosing one or more pieces manufactured by him. We can do no better than describe one piece he wrought for the city of Nuremberg, and which for many years constituted the chiefest ornament upon the gala tables as festivities and receptions. It is of silver, about three feet high, and at its broadest part measures about eighteen inches. In the most ingenious manner does he represent in this construction, nature as the bountiful giver of everything in excess than man consumes, either prepared in the highest culniary art or in its original shape—and not alone the donor to man, but also to animal, frog, lizard and snake, worm and insect, that appears to glide around the silver leaflets and haulms of the work of art.

A scenery of mountain and forest arises from an admirably represented meadow, the former adorned with flowers, bushes, snow bells, and other plants handsomely executed in enameled colors. Latin inscriptions are worked through the vegetation and among the animals, at the foot of the mountain:

"The heavy bunches of grapes are as little burthensome to the vine as the fruit is to the green branches."

"Thus is carried the powerful castle by the rocky support of the earth."

"Easy the burthen that a rejoicing heart easily bears."

From among this luxury, Nature, surrounded and enveloped by its creations, arises in the shape of a handsome woman, of antique form, of silver, with hair and dress of gold. She holds a cornucopia with both hands above her head; four small angels' heads adorn it, with two inscriptions.

"Why I, a delicate woman, bear so heavy a load of fruits, or what goddess I am, do you ask?"

"I am the earth, the mother of all, laden with the costly load of fruits engendered by me."

The cornucopia widens into a broad mouth, opening from the leafwork, as it were, and entwined with a hundred forms chased in silver, or cast, such as flower stalks, rose buds, meadow flowers, berries and haulms. Three winged genii arise from its midst to support the bowl, which surmounts the whole. Inscriptions are again introduced, upon small shields above the genii:

"Glory ye the Lord with songs of praise, oh grateful spirit mortals."

"Whatever the fertile earth bears, are but donations divine."

"But we, servants of the Lord, stand mute at the great divine bounty."

The bowl itself is gilt, and interlaced by leafwork in gold and enamel, through which wind snakes and lizards. The interior of the bowl is extraordinarily rich with all the emblems of fertility, and interwoven with animal and ornamental figures in an ideal combination; an excellent relievo, from which, as uppermrst ornament, issues a bouquet of bell flowers, lilies, parsley, carrot leaves, and a wealth of bloom in mat silver, so delicate, light and graceful that it expresses the master's highest conception of art.

Wenzer Jamitzer died at the age of 78, on December 15, 1586.—*Jewelers' Circular.*

HIGH-PRICED BEANS.

Tom Watrous, commercial traveller, stopped off at the Marshal, Mich., eating house several years ago. He was not very hungry and called for a plate of beans, which he received. He inquired the price, and was informed that it was seventy-five cents.

"That's a thundering price for beans," said Tom.

"That's the price," said the proprietor.

The train was just starting. Tom paid the bill, and the coaches bore him and his indignation on toward Detroit.

This was on Sunday. On Monday, Gilmore, the eating house man, received a telegram, collect on delivery, $1.25, which he paid, and read on opening it: "A thundering price for beans."

Thirty days from that date a neat express package was handed to Gilmore C. O. D., who paid 90 cents for the privilege of opening it to discover a lot of sawdust, on the top of which lay a slip of paper with the cabalistic symbols: "A thundering price for beans!"

Two months from this Gilmore was summoned to Chicago to meet a former business partner, and the hotel clerk handed him a letter conveying the pleasant information: "A thundering price for beans!"

During Gilmore's absence his son paid for two telegrams and one express package, directly on the subject of 75 cents being "a thundering price for beans!" Cost of these articles, $3.80. A genuine telegram from Gilmore's mining share broker advising him to sell was refused, and the loss of it entailed an actual damage to Gilmore of $1,500.

A year rolled away. Gilmore ordered a case of Mackinac trout from Detroit. They came C. O. D., $13.83; when opened he found every fish had been removed from the ice and sawdust, and a shingle met his eyes, marked with a blue lead pencil: "A thundering price for beans!" Trouble arose between Gilmore and the Detroit fish house, and they went to law, Gilmore winning the suit, $25 damages, and all at a cost for the attorney's services of $86.90.

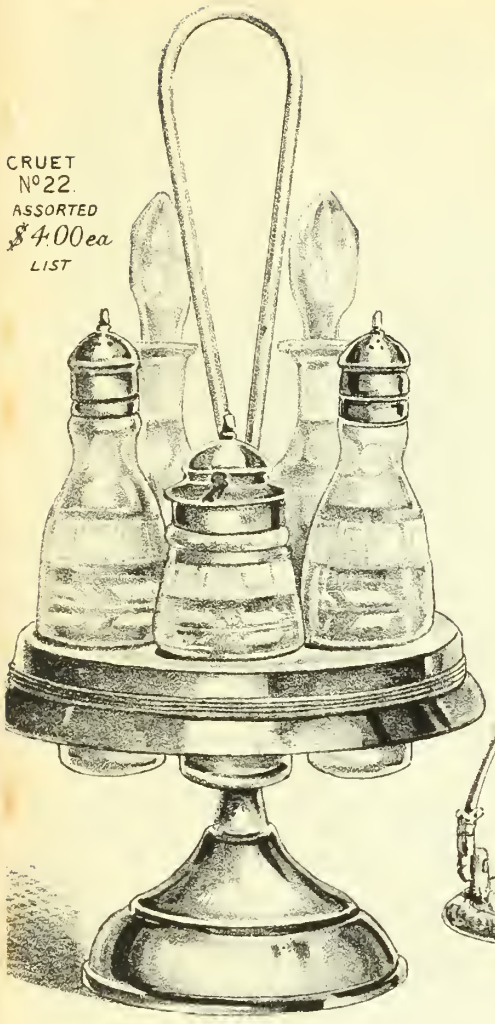
Gilmore grew dejected. Life looked gloomy. Letters poured in on every one of his family at regular intervals from all parts of the world, bearing the unpleasant information that it was "a thundering price for beans.

At last Gilmore sold the Marshall eating house and moved to Chicago. He carried his deep affliction along with him, gnawing like a cancer at his vitals. The persecution never ceased. Gilmore drooped, faded and finally died. The terribly afflicted family followed him to his last resting place, and the widow, with what little money she had saved from the expense of bogus telegrams and express packages, erected a plain marble slab to the memory of the tortured Gilmore.

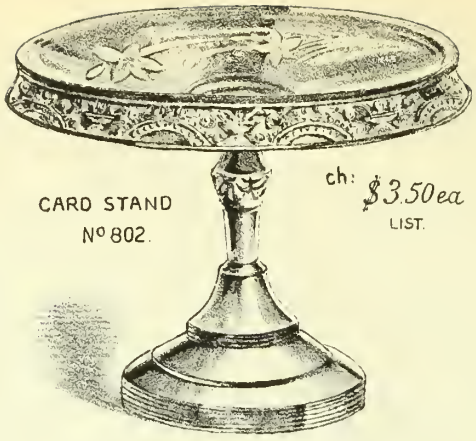
The following Sabbath the mourning family went out to the cemetery to plant some violets on Gilmore's grave. Arriving on the ground, they observed in silent horror that another legend appeared above the name of Gilmore on the tombstone. It was chalked on a small blackboard and read; "A THUNDERING PRICE FOR BEANS."



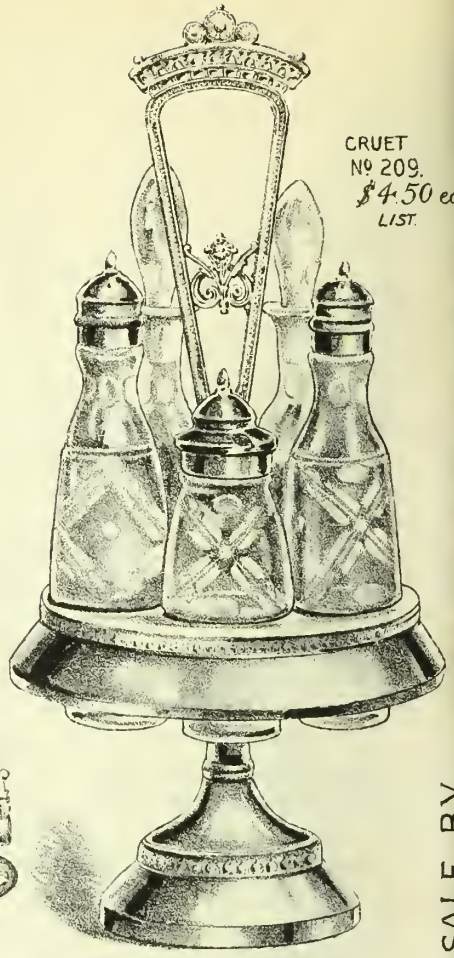
CRUET
Nº22.
ASSORTED
$4.00 ea
LIST



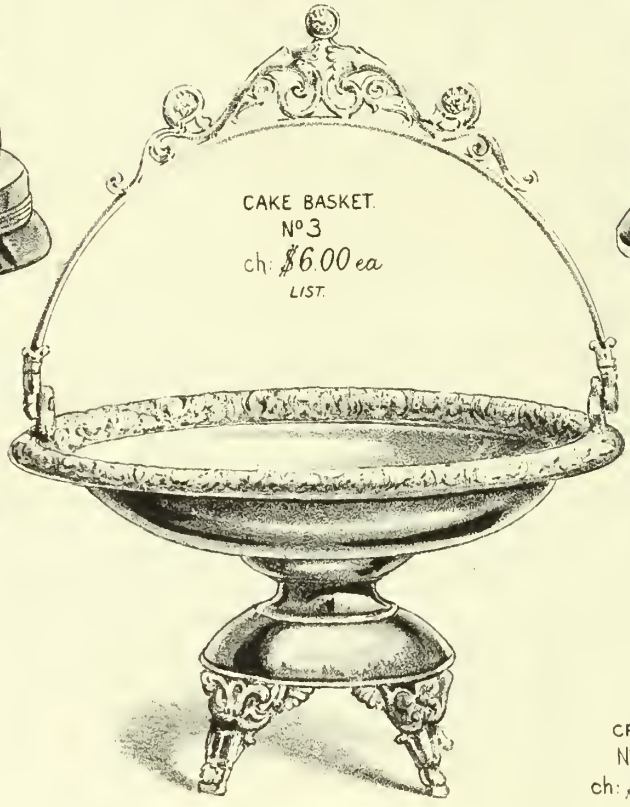
CARD STAND
Nº 802.
ch: $3.50 ea
LIST.



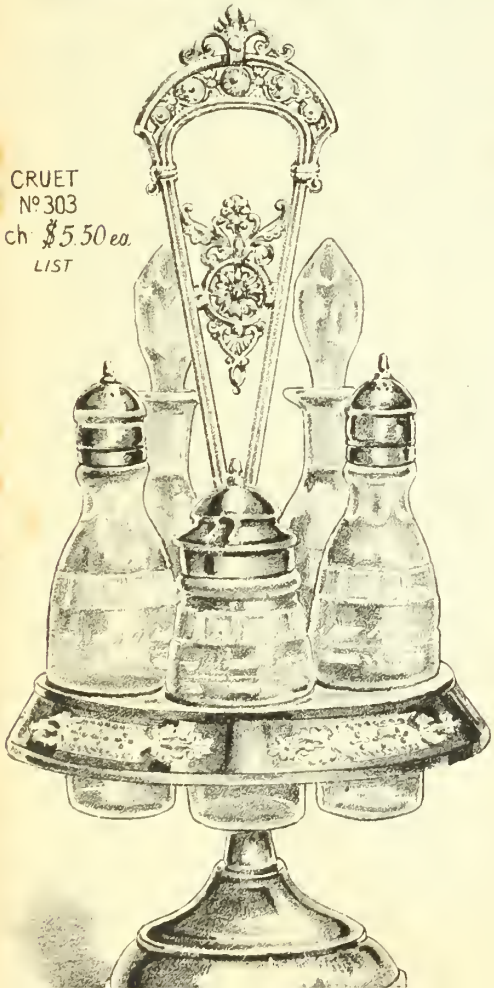
CRUET
Nº 209.
$4.50 ea
LIST.



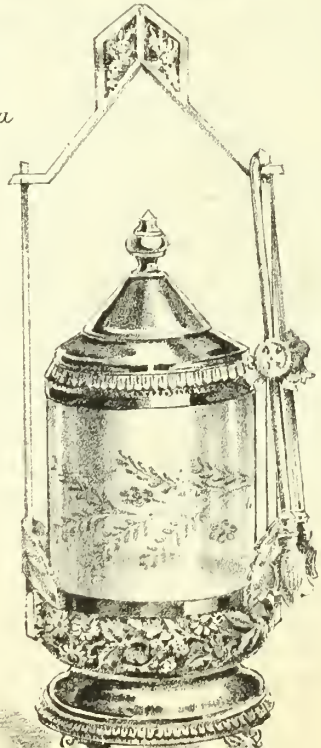
CAKE BASKET.
Nº3
ch: $6.00 ea
LIST.



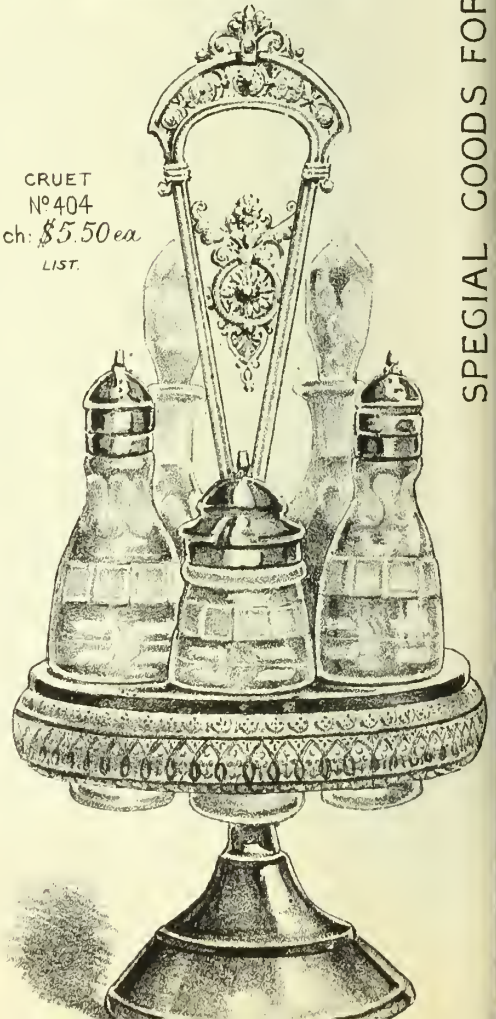
CRUET
Nº303
ch: $5.50 ea.
LIST



PICKLE
Nº56.
$4.50 ea
LIST



CRUET
Nº404
ch: $5.50 ea.
LIST.



SPEGIAL GOODS FOR SALE BY

ER."

T
3.
0 ea

PICKLE
No 58.
$4.00 ea
LIST.

CRUET
No 5.
$5.00 ea
LIST.

CAKE BASKET.
No 4.
ch: $5.00 ea
LIST.

UET
505
6.00 ea
ST

CRUET
No 606
ch: $6.00 ea
LIST.

BUTTER
No 807.

ch. $5.00 ea
LIST

ROLPH, SMITH
TORONTO



SOMETHING NEW IN GOLD CASES

We would call the attention of the Trade to our

10 Karat Gold Cases.

These goods are made in every Style and Size to fit the Waltham Movements, and are manufactured in the following way. The outside, or wearing surface, is 14 karat gold. The inside, or not exposed surface, is 8 karat gold, and when taken together the case wil lassay 10 karat. Thus possessing every quality of a much higher grade of case, and for Style, Finish and Duribility are FAR SUPERIOR TO ANY OTHER THAT IS OFFERED TO THE TRADE AT THE SAME PRICE.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

Robbins & Appleton,

SOLE AGENTS,

New York. Boston. Chicago. London, E. Sidney, N.S.W.

CURIOUS DIAMOND STORY.

Rubies and diamonds may be bought too dearly at Rome. In March, 1879, Count Telfener paid a Roman jeweler 55,000 francs for a necklace of diamonds and rubies, the latter being valued at 800 francs the karat; but when the Count went to Paris he found, to his surprise, that the rubies were only worth 200 francs the karat. He accordingly taxed the jeweler with deceit, and demanded the restoration of his money. The jeweler consented to take back the necklace, and to give promissory notes at three months' date for the money to be refunded, with the condition that the bills should be renewed if the necklace was not sold before maturity. At the expiration of the three months, the bills being unpaid, were protested, and Count Telfener took legal proceedings against the jeweler. These proceedings failed in the Tribunal of Commerce, and the Count was sentenced to pay the costs. He then tried the criminal side, and failed again, for the magistrates, after ordering the necklace to be impounded, decided that their was no punishable offence committed. The jeweler, thus far triumphant, next brought an action against Telfener for compensation for the damages, moral and material, suffered in consequence of the protest of the bills, the criminal action, and the impounding of the necklace, and he succeeded in obtaining a decree of 12,000 francs, in compensation for the moral injuries caused by the protesting of the bills and the penal action, the damages for the impounding of the necklace being reserved for a separate trial. Upon the hearing of the case by the Court of Appeal, the sentence of the inferior tribunal was set aside on the ground that the jeweler had himself to blame in part for the inconvenience he suffered, and that the sequestration or impounding of the necklace was the act not of Count Telfener, but of the magistrate. The jeweler pays the cost of the last, and the Count pays that of the earlier trials, Count Telfener remains without the necklace, and. for some time at least, without his 55,000 francs.—*Ex.*

Correspondence.

To the Editor of THE TRADER.

DEAR SIR.—In one of the numbers of THE TRADER you invite correspondence from the trade, which is my excuse for troubling you with my grievances; for be it known that I am a man with a grievance, as the following will show.

Be it known that our village contains nearly two thousand inhabitants, we are blessed with the following amount of business, viz.: two foundries, three mills, one tannery, two sash and door factories, two undertakers, two watchmakers, two druggists, two butchers, two shoemakers, four taverns, four blacksmiths, two waggonmakers, one tinsmith, two book stores, and two bakers, also eight general stores. Some of them are stores who sell everything from a plug of tobacco to a ladies or gent's gold watch, which constitutes the grievance. Now, sir, I would like to know if there is not some way that can be adopted to prevent our business being so much cut up. It is impossible to live. One druggist sells electro-plate ware and fancy goods, the other sells jewelry. One general store keeps electro-plate ware and jewelry, another grocer keeps electro-plate ware and cutlery, and if he knows of any member of his church who wants a watch, he will try to sell him one. Among the other stores there are three or four who sell more or less jewelry.

Now, sir, what I want to know is, if there cannot be some means devised to keep the trade more in the hands of regular dealers. I do not know that it would be any use to boycot those wholesale houses who sell to any one. But I think it would be a good plan to form a league and petition the government to put a license on all who sell clocks, watches and jewelry. Will you please give us some advice in THE TRADER, and will not some one else speak, for it is time, in my opinion, that something was done, as I suppose other places are just as bad as we are. Hoping you will forgive my trespassing on your valuable space.

I remain yours, &c.,

THE MAN WITH A GRIEVANCE.

BUSINESS CHANGES FOR NOVEMBER.

Mrs. Diesfield, jeweler, Port Perry, burned out. Laing & Meharry, hardware, Port Perry, burned out. Horsman & Co., hardware, Winnipeg, out of business. Price & Glover, hardware, Aylmer, dissolved, Glover continues. R. Rutledge & Co., jewelers, Montreal, dissolved. Birks, Henry & Co., jewelers, Montreal, style, now Birks & Co. C. J. Armstrong, hardware, Aurora, given up business. "Bullock Hardware Co.," Otterville, assigned in trust. Ward & Crawford, hardware, Arkona, dissolved, A. Ward continues. Gardner & Craddock, hardware, Watford, dissolved, W. A. Gardner continues. John Woltz, jeweler, Winnipeg, stock sold by sheriff for 56 cents on the dollar. R. Shaw, jeweler, Clifford, dead.

BUSINESS NOTES.

"TELEGRAPH BLUE" is a new color. It is the shade of a man's face when he gets a despatch from his broker asking for more margin.

THE many friends of Mr. A. S. Murray, the well-known jeweler, of London, Ont., will be pleased to know that he is able to be out again, and is now attending to business as usual.

NOVEMBER trade has not been so good as was anticipated, probably on account of the bad state of the roads. It is, however, thought that December trade will be lively enough to make up for it.

WE are glad to learn that Mr. W. P. Cooke, jeweler, of Port Arthur, who has been prostrated with a severe attack of typhoid fever, is up again and expects to be as well as ever very soon.

WE had a flying visit from Mr. C. M. Fogg, of the firm of C. N. Thorpe & Co., makers of the Keystone and Boss cases. Mr. Fogg reports trade in their line booming in the United States, and that they are unable to keep up with their orders.

THE Allan line steamer, *Peruvian*, on Saturday, 24th November, was the last of the Allan line mail steamers via the St. Lawrence this year. After this the mail steamers will sail from Portland every Thursday, and will call at Halifax every Saturday for the passengers and mails.

THE Otter Sweeper Co'y., of Otterville, is in difficulties, and shareholders think of winding up its affairs and distributing the assets. Outside liabilities are not large. The company manufactured bicycles, children's carriages and carpet sweepers. The trouble is attributed to inefficient management.

WE learn that in the case of Stewart, Dawson & Co., whose consignment of imported watches was recently seized by the local Customs Authorities, the Minister of Customs has decided that the goods were undervalued by twenty per cent. In addition to paying this amount of extra duty the firm are mulcted in a fine of fifty per cent. on the entire value of the consignment for the undervaluation. Later on we may have something further to say about this class of traders, their goods, and their method of doing business.

IN spite of our warning two months ago many American Manufacturers and Exporters neglect to write across the foot of their invoice "certified correct" and sign the firm's name below. In some cases this arises from ignorance, in others from carelessness, but from whatever cause it may arise, the result is the same to the importer; he can't pass his goods through the Customs until the invoice is thus certified by the shipper. American trade journals who want to do something for their patrons in the manufacturing line should draw their attention to this alteration in the Canadian Customs regulations.

SAYS the *Monetary Times*, "There is a mix-

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of manufactured goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES: WALLINGFORD, CONN., U.S. AND MONTREAL, CANADA.

ture of simplicity and cheek about the letter which we print below, that is entertaining. It is printed in the New York *Times* as an unsolicited letter received the other day by a firm in St. Joseph, Mo.: "I would like to travel and sell glassware for you. I am sixteen and a half years of age. I have got the cheek to sell goods The way to sell goods is to show the man your goods and tell him your price. Write soon and state salary that you will give and expenses, and tell me what section of the country you want me to work in." It appears to us that this youngster is pretty much the same as a lot of jewelry trunk-peddlars who are cropping up in Canada at present. They certainly have the cheek and about as much knowledge as this young man was honest enough to boast of.

H. Vineburg, who ran clothing stores in Cornwall and Arnprior, had the idea that any person could run a jewelry business and therefore started that branch in connection with his other. The result, however, has again proved the folly of a man going into a business he doesn't understand, for, without doing the regular local jewelers, who thoroughly understand their trade, any harm, he has been "hoist with his own petard" and become a bankrupt. His stock was lately sold out and will only pay some 21 cents on the dollar. We understand a prominent Montreal jobbing jewelry firm is in for some $600, and it is needless to say they have not much sympathy amongst the local jewelers.

The age moves slowly after all. They have had twenty-four hour clocks in Italy for many years, and on this side of the ocean people are only now approaching the subject, and even that they are doing with marked hesitation. One of the Detroit papers has adopted the twenty four hour system, but the change will be apt to mystify its readers, who have to make a mental calculation as to what fifteen and sixteen o'clock mean. Much of the difficulty in making the change would be avoided if it were begun by having the figures up to twenty-four painted under the other figures on the dials of the watches and clocks. But it is likely that the people of this country will go on in the old fashion of distinguishing the hours by A.M., and P.M. It would sound simply terrible if a person were to stay out till twenty-three or twenty-four o'clock.

The fire in Port Perry, Ont.,last week, seems to have been a most disastrous thing for that town, and proves once again the necessity for adequate protection against the ravages of this devouring element. The experience of recent years has been that in small towns, built mostly of wood, when once a fire gets fairly under way a general sweep, is made, and this holds good in the case of the Port Perry fire, probably more than half of the places of business being destroyed. Mr.W. H. McCaw, jeweler, was fortunate enough to escape, owing to the presence of a lane between his store and the fire, and the fact that the wall of the burning building next the lane fell inwards instead of outwards. Mrs. Diesfield was not so fortunate, as she lost her shop, valued at $3,000, insured for $2,000, and all her stock, on which it appears there was no insurance. This latter fact is to be very much regretted, and although it was a costly oversight on her part, Mrs. Diesfield will have the sympathy of the entire trade.

Burglary.—We are sorry to learn that Mr. G. L. Darling, the well-known jeweler of Simcoe, had his safe blown open and its contents, amounting to about $12,000 abstracted. From the skillful way in which the burglars went about their business it is probable that they are experienced cracksmen from the United States, who, finding their own country too hot for them, are trying to make their enforced stay in Canada as profitable as possible. We trust that before they go much longer some good citizen will, with the help of a revolver, let a little Canadian daylight through them, or that they may find their way down to Kingston penitentiary for a term of years. Mr. Darling has the sympathy of the entire trade and we sincerely trust that the scoundrels may not only be brought to justice, but that Mr. Darling may be successful in getting the goods back. So far this does not seem probable, for although three fellows have been arrested on suspicion, it is questionable whether the police are on the right track or not.

Mr. Mackenzie Bowell, the Minister of Customs, having returned to Ottawa, will probably stir up Mr. Johnston, his deputy, and Mr. Fraser, the appraiser, and instruct them to do less cheese-pairing in dealing with the goods brought in by importers. It is a mistake to deal with the wholesale merchants of the country as if they were a band of smugglers, intent on getting everything into this country without paying the customs duty. Mr. Johnston is described as being a fussy old official, ripe for superannuation, and Mr. Fraser is accused of not understanding the duties which he is called upon to perform, aud giving decisions that are directly opposed to each other. Mr. Bowell appears to think that if there are any grievances they grow out of the customs laws and these cannot be amended except by parliament. The importers however think differently, contending that the officials at Ottawa who interpret the laws are to blame, and that vexatious and conflicting interpretations are made, the result being to seriously interfere with the importation of goods without in the least benefitting the public treasury. The Ottawa offi cials will no doubt get a stirring up.

Another Burglary.—We are also sorry to report that on the night of the 17th November the jewelry store of Mr. James Trotter, Galt, Ont., was entered by burglars, and goods consisting of gold and silver watches, sets of jewelry, rings and chains to the value of about $7000 stolen, also $120 in cash. Entrance was obtained from the rear of the store by boring a number of auger holes in the outer and inner doors, knocking a piece out, making a hole sufficient to admit a man's body. The door was drilled and the lock punched off the safe, which contained the money and the most valuable property, all of which was taken. The burglars outside operations were hidden by a building in a back lane, with an entrance to the back part of the store. The door of this building was locked by the burglars from inside, preventing suspicion on the part of the night watchman, who tries all the doors every half hour. Their inside operations on the safe were well-screened by the counter and show cases. Following, as this one does, so closely upon the heels of the Simcoe burglary, it is quite apparent that the gang of burglars now in Canada are bound to make a clear sweep of every valuable jewelry stock they can safely manage. Mr. Trotter's store was apparently well-protected, and his safe was a large, fire-proof one, of first-class make. The result however shows that when skillful burglars have a chance to operate in quiet, they can very easily secure goods thus protected. With the trade generally, we sympathise with Mr. Trotter in the loss of his honestly acquired wealth, and we trust that the perpetrators may speedily be brought to book.

Simon P. Kleiser, the well-known retail jeweler of Toronto, has succeeded in acquiring a considerable amount of unenviable notoriety lately. It appears that someone owed Simon P. an account, and that either not being able or willing to pay it in cash, induced him to take a faro table and appertenances, for the amount. Having got the material for a faro bank, S. P. seems to have been persuaded by some friend that all he had to do to secure a fortune was to run his "little machine" and become its banker himself. As pictured by the persuasive tongue of his friend, it was a soft thing, and like Col. Sellars, S. P. became infatuated with the idea that there was "millions in it." Well, the bank finally got under way, and several young fellows about town who were known to have money and not averse to "putting it up," were invited to patronize the establishment and try their fortunes. Strange to say these people won every night until at last Simon P's funds ran dry and the bank broke. This almost unprecedented ending of a presumably prosperous speculation seems to have brought Simon to his senses, for we very soon find him invoking the aid of the police magistrate to help him in getting his lost money back. If the breaking of the bank was strange this was a stranger incident, for it now became apparent to the curious public that instead of plucking the pigeons as he had intended, the pigeons plucked him. The true inwardness of the matter seems to have been, that the friend who advised and helped him to start the bank really stood in with the pigeons, and that poor Simon P., instead of making a tool of them was himself made a tool of. As the case appeared at the Police Court, Kleiser cut but a sorry figure in the transaction; a would-be gambler, without either nerve or experience, he has made himself a laughing stock for the public benefit. It is to be hoped that Mr. Kleiser has learned a practical lesson by his experience in the gambling line, and that in future he will give it a wide berth.

The alleged Customs frauds in Montreal are creating a good deal of excitement among business circles in that city at present. We give below an account of the seizure, given by the *Mail's* Montreal correspondent, without endorsing it in any way, as we are up to the present time without full information regarding it. We trust, however, that Messrs. Jones & Co. may be able to clear themselves fully from the charge now made:—"There is a great

Highest Honors Awarded at the Toronto Exhibition, 1882

TWO SILVER MEDALS AND A GOLD MEDAL!

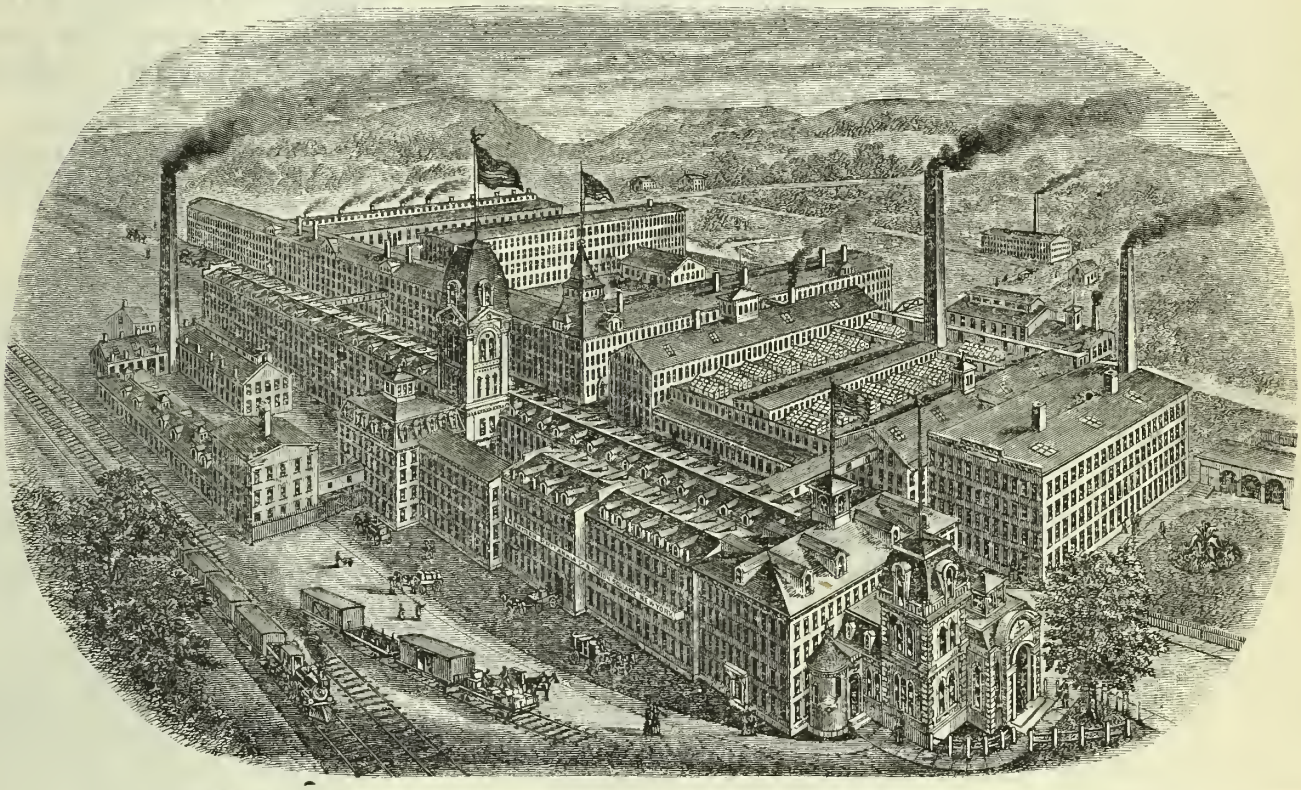
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

deal of interest taken here by manufacturers and wholesale firms engaged in paper, clock, and fancy goods manufacturing and importing in the late seizures made by the Customs authorities of a consignment of paper from Springfield, Mass., and clocks from Waterbury, Conn. In interviews with members of those trades here to-day your correspondent elicited a good deal of interesting information as to how difficult it is to prevent the Americans flooding this market to the prejudice of local manufacturers and honest importers with their goods got in surreptitiously. This appears to be done by the most disreputable tricks and manipulations by the Yankee manufacturers, with the aid of unscrupulous importers and dealers here, who become leagued together to throw dust in the eyes of the Customs officials and thereby grossly defraud the revenue. With respect to the clock seized in Messrs. John H. Jones & Co.'s establishment, and which the local papers say are only worth three hundred dollars, I am assured on the best authority they are worth more than $1,000, and besides, there is a further claim made by the Customs for $8,000 additional for consignments which the firm received during the present year, and which have been similarly entered to the last consignment, far below the domestic value in Waterbury. The *modus operandi*, I am credibly informed, by which the Dominion Government has been systematically defrauded on clocks for years past coming in here, is one of the boldest and most unblushing schemes that has ever been resorted to anywhere to steal a march upon the officials of the Customs of any country. It is the custom in America for each manufacturer of clocks to publish a catalogue with an engraving of each clock manufactured, stating its name, giving all particulars with the price attached thereto. As a matter of course the clocks get celebrated through being advertised under their particular names, and are eagerly sought for by those who are wanting to purchase such useful articles. Now the mode adopted to conceal the actual value of the clocks at Waterbury, intended for export in Canada, is to change the names of the clocks by placing printed slips over the headings in the catalogues, giving entirely different names, and by this means throwing the appraiser of the customs into the dark as to the actual value of the clocks, as they are guided by the catalogues. Of course false invoices at much less than the domestic price across the border are supplied to the accomplices in the Dominion for passing the entries in the Customs.

It is stated that the Government has the authority to go back on the importers' consignments for three years past, which is the legal limit for claiming unpaid duty, but in the case of Messrs. Jones & Co., they have resolved on making the firm account for only one year, as it would be difficult to trace the goods at this distance of time. It is said by the most responsible authority that the customs has obtained documents written by the importer exposing fully his part in the profitable play that has been carried on successfully so long. It will be a matter of greatest satisfaction to the local firms who have been conducting their business fairly and squarely if this unjust competition is put an end to altogether."

WORKSHOP NOTES.

To Restore Burnt Steel.—Borax, 3 ozs.; sal ammoniac, 8 ozs.; prussiate of potash, 3 ozs.; blue clay, 2 ozs.; resin, ¼ lb.; water, 1 gill; alcohol, 1 gill. Put all on the fire and simmer till it dries to powder. The steel is to be heated, dipped in this powder, and afterward hammered.

Polishing Wheels.—Take a flat burnishing file, warm it over a spirit lamp, and coat it lightly with bees-wax. When cold, wipe off as much of the wax as can readily be removed, and with your file thus prepared, polish the wheel, resting the latter while p lishing on a piece of cork. The finish produced will be equal to the first buff polish, while there will be no clogging, and the edges of the arms and teeth will remain perfectly square.

Crocus Polishing Powder.—Culinary salt sulphate of iron (iron vitriol) are well-mixed in a mortar. The mixture is then put into a shallow crucible, and exposed to a red heat; vapour escapes, and the mass fuses. When no more vapour escapes, remove the crucible and let it cool. The colour of the oxide of iron produced, if the fire has been too high, it becomes black. The mass when cold is to be pulverised and washed, to separate the sulphate of soda. The crocus powder is then to be submitted to a process of careful elutriation, and the finer particles reserved for the most delicate work. An excellent powder for applying to razor strops is made by igniting together in a crucible, equal parts of well-dried green vitriol and common salt. The heat must be slowly raised and well-raised, otherwise, the material will boil over in a pasty state and be lost. When well-made, out of contact with the air, it has the brilliant aspect of black lead. It requires to be ground and elutriated, after which it affords, on drying, an infallible powder, that may either be applied on a strop or smooth buff leather, or mixed up with hog's lard or tallow into a stiff cerate.

OTHER NOTES.

The question of what becomes of pins has often been mooted but never answered. Yet it certainly is peculiar that an article of every day use which is manufactured in numerous quantities, should disappear in equal proportion. It is estimated no less than 50,000,000 pins are daily manufactured in England and Dublin, and that out of this number 37,000,000 are produced in Birmingham alone, thus leaving 13,000,000 for the production of Dublin, Stroud and London. The weight of wire, both iron and brass, consumed for this purpose is 1,275½ tons every year.

A new and curious application of the science of photography has been made at the royal gun factories in the Royal Arsenal at Woolwich, where some very successful plates have been taken showing defects in the bores of guns sent back for examination after trials. The electric light powerful lenses, and mirrors are employed for this purpose. Minute flaws in the metal undetected by the usual gutta-percha impressions have been rendered clear to the eye by these photographs, and they are likely to prove of essential service.

GEO. E. COOPER
ORNAMENTAL & GENERAL
ENGRAVER,
31 KING STREET EAST,
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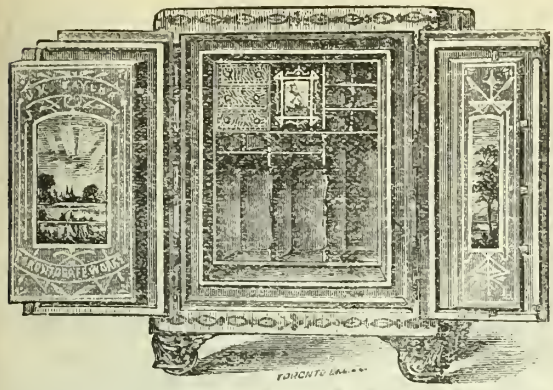
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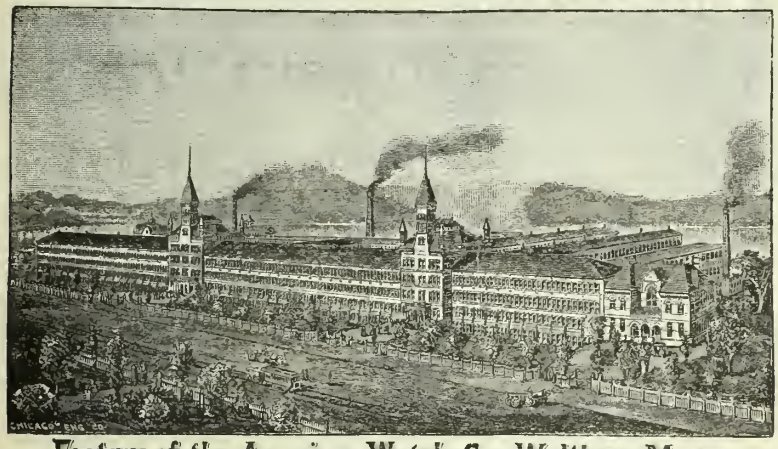
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Our Mr. Anderson has just returned from his second visit, this fall, to the American Markets, where h e ha been picking up some of the Latest Novelties for the Holiday Trade. Our stock is now complete in all lines Goods sent on approbation on the shortest notice.

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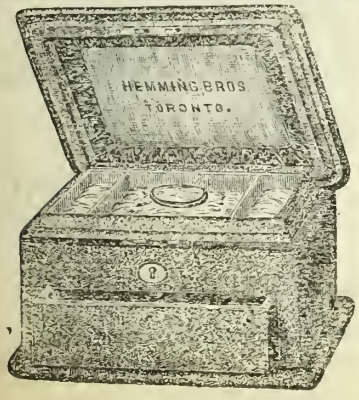
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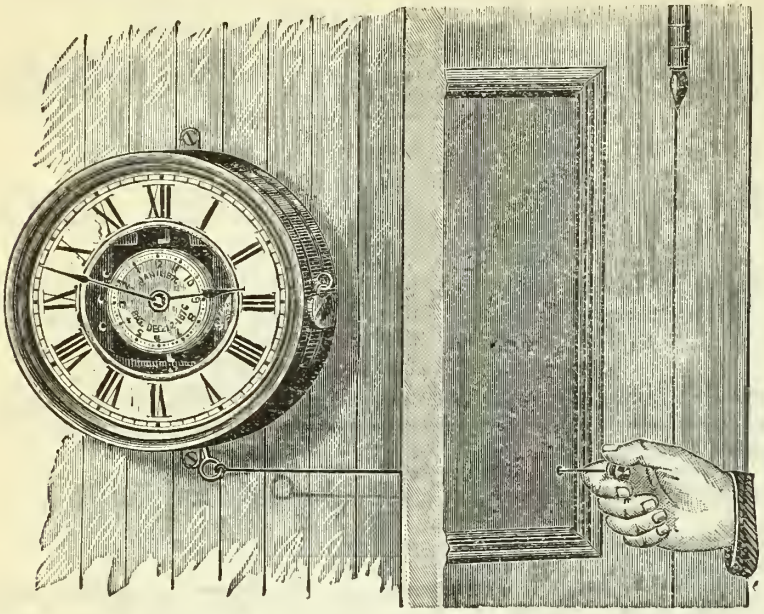
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Of every description for Jewelry, Silverware, &c.,

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THE

LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks, Factories, Stores, &c.

Also just received The Meteor Illuminated dial clock, Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS IN THE DOMINION.

Prices furnished to the Trade only.

N.B.—I keep on hand a Large Stock of Jewelry. Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

SAMUEL STERN,
WHOLESALE IMPORTER,
31 Wellington and 40 Front Streets East, Toronto.

MARBLE CLOCKS !

We have just received direct from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS which we are prepared to offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call and see them.

Zimmerman, McNaught & Lowe.



ZIMMERMAN, McNAUGHT & LOWE,

WHOLESALE AND MANUFACURING JEWELERS,

16 Wellington Street East, - Toronto, Ont.

Having been appointed Sole Wholesale Agents in Canada for J. F. FRADLEY & CO., we have now in stock a full line of their Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

ZIMMERMAN, McNAUGHT & LOWE.

THE TRADER.

TORONTO, ONT., JAN., 1884.

Editorial.

"THE COMPLIMENTS OF THE SEASON."

This is the season of compliments and good wishes, and THE TRADER, in accordance with the usage of all well conducted society, takes a great deal of pleasure in wishing its numerous readers

"*The Compliments of the Season.*"

We sincerely trust that the year 1884, upon which we are now entering, may, in spite of the few clouds at present darkening the horizon, be one of the happiest and most prosperous that this country has ever seen.

THE OUTLOOK.

Although hard to believe, it is nevertheless a fact that a period of commercial depression is upon us. In spite of the N. P. our factories have overtaken and passed the demand for their products, and although the wheat crop generally has been far below the average, the price obstinately refuses to exhibit an upward tendency.

At no period during the past five years has the stock markets been so depressed, and even undoubted securities have felt the effect of the predicted financial storm.

There is no use of dissembling—things do look blue, but are they as bad as they seem, or as bad as some would have us believe ?

We think not. The over-production of our factories was a thing to be expected, and it is one of the evils of a protected market. The fall of stocks, although one sign of distress, is not always a true one. Stock broking has degenerated in these latter days as a purely gambling business, and the quoted market price is no index of its real value, more frequently is it an indication of which is in the ascendent, bulls or bears. The worst feature by all odds, and the only one really worth taking serious notice of, is the crop failure, but in our opinion this is hardly so bad as it is made out. True, the wheat crop in Ontario is far below the average, but then to counterbalance this other things are better than usual. Taking the whole of Ontario crop together, it is calculated that the harvest of this province is in excess of that of 1882 by over $7,000,000. We heard no complaint of that harvest, simply because the wheat crop was good, but does it really make any difference to the wealth or purchasing of the farmer, whether he sells one thousand dollars worth of wheat or oats, or hay, or butter, or cheese, so long as he gets the money. We think not, but our farmers apparently think it does, and just here is where the difference comes in, and it is in this difference of opinion that we find the true solution to the present cry of hard times.

It seems to us that the present panic is more of want of confidence in ourselves than anything else. A succession of prosperous harvests has made the country better off than it has been for a long time, and therefore better able to withstand a temporary depression. The harvest, although not good, is better than last year, so that that cannot be pleaded as a valid reason. Our merchants have met their accounts fully as well as in former years, so that in that respect there is nothing to alarm anyone.

Want of confidence is a fearful thing. Give a dog a bad name and you may as well shoot it, and it is exactly the same of the times, make a people believe they are poor and they will whine about being hard up, and very soon bring on the very thing from which they were seeking to escape.

We don't think we are going to have hard times yet. Trade may, and probably will be quiet for some months, but we see nothing in this to alarm ourselves needlessly about. The best way in such an emergency is to put a good face on things. While not undervaluing, do not over-estimate the danger. The exercise of economy and common sense are about the best preventives for such commercial paralytic attacks as these.

FIRE.

In our last issue we had something to say by way of warning, in reference to the danger arising from burglars ; in this article we touch upon a danger, no less real, although more common.

The fires last month in Port Perry, Napanee, and elsewhere furnish a text from which a very impressive lesson might be drawn by every business man in Canada. The man who fails to profit by such a lesson would be better out of business, or independent of it.

If able to be his own underwriter and stand such a loss, it is entirely his own business, although he would generally be regarded as a very foolish person. If, however, he owed for the goods and was not independent of business, then to his foolishness he adds an injustice to the creditors who trusted the stock to his charge in the expectation that he would take every possible precaution in keeping it safely.

No matter how careful people may be fires will happen when they are least wanted or expected, and this risk is now so generally recognized, and has been so accurately guaged, that insurance experts can tell almost to a fraction how much the country's average loss from fire will be, and how much it will cost each individual member to guard against that loss. A few years ago, but few of our business men insured against fire, now every man who pretends to have any business training whatever, not only insures against loss from this cause, but takes good care that the amount of his insurance is large enough to save him from loss.

Some people seem to imagine that an insurance policy is a kind of a charm against fire, and that if they are insured at all they are all right.

There never was a greater mistake than this, for as the rain descends upon just and unjust alike, so fire ravages the insured and uninsured irrespective of the protection of parchment policies or heraldic fire protectors over the doors of the insured.

This being the case, every man in business should make it a point to see to three things in connection with his insurance :

First. Make sure that he is insured.

Second. Make sure that he is fully insured.

Third. Make sure that his insurance is in some first-class company.

Cheap insurance usually means risky insurance, and risky insurance is but a shade better than none at all. Seeing that it is but common sense to keep fully insured in some first-class company, we trust that our many readers

will not neglect this matter, but make it a point to look after at once.

It is very comforting when a merchant gets burnt out for both his creditors and himself to know that he was "fully insured" in some good company, and in a position to start again with resources but slightly impaired. How different the situation of such an one, to the other who, scouting the idea of insurance from pennywise motives, finds himself in the event of a fire reduced perhaps to beggary, and compelled to commence life over again. "A word to the wise is sufficient."

COMMON SENSE BUSINESS.

Our editorial article in last month's issue, under the above caption seems to have roused the ire of Mr. W. D. McGloghlon, jeweler, of London, Ont., if we can judge by his subsequent actions. Since the article appeared we have received from Mr. McGloghlon a marked copy of the *London Advertiser*, containing the following elegant and business like advertisement:

"When a pig squeals his might you may believe the butcher knife is around; and the way the other jewelers are squealing about my low prices indicates that somebody is being hard pushed. See THE TRADER.—W. D. McGLOGHLON, 179 Dundas Street."

Accompanying this paper was a letter from the same gentleman, which, being deciphered, ran as follows:

"For fear you might get bilious and bust I send you two circulars; if you think they are in the interests of your ring perhaps you will publish them in full. If you so conclude, I will pay you what I think they are worth to me."

In reference to the above we may say that we never go out of our way to attack any individual dealer and shew up his shortcomings, and we should not in this instance have taken any notice of Mr. McGloghlon's affairs, but that he has seen fit to rush into print and make capital out of the general remarks we made in reference to his way of doing business. We did not mention Mr. McGloghlon's name, but since the cap fits the gentleman so well, and he is so anxious to parade it, we suppose he will thank us to give him the free benefit of any publicity that our columns can afford.

But before starting out we wish Mr. McGloghlon and all others of that ilk to understand distinctly that THE TRADER is not the organ of any ring or clique. It is published in the interests of the retail trade and as a means of communication between them and the wholesalers and manufacturers of this country. It's columns will prove that it has performed its mission faithfully and well, and we are willing to be judged, and to stand or fall by that record.

So much about ourselves; now for Mr. McGloghlon. As we said before when we wrote our article on "Common Sense Business," although we took Mr. McGloghlon's circular for our text, we did not mention him by name, as our object was simply to draw the attention of the trade generally, to the foolishness, not to say anything about the injustice, of the policy that that gentleman was pursuing, for, we are sorry to say, there are other jewelers in Canada who imagine they can crush their opponents' business by pursuing such tactics as these. We are glad to know from letters received from various parts of Canada that our views are endorsed by the best men in the trade, and this being the case, we care not how much Mr. McGloghlin and his confreres may differ from us.

In our former article we discussed this method of doing business, namely, selling "retail at wholesale prices" as Mr. McGloghlon's circular puts it, or as we would say, selling at cost price, and tried to prove from well-known facts, that such a course could not pay. We could have said a great many things about Mr. McGloghlon in support of our contention, but we were not discussing that gentlemen's merits or demerits, but simply his methods of doing business. Now that he has challenged our motives, as well as our logic, we might be permitted to say that if any stronger arguments were needed in support of our contention, Mr. McGloghlon's own business career would abundantly supply them. Mr. McGloghlon, as his own circular says, has been in the jewelry business for thirty years. Thirty years is a long time, long enough, one would think, to enable a person of Mr. McGloghlin's transcendant abilities to amass an independent fortune, and pass his declining years in comfort if not luxury. But if we are to take Mr. McGloghlon's circular for gospel, what do we find? Why, that with all his thirty years' experience and chances, he is still at the foot of the ladder and compelled to sell goods at cost in order to do business at all. We can remember this gentleman fifteen years ago, when he had the largest jewelry store in London and probably the largest in Canada, west of Toronto. Times were good, and careful business men made money. At that period Mr. McGloghlon was ahead of any of his competitors in business; to-day he is far behind them. Why is it, we ask, that a person of such superlative abilities as Mr. McGloghlon claims to possess, should have fallen so far behind in the race for commercial supremacy? Knowing Mr. McGloghlon's history as we do, we have no trouble in deciding that a false system of business is at the bottom of his want of success, and even if we had never heard of him before, his own circulars, of which he boasts so much, would effectively testify in the same direction. We confidently assert that Mr. McGloghlon's want of business success arises from selling goods too cheaply, and this he has done to his own detriment without doing his opposition any appreciable harm, as most of them appear to have flourished in proportion as he declined. We need scarcely reiterate again what we said in our former article regarding the rate of profits that retail jewelers should have in order to make a living. No person asks them or ever expects them to sell goods at cost. People now-a-days know enough about business to understand that dealers must and do make a certain amount of profit on the goods they sell or else couldn't live. The jewelry business is peculiarly one of confidence, and if the public have confidence in the dealer they buy from, they have no hesitation in paying him a fair percentage of profit. In spite of what Mr. McGloghlon says, we think that the fact of his being compelled to give away his profits in order to make sales, if it proves anything at all, proves that he does not enjoy the public confidence as he claims he does. His opponents—who do not make one-tenth of his professions of honesty, ability, and fair dealing—seem to have the confidence of the public all the same, and the public seem to be quite satisfied to pay them a fair profit on their goods. Facts are stubborn things, and their logic is unanswerable. Mr. McGloghlon *may* sell goods at cost, as he claims, and delight in parading the knowledge of the fact, but we claim that such a course is foolish, and suicidal, from a business point of view. If he got the the entire trade of the city on

these terms, he would not be benefitted thereby, but facts go to show that he does not get the whole trade, or even more than his share of it, and that he has kept himself poor by his tactics, without impoverishing his opponents.

Did space permit, we would publish Mr. McLoghlin's circulars, in *extenso*, as we do not think that anything we might say about either himself or his methods of doing business would be half so telling as his own terse and elegant language. We have only room for a few carefully selected gems, as follows, which we have taken from his large circular :

"No dealer can buy less than these quotations. I pay net cash and sell for net cash and give purchasers the benefit."

A philanthropic tradesman surely, doing business purely from charitable motives.

"Beware of the Swiss made watches ; they are only trash, and are palmed off on you for a good article, and are not worth the name of a watch. When you buy a Swiss or cheap English watch you have only trash, and your money is all lost unless you cheat somebody else by selling it."

Indeed ? This will be news to thousands of people in Canada and the States who have carried fine Swiss watches for years and have found them reliable in every particular. All such, please remember that your watch is no good, and you had better pitch it into the ash heap—Mr. McGloghlon says so and it must be so.

Mr. McGloghlon lets us into the secret of his wonderful business success in the following paragraph :

"Reasons why I can supply you with these goods at the prices are : 1—I buy for net cash. 2—I sell for net cash. 3—I am a thoroughly practical watchmaker. 4—I understand my business. 5—I have been in the business 30 years. 6—My expenses are very low. 7—My sales are very large, and although on a single article the profits would not buy a soda biscuit, the quantity sold enables me to live. 8—I am so long and so well acquainted with the people that they, having full confidence, buy promptly and cause me no loss of time. 9—I oversee and do a large portion of my own work. 10—Having all the most modern and best appliances, can execute all work very quickly and perfectly. 11—I do not depend on Tom, Dick and Bob, as many in this city are compelled to do, as they know nothing of the practical details of the trade. 12—Being a practical man I know just what will give satisfaction and thus save any amount of time in tinkering at half-made watches in trying to make them give the customers' satisfaction."

The jewelry trade of this province will please read, mark, learn, and inwardly digest the above. If properly applied, it may keep them from attaining the same kind of business success that Mr. McGloghlon has achieved. But we will hear further from the gentleman himself :

"Watch Repairing.—In this branch I am at home on the cheapest or most intricate mechanism in Stem Winders, Calendars, Chronometers and Stop Watches. If you have a good watch that has been butchered at other places, and there are lots of them, bring it to me and I will make it as good as new, and at a cost that will be satisfactory. It is of great importance that you should know that the person with whom you entrust a good watch is a practical man, and not because he (like several in this city) hangs out a watch sign. Carry your good watch to him and receive it back in ten times worse state than when you handed it to him. If you take your watch to W. D. McGloghlon it will not only be repaired as it ought to be, but any defects will be remedied, and a good watch properly repaired will give satisfaction ; if butchered it will be always a trouble and annoyance. I herewith quote a few of my prices, for which I do first-class work and guarantee perfect satisfaction in every case : Cleaning all ordinary watches, 50 cts.; main-springs, 50 and 75 cts.; very best glasses, 10 cts.; hands, 10 cents each; steel or gilt, second hands, 10 cents; brooch pins, 5 cents each. W. D. McGloghlon is the only watchmaker in the city that does first-class work, and leaves all repairs like new. He is the only watchmaker in the city that has a first-class set of tools. I am the only watchmaker in the Dominion possessing a Transit Instrument for obtaining correct time from the sun. I have the only first-class Regulator in the city, and the only Box Chronometer, so that those requiring correct time can obtain the same at W. D. McGloghlon's within one second. If living at a distance you can send your watch by express for repairs and have it returned at a less price than you can have it butchered at home. I do only first-class work and guarantee satisfaction in every case. It is an admitted fact that W. D. McGloghlon is the only first-class watchmaker in the city, and turns out all repairs like new work."

Great Scott ! but this must be the perfection of a watchmaker. We gaze upon him with feelings of reverence and mentally ask ourselves the question, How can one man possibly know so much ? What sized hat does he wear? We can only think of such a prodigy like Cowper's youth thought of the village schoolmaster :

"And still the wonder grew
That one small head could carry all he knew."

Good-bye, friend McGloghlon, though we cannot see with you, eye to eye, upon the proper way to conduct business, yet we shall ever respect you for your egotism.—*Inserted free of charge.*

Select Matter.

REPAIRING A TIME-PIECE.

TRYING TO FIND OUT WHY A WATCH STOPPED.

HOW THE EXPERTS SHOWED WHAT THEY KNEW AND HOW THE OWNER WAS FINALLY SURPRISED.

"Here is your watch," said the jeweler, as he tore off a small white tag from the ring of a well-worn silver watch and handed the time-piece to a reporter last week. "If it breaks inside of a year you can bring it back and I will fix it for nothing. I don't think it will trouble you though, for it was very thoroughly repaired by one of our best workmen." "I hope not," replied the reporter, as he paid the jeweler $3 and left the store with the watch ticking loudly in his pocket. For nearly a week the watch was a model of regularity, recording the time even to the minute with the great, yellow-faced clock in the City Hall tower. One morning, however, when it was drawn from under his pillow, the reporter discovered to his dismay that the hands were pointing to the hour of two o'clock. It couldn't be afternoon so early in the day. He rubbed his eyes and looked at the dial again. Surely there must be some mistake about it. He examined the hands. They were stationary. He placed it to his ear. It was as silent as a calm. The watch had stopped inside of the first week, and in spite of the three-dollar charge and the year's guarantee. He shook it. A few feeble ticks responded to the jar. The stubby second hand moved slowly about one-quarter around its short circuit and then stopped as before. He pounded it on the bed and made some uncomplimentary remarks about the watchmaker. This evoked another semi-revolution, which was again succeeded by the same silence.

After breakfast the unfortunate owner stepped into the nearest watchmaker's, a seven-by-nine shop, in upper Broadway, and asked the proprietor what was the matter with the watch. The jeweler took the time-piece, pried open the inside cover with a small can-opener, and peered into the works. After a cursory examination he handed it back to the owner. "It needs cleaning," he said.

"Cleaning ?" ejaculated the reporter, in astonishment : "why I paid $3 only last week for having it thoroughly cleaned."

"I can't help that," replied the jeweler ;

"you were very foolish to take such a watch to a second-class workman. The reason it don't run is because it's dirty. The pinions are covered with dust and the oil is all gum. Leave it here and I will fix it for you in good shape. Call again on Saturday and it will be ready. It will only cost you $2.50, and you will then have a watch you can be proud of."

THOROUGHLY DISGUSTED WITH THE WATCH

and the man who had warranted it, the reporter declined the offer, pocketed the time-piece, and left the shop. A few doors below, on the same thoroughfare, a brazen watch with a pair of black hands pointing fixidly to 12.20 swung from a rusty iron bar. The reporter passed under this sign and entered another jewelry store. A fleshy person who was seated at a work-bench facing the window reached for the watch, and proceeded to open it as one would open an oyster. Placing an eyeglass, which resembled a very short telescope, to his eye, he critically examined the movements. After taking observations from every position a watch can be held in, he ventured an opinion that the jewel which covers the encampment pinion was broken. "Yes," said he, after sundry punches in the vital regions of the works with a small steel instrument, such as dentists use, "the jewel is broken. Any man can see that with half an eye. I wonder the watch ran at all. Have you dropped it anywhere?" No? Well, that's strange. I can't be mistaken. The jewel is certainly broken. Leave it with me and I will put in a new one. It will cost you only $5, and call around some day next week. What name please?" The name was not given and the watch was returned.

In the block below a tall street clock indicates the presence of another jewelry establishment, while large show cases, filled with costly trinklets and a brilliant assortment of diamonds and watches in the front windows, attested its claim as a fashionable emporium. The reporter went in there. A languid young man, with a drooping moustache the color of barley straw, took the watch, and after working his way into the movement, placed a small lorgnette to his eye and glanced over the assortment of wheels and pinions and springs which was so numerously and diversely disordered. He remarked: "Your watch is very badly out of repair. The escapement does not seem to be doing its work. The hair-spring is too long. It has too much play. I will cut it off and shorten it." Here he reached for a small instrument to sever the spring, but the reporter interposed. "No," he exclaimed, as he rescued the time-piece; don't cut the spring. I guess that is not what ails the thing for I paid $3 for having it repaired and cleaned only last week, and it ran very nicely until this morning, when it stopped."

"Oh yes," interrupted the young man, "I see; you dropped it and the spring was spread out by the jar. I will undertake to repair it thoroughly for $4, so that you can rely on it. I will give you a guarantee, and if it breaks—"

"The reporter did not remain to hear the rest of the sentence. The watch had all the guarantees it could stand. He had heard by this time so many different opinions upon the condition of the watch that he was determined to learn, if possible, what did ail it. A few blocks down the street another jeweler was found. After several shakes he applied the watch to his left ear and listened attentively. "I think," said he, with a shade of doubt in his voice, "that the main-spring is broken." He then opened the inside case and scrutinized the works carefully. "Yes," he continued, "the main-spring is evidently broken. You must have been very

CARELESS WITH THE WATCH,

and let it fall. No? Well, you have wound it up too tight. That is often as bad as a fall. I will put you in a new one for $2." The offer was not accepted, and the reporter walked out of the shop with his dilapidated chronometer in his pocket, to the great disgust of the jeweler. At the next store a small, nervous man was examining a double row of fly-specked watches, suspended from a small iron rack in the window, and baking in the sun which filtered through the dusty window pane. He took the time-piece and, reaching into a drawer, pulled out a white tag and proceeded to tie it to the ring. "What name?" he asked. "No name," replied the owner; please tell me what is the matter with the watch." With an air of annoyance, the nervous man exposed the works and probed around the balance-wheel with what appeared to the owner to be almost wilful malice. "One of the pinions is bent, the escapement is out of balance, and it needs cleaning; $3, call next Saturday." The owner protested, and the watch was returned.

Having had sufficient experience in Broadway he now visited the Bowery. A large gilt sign over a wide doorway and several suspended clocks and watches, also in gilt, betokened a "jewelry palace," and into it the reporter walked. "What is the matter with the watch?" he asked. The proprietor, an elderly man, took the time-piece, shook it, listened, opened it, gazed into it and shook his head. "Hiram!" he called to a curly-headed young man, who was working at the rear end of the store, cleaning jewelry with a long brush and some white counter. "Vat ish de madder mit dat vatch?" asked the proprietor. Hiram looked at the watch as one would regard a very sore thumb, and shook his head without replying. "Moses!" called the old gentleman to a second young man, younger than Hiram, who came from behind the rear partition. "Moses," said he, "you dell de shentleman vat ish de madder mit his vatch." Moses looked at the poor, miserable time-piece with more solemnity than his brother, and, after sundry lugubrious shakes of his head, responded: "De cap chewel ish owet of blace. It vash growded back of de esgapement. If you try to make it run mitowet gitting it rebaired, you will ruin your vatch. I never saw a vatch so bad as dat. It will only gost you $5."

"I can't leave it to-day," responded the reporter.

"I will gif you a fine job for $4, for $3, for $2, for a dollar and a halluf; and I vouldn't do it von cent sheaper for my grantfadder."

But in spite of the liberality of the offer the reporter pocketed his watch and pursued his search for information. Many other stores were visited and many more jewelers were interviewed. There were seventeen seen in all. Three attributed the stoppage to a broken main-spring, five said it was caused by dirt, three thought that broken jewels made the trouble, two diagnosed it as a case of bent pinions, and the remainder were divided in their opinions, varying from a disordered escapement to a broken tooth in a cog-wheel. Finally, tired of watches and watch-makers, the reporter carried it to the jeweler who had originally repaired it. "There," said he, as he laid

the time-piece on the velvet counter mat, "take this miserable ailing watch. You may keep it or give it away, just as you please. It hasn't a whole wheel in it. The main-spring is broken, the escapement is out of sorts, it wasn't half cleaned, and it is entirely ruined. It will cost me a small fortune to have it repaired. I don't want it any more. It makes me tired to see it around. I'll buy a new dollar-and-a half watch that I can take some comfort in."

The jeweler took the time-piece and retired into the workshop. In a few minutes he returned with a broad smile on his face.

"Here it is, in perfect order. There is nothing the matter with it. You forgot to wind it up last night."

A MYSTERIOUS JEWEL ROBBERY.

Mr. Hengist Skidmore is the younger son of a junior offshoot of an ancient family. The blood that flows in his veins is heraldically very blue, but his fortune when he came of age was exceedingly limited, and was soon spent. A Skidmore cannot condescend to commerce, and therefore Hengist, by a contract of marriage bartered his ancient blood for new riches.

Heraldically Miss Maria Binns never had a grandfather. Her Pa, the late Mr. Thomas Binns, began his career as a miner, but being a clever and plucky man he left the coal pit and the country to seek a fortune. When he was abroad his hand seemed to have a Midas touch. He found gold in Australia, struck oil in America, smuggled opium into China, returned to his native land, worth full £8,000 a year, became a member of Parliament, was venerated as a distinguished philanthropist, lived on the fat of many lands, died in the odour of sanctity, and his daughter Maria inherited his property. The Skidmore blue blood and the Binns new riches met and married. Before being Binns no more the lady insisted upon a settlement, excluding her proposed twain flesh from any share in the control of the property; and the bridegroom-elect being pecuniarily not only off his last legs but also off his last crutch, assented to the hard conditions. Mrs. Skidmore allowed her husband £400 a year, paid quarterly for his personal expenditure, and affectionately congratulated him on her marvellous generosity.

Mr. Skidmore owed a few debts, and his habits were not strictly economical. Unfortunately for him the terms of the marriage settlement were not generally known, and consequently, as the consort of an eight-thousand-per-annum lady, he readily obtained credit from tradesmen, and loans from the accommodating gentlemen who never pay the least regard to the Bank of England *minimum*. Within two years from the auspicious day when he had leased himself for life to the prudent Maria, he was deeply in debt and dreadfully dunned. His courage being spurred by necessity, he ventured to ask his wife for a loan. Her reply proved that although she might love him much, she was still fonder of her property.

"Hengist, I am not a fool, and I would rather put on weeds to-morrow than give you a sixpence more than your liberal allowance."

Mr. Skidmore applied to his friend Captain Kiddell. The name of Arthur Kiddell is not in the Army List or in the Navy List, but he is supposed to have attained military rank in foreign service. In chess he has invented a new gambit. He has, he says, played whist with Imperial Chancellors. Professional billiard players applaud his side stroke. He has, so he avers, won money on the turf. He asserts that he has an infallible system for winning money on the Stock Exchange.

He would be delighted to help Mr. Skidmore. He was at that moment engineering a Stock-Exchange rig that must be a fortune to those who were lucky enough to "be in the swim." If Mr. Skidmore put in £4000 he would take £14,000 of the spoil in less than six weeks. But where, oh where, was the £4,000? Captain Kiddell would have been charmed to lend the money, but he had already overdrawn his account to oblige a noble friend. The Captain claims to be a Napoleon in finance.

"My dear fellow, you say you have nothing, and so can get nothing, but *ex nihilo nihil fit*, is a maxim only fit for greenhorns. You shall borrow the money."

Mr. Chapeau, who lends money on securities that are not negotiable in Lombard Street, agreed to give £4,000 for a £6,000 promissory note, at two months' date.

"Chapeau and his tribe have a tremendous swallow. But, my dear fellow, you will net £10,000 at least, and when you have paid the £2000, you will be £8000 in pocket."

Mr. Chapeau was somewhat fastidious, for a hundreds per cent. per annum lender. He insisted upon Mrs. Skidmore joining in the promissory note. Mr. Skidmore could not even ask her to do so. Captain Kiddell held that a husband had authority to sign his wife's name. Besides, Mrs. Skidmore would not hear of the affair. Chapeau would not part with the note, and it could be paid and burnt in six weeks, a full fortnight before it was due.

Mr. Skidmore had £500 for his immediate wants; Captain Kiddell kindly advancing £500 to make up the £4000 for the infallible rig. Alas! even a Kiddell is not infallible, and for once the 'cute Captain was mistaken. The rig totally failed, and all the invested money was lost.

"My dear fellow," said the Captain, "I have dropt ten thousand, but I shall win on the double-fold venture; for I never go in for mere double or quits. But your fix with the Chapeau note is confoundedly awkward. If your wife won't lend you the money, why not borrow her jewels? Being so cruelly cornered, it is your duty to help yourself."

"The jewels are in the settlement. Kiddell, I am utterly ruined. She will not part with a penny to save me from penal servitude."

"If she had done Arthur Kiddell the honour to take his name in wedlock, she would have been made to part. But, my boy, don't talk about being dry docked. We must weather the storm."

"Chapeau won't wait, and the moment he applies to her, my prosecution will begin."

"The most cruel fix I ever heard of! Oh, the vanity and vexatiousness of women! I suppose the jewels of your wife would pay Chapeau's bill twice over?"

"The jewels are worth over £20,000. But it is no use of talking about her property. In a few weeks a Skidmore will be a convict."

"I will rescue you, my dear fellow. Let us dine, and while we wine discuss my stratagem."

When Mr. Skidmore reached home he was so pale that his wife thought he was ill, and said—

"Hengist, you must see the doctor,

for if you have fever I shall at once leave you and go to Brighton. I have such a dread of fever."

Mr. Skidmore not being stricken with fever, Mrs. Skidmore was not obliged to quit London in the midst of the season. Twice a week she appeared at the opera decorated with nearly all her costly jewels. Among the constant visitors to the Skidmore box were Captain Kiddell and his friend Count Van de Hoeven.

Mrs. Skidmore went to Brighton for a fortnight because she did not feel quite so well as usual. Whenever she visited Brighton her principal jewels, including the diamond necklace, the diamond bracelets, and the superb diamond cluster that decorated her hair, were taken to the bank. She put the jewels into the jewel box and locked it. Her husband locked the jewel-box in an iron box, and attended his wife to deposit the treasure at the bank. No one could charge Mrs. Skidmore with the carelessness that encourages robbery. When she was in town the jewels were kept in an iron safe fixed in her bedroom, that was warranted fire-poor and thief-proof.

If an irresistible force encountered an immoveable mass, what would be the result ? The answer to this school-boy catch problem is that there cannot be an irresistible force if there is an immoveable mass, and *vice versa*. Final or supreme physicial force is at present undiscovered. There is no absolute security for property against those who are resolved to break through and steal. That was the bitter experience of Mrs. Skidmore.

The sojourn at Brighton terminated on Friday afternoon. On Saturday afternoon Mrs Skidmore, attended by her husband, went to the bank and brought home the iron box that contained the jewel case. The lady unlocked the jewel case, glanced at her jewels, relocked the case, put it into the iron safe, and with her own fair hand locked the iron safe. Could fondest mother be more careful of her children than Mrs. Skidmore of her jewels ?

Having been operated upon by her lady's-maid for a full hour, Mrs. Skidmore departed with her husband for Richmond, having been invited by Capt. Kiddell to an early, that is, a five o'clock dinner.

" Now Hengist, be sure to leave instantly after the dinner, for I am determined to be at the opera to-night."

There was a mistake as to the dinner hour. The early repast was for six, not five o'clock. Captain Kiddell's party included Count Van de Hoevan, who proposed a promenade in the grounds.

Mrs. Skidmore was walking with the Count. The Captain took Mr. Skidmore aside.

" Let us light a cigar."

The Captain handed the case to Mr. Skidmore, and then took a cigar himself.

" Look at that little document before we light our cigars."

The document was the promissory note that had been given to Mr. Chapeau. The Captain ignited a wax match and burnt the promissory note.

" There is an end to the perilous bit of paper. Now my boy, let us have a peaceful smoke, whilst the Count amuses Mrs. Skidmore. As for your being in town in time for the opera, that is almost impossible. Punctuality is not one of the virtues of this pleasing place."

It was nearly seven o'clock before the dinner was served, and it was within an hour of midnight when Mrs. Skidmore arrived at her residence.

" I am vexed about the opera, but I not sorry to go to bed. I am so drowsy that I cannot keep my eyes open. I suppose the Richmond air is of the sleepy sort."

Mrs. Skidmore had been dosing during the ride home, and she slept whilst being undressed by her maid. Next day she complained of headache, and remained in her room, but about six o'clock felt better and able to be dressed.

" I am glad that I can go down to dinner, for our guests would be dreadfully dull if I were not present. Norah, I may as well air my jewels to-night."

Mrs. Skidmore took a neat leather case from her pocket, and out of the case a key.

She could not get the key into the lock of the iron safe.

" There is something in the lock. Or else the key is at fault. Norah, ask the master to come to me."

When the maid returned with the master, Mrs. Skidmore was still at the iron safe.

" Is it not strange, Hengist, I cannot get the key into the lock ? You try."

Mr. Skidmore was as unsuccessful as his wife.

" How provoking Hengist. I suppose one of the bolts has slipped, and we shall have to send for the locksmith."

So saying she put her hand on the handle, and behold the door opened.

" I swear I locked it when I went out yesterday. I must have unlocked it without knowing that I did so."

Mrs. Skidmore looked into the safe and screamed. Pulling out some papers, and the iron box used for conveying the jewels to the bank, she yelled with horror.

" My dear, what is the matter ?"

" My jewels, my jewels, my jewels!"

Mr. Skidmore looked into the safe.

" My jewels ! Fool, why don't you do something ?"

" My dear I am so upset that I don't know what to do."

" Go for the police. Go to Scotland Yard. Oh, what shall I do? Oh, my jewels !"

The rage and the terror of Mrs. Skidmore cannot be described. Her magnificent diamond, worth at least £20,000 were gone. The detectives came and examined the safe, and minutely questioned all the servants. Presently they looked at the windows. There was a balcony to the side window, and to one of the girders of the balcony a rope was tied. That indicated the way in which the thief had got in and out of the room. How the thief-proof safe was opened could not be explained. The burglary must have been committed whilst Mrs. Skidmore was at Richmond.

A large reward was offered, and the investigation was directed by Mr. James Burrow, one of our cleverest detectives. After a fortnight there appeared to be a chance of a clue. The pendant to the necklace was a diamond of rather peculiar colour, of large size, and it had a slight flaw. Burrow ascertained that such a diamond was in the hands of a London dealer. The jeweler who had sold the necklace to Mrs. Skidmore identified the stone. Burrow tracked the movements of the stone and found that it had been sent to Holland by a person named Van de Hoevan. But the clue that seemed so promising completely failed. It was proved that the diamond had been in the hands of the dealer and had been offered by him to two leading firms three weeks before the robbery, and Mrs. Skidmore had seen her jewels the very day they were stolen.

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JAMES BOSS GOLD WATCH CASE,

is the best protection for the Movement that has ever been put on the market.

IT IS STRONGER, STIFFER, MORE COMPACT AND CLOSER FITTING

than any other, and is the only case containing a

DUST BAND.

This dust band encircles the inside of the case in such a manner as to

Prevent any Dust or Dirt

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In Finish and Ornamentation the Jas. Boss Case is unapproached. They are sold by all Canadian Wholesale houses.

The Canadian trade will remember that this case is recognized by the Jewelers of the U. S. as the standard, and is the only Filled case that has given entire satisfaction through all time.

"So much for the positive identification of a stone," said Burrow.

Six months passed, and there was no hope, whatever, of recovering the diamonds. Burrow called on Mr. Skidmore.

" Any news now, Burrow ?"

" The diamonds are clean gone, but I think I have found out how the job was done. Would you like to hear my view ?"

Mr. Skidmore had been treated for a nervous disorder, and he was not yet well. His voice was rather tremulous when he replied :—

" Certainly, Mr. Burrow."

Mr. Skidmore turned his face from the detective, and appeared to be closely studying the pattern of the carpet.

" Being on another job, by a half chance I discovered that paste imitations of Mrs. Skidmore's jewels had been made by a Paris house, about two months before the robbery. Also the imitation jewels were put into a case, corresponding in colour and shape with Mrs. Skidmore's jewel case. What do you think of that, sir."

Mr. Skidmore had to clear his throat before he spoke, and still his voice was husky.

" What have paste jewels to do with the stealing of my wife's diamonds ?"

" It is the true clue, Mr. Skidmore, just as the rope tied to the balcony was a false scent. The indentification of the big stone was correct. The genuine diamonds were stolen weeks before the imitations were taken from the iron safe. You are pale, sir, and you are shaking as if you had the ague."

" I am not well. I suffer from nervous attacks."

" I could run in the accomplices. Say, a bill discounter who dusts forged bills, a notorious blackleg gamester, and a foreign party who deals in stolen jewels. But what is the use of running in the accomplices if you mustn't touch the principal ?—especially as not a sixpence of the property can be recovered. I have my eye on the principal, and can show you his photo. There it is, look at it."

With a trembling hand, Mr. Skidmore took the mounted photograph from Burrow. He looked at it, groaned, gasped for breath, and dropt it.

" Dear me, Mr. Skidmore, I have not given you a photo, but a hand mirror. It is your own face that has scared you."

Mr. Burrow put the hand mirror into his pocket.

" It is a queer game, but not new or uncommon. No wonder the detectives are often baffled over these jobs. Good day to you, sir. I think you will now agree with me that to me, as well as to you, the Skidmore jewel robbery is not a mystery."—*Life.*

HOW WATCH CRYSTALS ARE MADE.

Many of our respected readers, although daily handling this unpretentious component of a watch—its crystal, will only be tempted when reading the above headlines into making the inquiry : How are watch crystals made ? We will endeavor to elucidate this subject to the best of our ability, and will invite them to accompany us in a visit in imagination to such a factory.

The work of the celebrated chemist, Piligot, *Glass, its History and Production*, will help us to elucidate the methods and manners of fabrication.

Watch crystals formely where simple spherical segments, and where separated from small glass spheres by means of iron rings red heated in fire. These *calottes* (segments) must necessarily be very arched, to submit sufficient play to the hands. An irregular fracture occurred hereby, and the subsequent attempt of correcting it with imperfect tools often entailed the total loss of the crystal. The rim was then finished upon a disc or grinding wheel.

The invention of the cylinder watch permitted the use of a much flatter crystal, and the defects of the highly arched glass were still more keenly felt. Several Parisian watchmakers manufactured concave glasses for these watches, pressing them of a square piece of flat glass and rounding the rims, which method was imitated in Geneva.

This kind was at first made of a round glass or crystal disc, giving it the necessary height for the motion of the hands; the rim was next corrected, and finally they were cut to correspond to the bezel of the lid. This method of hand production being very expensive, the crystals were very dear ; the watchmakers sold them from three to five francs per piece.

Toward the year 1830, concave crystals called Chevé crystals, were manufactured at Gotzenbruck in a greatly simplified manner, by blowing glass balloons in shape of a bottle with flat bottom, and the latter, when separated, furnished the desired crystal. These bottles were blowned by skilled workmen without the use of a model, and only a scale showed hem the diameter of the piece.

These crystals were also manufactured in like manner in Bohemia. The bottom of the flask was separated while in a hot condition, and received a somewhat heightened rim, which was cut level-shaped to fit it to the case bezel. The making of each crystal requiring a separate flask, the price remained pretty high, in spite of the great speed obtained in there manufacture; they commanded from fifty to sixty francs per gross.

Shortly afterward, the same factory manufactured thicker, so-called double Chevé crystals, which commanded a price of sixty francs per gross, at present only ten to twelve francs. A great improvement in their manufacture has since occurred. Instead of a small flask for each separate glass, with a diamond fastened to a sort of a compass, a number of calottes were cut from a balloon of about fifteen centimeters diameter. The diamond formed the moveable shank of the circle ; the other shank was replaced by a piece of leather or chamois skin, laid upon the glass ball. The shank carrying the diamond could be lengthened or shortened to suit the diameter of the crystal to be furnished. By this fabrication, of 100 blown glass balls, on an average only fifteen could be used for watch crystals; the balance found its way into the wastage.

This method has been very materially improved by the superintendents of said factory, Messrs. A. & T. Dalter, to both of whom the watch crystal manufacture owes its great advancements. The small spherical callottes are at present cut of large balloons, of from 75 to 80 cm. in diameter. From a single one of these spheres, as many as four gross crystals are cut, not to take into account several hundreds of small crystals for Nurnbergian toy watches. About one-half of the spheres may be used at present, instead of 15 of 100, as heretofore.

The progress, together with other further perfectionments made in cutting and polishing the crystals, have gradually lowered their price; ordinary Cheve

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These goods are made in every Style and Size to fit the Waltham Movements, and are manufactured in the following way. The outside, or wearing surface, is 14 karat gold. The inside, or not exposed surface, is 8 karat gold, and when taken together the case will assay 10 karat. Thus possessing every quality of a much higher grade of case, and for Style, Finish and Durability are FAR SUPERIOR TO ANY OTHER THAT IS OFFERED TO THE TRADE AT THE SAME PRICE.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

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crystals come into commerce at from seven to eight francs per gross, crystals of third choice, intended for export, are sold as low as two francs, fifty cent.; heavy ones cost from ten to twelve francs.

The large spheres, of which we spoke, and which sometimes possess a diameter of one meter, must be blown very thin, since they cannot be thicker than a watch glass, that is from 1 to 1½ mm., either as single or double. The blower's breath is not sufficiently strong to inflate a sphere of such a magnitude, because the glass, in proportion with its expansion and consequent attenuation, also becomes cold, and very rapidly offers great resistance to further expansion; it must be the main object, therefore, to blow the sphere as quickly as possible, while the glass is still hot and yielding.

The following method is pursued at Gotzenbruck: The blower collects six or eight kilog. glass with a pipe of corresponding large dimensions; he then rounds his glass upon a block of soft wood, with assistance of a wooden mallet; at the same time he first blows very gently, and, when the ball appears at the end of the pipe, somewhat stronger, turning the entire mass, that a lengthy glass balloon, in shape of a pear, is produced, and with his tools he gives it the shape of a distended bladder.

This blowing is repeated in the furnace; the workman blows again to increase the circumference; he next makes use of a blowing contrivance propelled by a small machine of three-horse power. The finished sphere is loosened from the pipe, and placed upon a frame. The glass is so thin that it is not necessary to bring it into a cooling furnace in order to cut it.—*Exchange.*

TROUBLES OF A BRIDAL PARTY.

"Say, what kind of a hotel do you keep?" said a green-looking man, as he stepped up to the counter and registered his name, and added, "and wife," after it. "Can a new married couple settle down here for two or three days and have a quiet visit with each other and not be scared out of their boots?"

The hotel man said they could go right to their room and stay there three days or three weeks, and never come to their meals if they didn't want anything to eat. "But what is the matter? Have you been annoyed?" asked the hotel man.

"Annoyed? That doesn't express it. We were married day before yesterday at St. Paul, and went to a hotel. I live about sixty miles west of St. Paul, and the travelling men put up a job to make me tired. There were about a hundred of them snowed in at St. Paul, and I'll be darned if they didn't keep us awake all night. They knew we were a bridal couple, and they bribed the bell-boys and porters to let them act for them, and when we rung the bell for the bell-boy a drummer for a Chicago cigar factory came in and wanted to know what was wanted. I ordered a pitcher of ice-water, and a Milwaukee drummer for a grocery house brought it in, and he looked at my wife, who is bashful, and made her feel real bad. I didn't know they were drummers until the next day, or I should have killed some of them. I rang the bell for coal, and a travelling salesman who posts railroad cards around and works up excursions, he came in and fixed the fire, and he stayed and poked it for half an hour, and he had more gall than I ever see. He asked so many questions about how long we had been married, that I wanted to thump him, but my wife said that we didn't want to have a row the first day we were married. I rang for a chambermaid to clean up the room and bring some towels, and it was about half an hour before she came, and I went down to the office to see about my trunk, and the chambermaid stayed about half and hour and was very interesting, and my wife said she was a real pleasant, affectionate sort of a creature, far above her station, and I tell you I was mad when I found out that it was a smooth-faced, handsome young Jewish drummer for a Milwaukee clothing-house, who was in with the gang, and he gave the chambermaid $3 to loan him an old dress so he could play chambermaid. When my wife told me that the chambermaid patted her on the cheek, and said she was the sweetest bride that was ever in a hotel, and asked for a kiss, and my wife said she thought it would be no harm to kiss a poor chambermaid, and encouraged her, I wanted to kill him, and I went down to the office next morning, but the smooth-faced cuss had gone to Fargo. It was all the landlord could do to hold me. Well, while we were at supper somebody got into the room and put cracker crumbs in our bed, and we found a cold oil-cloth floor mat over the top sheet, enough to freeze anybody. But the worst was at night. We had just got comfortably in bed when there was a knock at the door, and I got up, and the watchman was there, and he said he wanted to point out to me the fire-escape so I could get out in case of fire, and I went out into the hall and he took me way out to the end of the building to show it to me, and while I was looking out of the window my wife came running down the hall and begging me to save her. I asked her what was the matter, and she said as soon as I went out a man that looked like a porter came in the room and told her to fly and save herself, and to follow her husband. She felt awful when she found there was no trouble, and we got back into our room half frozen. I have got them fellows down fine. The fellow who called me out to look at the fire-escape is a drummer for a Philadelphia millinery house, and the one that scared my wife out of her wits travels for a hearse factory at Rochester, N. Y. My wife says she would know him, because he has a big gray moustache, and wears a diamond collar-button in his shirt. She said she thought he was pretty stylish for a porter at the time. They woke us up several times in the night to tell us what to do in case we were sick, and in the morning, before we were up, a waiter brought up our breakfast. He said the landlord sent it up, and he just stood around until we had to sit up in bed and eat breakfast. I thought at the time that it was kind in the landlord to send up our breakfast, but when I found that the waiter who brought it up was a travelling man for a reaper factory at Rockford, and remembered how darned impudent he looked at my wife, I could have murdered him, but the clerk said he had gone to Winnipeg. It was just about as bad coming down here on the sleeping-car, and I think half the passengers on the car were those same drummers that were snowed in. It was colder than Alaska, and I would order extra blankets and they would steal them. I had more than twenty blankets put on the bed, and in the morning there was nothing but a sheet over us. And every time there was a blanket spread over us there was a different porter put it on, and I think they were all travelling men. Every little while somebody would pull open the curtains and sit down on my berth and begin to pull off his boots, and I would tell him the berth was occupied, and that he must have made a mistake,

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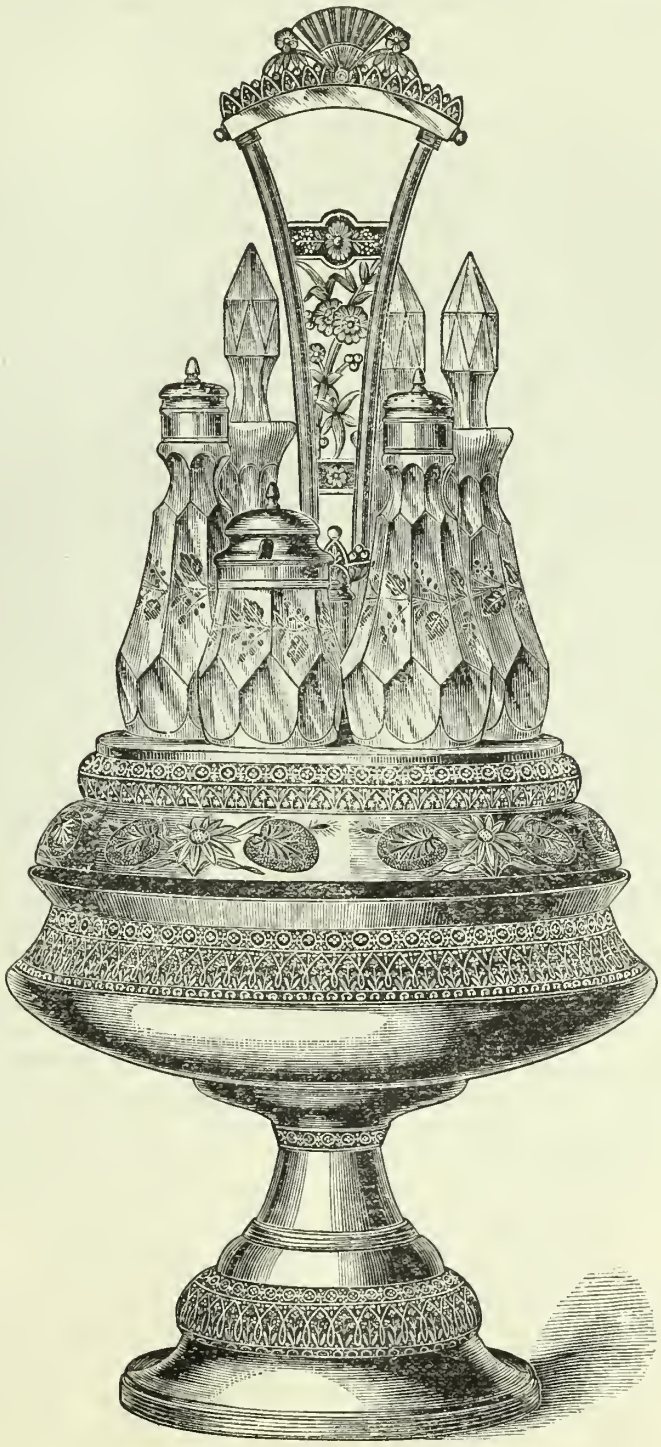
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and he would look around at us as innocent as could be, and ask our pardon, and then go out and damn the porter. Once I felt somebody feeling about my berth, and I asked what was the matter, and the fellow said he was looking for my wife's shoes to black. Then about every fifteen minutes the conductor would open the curtains and hold a red lantern in and ask for our tickets. I think they punched my ticket sixty-five times. Anyway it looked like a porus plaster when I got up in the morning. I think it was the travelling men who were playing conductor, but I was sleepy, and I thought the best way was to let them punch it. Well, about 3 o'clock in the morning somebody punched us and said it was time to get up, as all the passengers were up, and we would have breakfast in fifteen minutes. And then we hustled around and got dressed the best we could, lying on our backs and kicking our clothes up in the air, and catching them on ourselves when they came down. I got my pants on wrong side before and lost everything out of my pockets, and my wife lost her hair and had to tie a handkerchief around her head, and then we had our berths made up and sat up till daylight, and the porter found my wife's hair and pinned it to the curtains of a berth occupied by a preacher from Oshkosh, and he kicked, and got mad and talked about it, and wondered how it came there, and he swore about it, and I think he travels for an Oshkosh carriage factory. O, I never had such a night, or two such nights, in all my life, and what I want to know is if I can be quiet here, and get a little sleep, and not be annoyed."

The hotel man told him if anybody came around to bother him, to knock them clear down stairs and he would be responsible, and the bridegroom took his satchel and his wife, and the colored man showed them a room, and they have not showed up since. It is confounded mean in travelling men to get snowed in and form a syndicate to have fun. They will cause themselves to be disliked if they keep on.—*Peck's Sun.*

Curious Letter Sent by a Quaker to his Watchmaker.—"I send thee once more my erroneous watch, which wants thy speedy care and correction. Since the last time he was at thy school, I find, by experience, he is not benefitted by thy instruction; thou demandest the fourth of a pound sterling, which thou shalt have, but let thy honest endeavours first earn it. I will board him with thee a little longer, and pay for his table if thou requirest. Let thy whole endeavours and observations be upon him, for he has mightily deviated from the principles of truth: I am afraid he is foul in the inward man—I mean his springs. Prove and try him well with thy adjusting tools of truth, that if possible he may be drawn from the error of his ways. By the index of his tongue he is a liar, and the motion of his body is ever variable and uncertain. I presume his body is foul, as I before observed; therefore brush him well with thy cleansing instruments from all pollutions, that he may vibrate with regularity and truth; admonish him friendly and with patience, and be not too hasty and rash with thy correction, lest, by endeavouring to reduce him from one error, thou should'st fling him headlong into another, for he is young and of malleable temper; he may, with due correction, be brought into the path of truth. In fine, let him visit often the motion of the sun, and regulate him by his table of equation; and when thou findest them agree, send him home with thy bill of moderation, to thy friend Tobias Go-well."

THE WATCH.

The word is derived from a Saxon word signifying "to wake." The first watches were about the size of a modern tea saucer; it had weights and was called "the pocket clock." The earliest known use of the modern name occurs in a record made in the year 1542, which mentions that Edward VI., of England, had "onne larum or watch of iron, the case being likewise of iron gilt with two plumettes of lead." The first real adaptation of a timepiece to the pocket was when Peter Hele,in 1550, substituted the spring for weights. The earliest springs were not coiled, but were either straight or slightly curved to suit the shape of the case. Early watches had only one hand, and required winding twice a day. The dials were of metal, generally of silver or brass; they had no crystals in front, and were four or five inches in diameter. A plain watch cost the equivalent of $1,500 in our currency, and when an order was given for one, it took a year to make it.

BUSINESS CHANGES FOR DECEMBER

John Binns, Hardware, Oshawa, dead. T. J. Carroll & Co., Wholesale Jewelers, Hamilton, assigned in trust. Thos. Legalle, Hardware, Essex Centre, sold out. Kelly & Gillespie, Tins, &c., Orangeville, dissolved, Jacob Kelly continues. Wm. Filmer, Hagersville, Tins, &c., assigned in trust. Bullock Hardware Co, Otterville, assigned in trust. M. Morn, Jeweler, Trenton, assigned in trust. Joseph Dennison, Jeweler, Huntingdon, dead. John H. McVean, Hardware, Dresden, has taken his brother James H. into partnership under style of McVean & McVean. Carder, Benton & Co., Wholesale Hardware, St. Thomas, assigned. T. Shallcross, Jeweler, Streetsville, selling stock by auction. J. W. Fralick, Tins, &c., Newmarket, assigned.

BUSINESS NOTES.

We understand that Mr. S. P. Kleiser has taken out an auctioneer's liscense, and now plies his new calling on his own and other stocks every evening. It seems to us that such a policy is suicidal to any good watch business, and if Mr. Kleiser does not very soon give up his regular business, it will give him up, if he keeps on at the auctioneering.

Christmas Trade.—Advices from all parts of the country indicate that although the holiday trade has not been quite as good as last year, still is has been fairly up to the general average and much better than many had anticipated. The number of sales appear to have been about as large but the articles not so expensive as in the flush speculation years. We suppose our jewelers should be thankful, however, and say like the clergyman collecting for the missionaries, "Small favors thankfully received, large ones in proportion."

Messrs. Zimmerman, McNaught & Lowe's warehouse narrowly escaped being burned about two weeks ago, on account of a fire breaking out in the up-stairs part of the next building. The fire originated in one of the rooms occupied by Mr. J. R. Hughes, as a paper pattern emporium, and owing to the combustible nature of the stock, spread with dangerous rapidity. After the arrival of the fire brigade the flames were quickly got under control, and the damage to the building will not probably amount to more than $1,000. The principal loss arises as usual from water, the offices below being badly deluged. Messrs. Zimmerman, McNaught & Lowe also got a share of it, although fortunately it came down into their offices instead of amongst the stock, in which case their loss would have been heavy. As it happened their loss would not exceed fifty dollars.

In Shields v. Kleiser, the plaintiff sued for $17.50 the amount paid by him for a gold watch. The action was taken on the strength of a document which guaranteed the chronometer to be a "gold enameled watch," and warranted it to keep good time for five years. Four visits to the defendant's factory failed to make the watch a good timepiece. An expert stated that

Highest Honors Awarded at the Toronto Exhibition, 1882

TWO SILVER MEDALS AND A GOLD MEDAL!

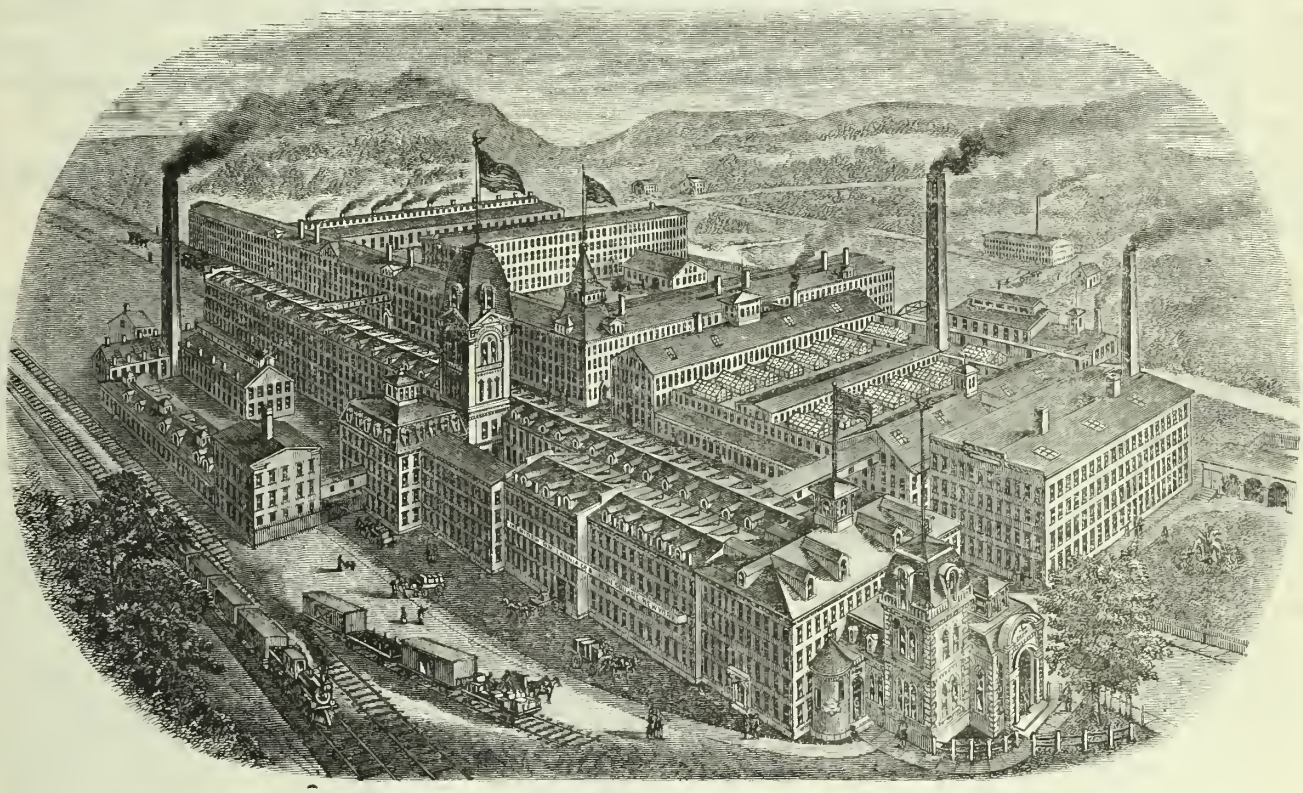
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863 to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

although the watch was of the class known to the trade as gold enamelled, it in reality contained but little gold and the composition out of whico the case was composed was barely worth fifty cents per pound. The defendaut held that he never refused to take the watch back, but as another witness contradicted him in this statement the Judge directed Mr. Kleiser to return the plaintiff $17.50 and take the watch back.

Stolen Jewelry Recovered.—We are glad to know that Mr. G. L. Darling, jeweler, of Simcoe, the robbery of whose safe was duly chronicled in last month's Trader, has luckily succeeded in getting back almost the whole of his goods. The story of their recovery is quite romantic, and we think that when its true inwardness is fully explained, it will be seen that justice was not so blind as she is usually made out to be in the arrest of the suspected parties. All we care about saying just now is that we congratulate Mr. Darling on his good luck. The story of the recovery of these goods as told by a local contemporary, runs as follows :

"On Sunday morning the town was thrown into great excitement when word was passed from mouth to mouth that the stolen jewelry was found. The report was generally discredited, but during the day ample confirmation was forthcoming. Speculation was rife, in the absence of any positive information, as to the manner in which the goods had been got hold of. All this was known for certain was that late on Saturday night Mr. Darling had gone to the residence of Mr. G. Bruce Jackson, the lawyer who defended Almond, and who is now looking after Lawlor's case, and had there received his goods, there being, it was said, only some four hundred dollars missing. Some said "Almond has given it up;" others "Lawlor has squealed." Mr. Jackson being waited upon, refused emphatically to give any particulars. He said that he and he alone knew who gave up the goods and no one would ever know anything more than is now known. He, however, denied that Lawlor had squealed and scouted the idea that Almond knew anything about the matter. Neither he nor Adams, Mr. Jackson said, had anything to do in the burglary from first to last. He went on to say that the public were away off in all their surmises, and would never get the real truth. The probability is that Mr. Darling has paid a good round sum as a reward for the restoration of his diamonds, and that he knows no more about the real perpetrator of the burglary than the public—at least, if he does know he will not tell.

WORKSHOP NOTES.

Paste for Cleaning Metals.—1 part oxalic acid, 6 parts rotten stone, mix with equal parts of train oil and spirits of turpentine to a paste.

Soldering German Silver.—Dissolve granulated zinc in spirits of salt, in an earthen vessel. Cleanse the parts to be soldered, and apply the spirits of salts. Next put a piece of pewter solder on the joint, and apply the blowpipe to it. Melt German silver 1 part, and zinc, in thin sheets, 4 parts, then powder it for solder.

An extraordinarily clear and limpid oil for lubricating watches can be procured by pouring upon a bowlful of the best olive oil some melted lead. The bowl should then be set in the sun for two or three months, covered with a pane of glass, when it can be strained and bottled.

A fine and absolutely colorless cement can be obtained by cutting seventy-five grammes of rubber into very small pieces, and putting them in a bottle containing sixty grammes of chloroform, which should then be hermetically corked. When the rubber is completely dissolved, fifteen grammes of mastic in drops should be added, and the bottle again corked tight. The cement will be ready for use in eight days.

To Temper Drills.—Select none but the finest and best steel for your drills. In making them never heat higher than a cherry red, and always hammer till nearly cold. Do all your hammering in one way, for if, after you have flattened your piece out, you attempt to hammer it back to a square or a round, you spoil it. When your drill is in proper shape heat it to a cherry red, and thrust it into a piece of resin, or into quicksilver.

Cement for Fastening Seconds Dials in Watches Better than Tin Solder.—Finely pulverized plaster of Paris (alabaster gypsum) mixed with cabinet-maker's white glue, cold. A little should be spread on the edge of the dial, which should then be quickly pressed into position for ten minutes, when the superfluous cement should be cut off with a brass chisel. In twenty-four hours the cement will be as hard as marble.

Why Boys Dislike to Learn Trades.—The *Blacksmith and Wheelwright* believes that the old system is, in the main, responsible for the aversion that such large numbers of boys manifest for learning trades. For the first year a boy in a blacksmith's shop, for instance, is put to the roughest and most disagreeable work. He is made to do a thousand-and-one things that will be of no use to him when he grows up, and having nothing to do with making him a skilful mechanic. He knows this and naturally rebels and wants to do something that will be of benefit to him. He is brought to feel that to be a good blacksmith, a man requires much brawn and little brains. That he obtains an erroneous idea of the trade he is trying to learn we all know, but, nevertheless, this impression is apt to become fixed in his mind from the character of the work he is put to do. Is it any wonder that he looks with envy on the boy behind the counter, or in a lawyer's office, and longs to get away from an employment which has become irksome ?

A peculiar clock, which marks the hours from one to twenty-four, has recently been completed by a Wilmington manufacturer. The new timepiece is of a kind soon to be adopted by several of the railroads. The most conspicuous innovations are in the marking upon the dial and in the movement of the wheels which run the hands. The minute hand, instead of making twelve revolutions to every revolution of the hour hand, as in the ordinary clock, makes twenty-four revolutions while the hour hand passes around once.

GEO. E. COOPER
ORNAMENTAL & GENERAL
ENGRAVER,
31 KING STREET EAST,
TORONTO - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.,
TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

T. WHITE & SON,
MANUFACTURING JEWELERS
Lapidaries & Diamond Setters,
39 KING ST. WEST, TORONTO.

CANADIAN & FOREIGN
STONES POLISHED & MOUNTED
FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

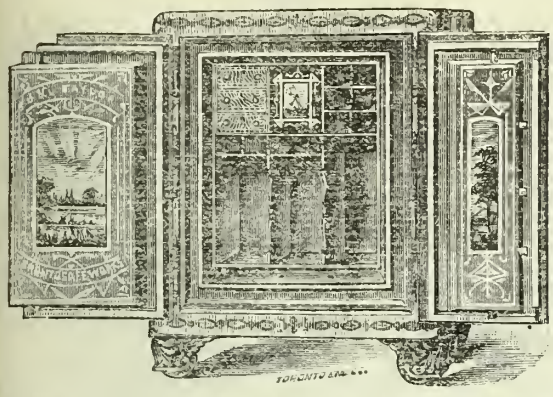
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BECAUSE THEY ARE THE BEST IN USE.

These Celebrated Cases have lately been reduced in price, and are now the Cheapest as well as the Best case made. Send for Price List to

Zimmerman, McNaught & Lowe,
CANADIAN WHOLESALE AGENTS,
16 WELLINGTON STREET EAST, - TORONTO
A FULL ASSORTMENT ALWAYS ON HAND.



J. & J. TAYLOR,

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion

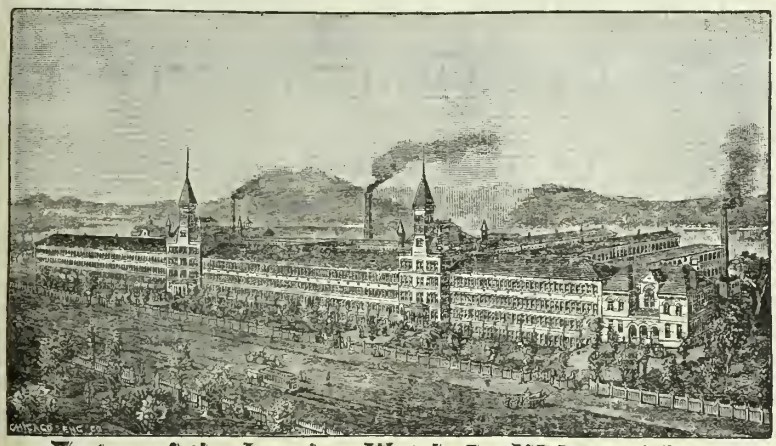
A. C. ANDERSON & CO'Y

Present their Compliments to their numerous Friends and Customers, and wish them all a very

HAPPY NEW YEAR,

And trust that the pleasure and profit they have experienced during the old year will be renewed with even greater vigor during the New Year of 1884.

A. C. ANDERSON & CO., - HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

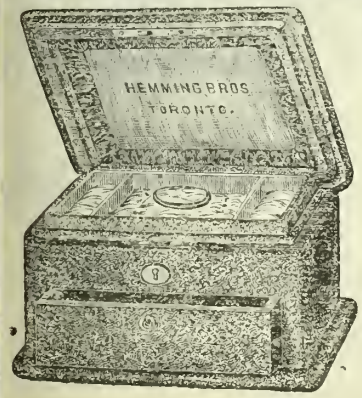
SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y.



HEMMING BROS.,

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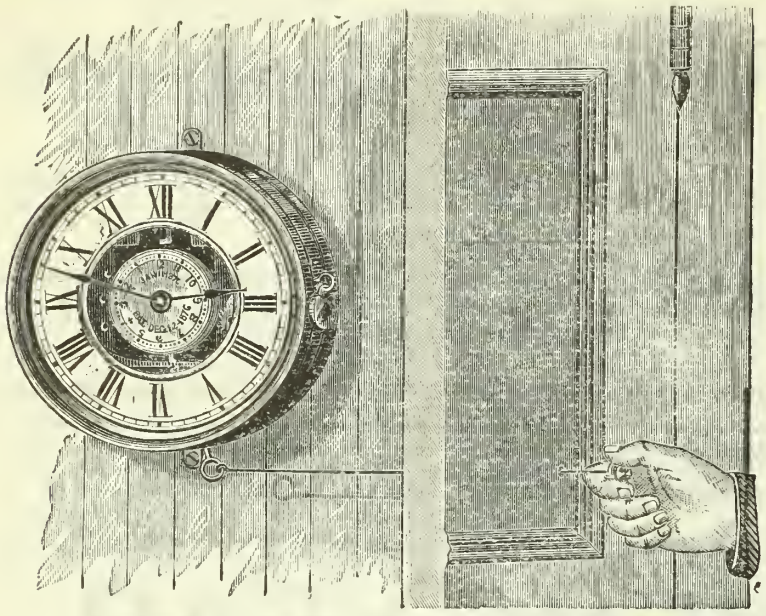
SATIN & MOROCCO CASES & TRAYS

Of every description for Jewelry, Silverware, &c.,

52 ADELAIDE STREET EAST,

(FEW DOORS EAST OF POST OFFICE,)

TORONTO.



THE

LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks Factories, Stores, &c.

Also just received The Meteor Illuminated dial clock, Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS IN THE DOMINION.

Prices furnished to the Trade only.

N.B.—I keep on hand a Large Stock of Jewelry. Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

SAMUEL STERN,
WHOLESALE IMPORTER,
31 Wellington and 40 Front Streets East, Toronto.

MARBLE CLOCKS !

We have just received direct from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS which we are prepared to offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call and see them.

Zimmerman, McNaught & Lowe.



ZIMMERMAN, McNAUGHT & LOWE,

WHOLESALE AND MANUFACTURING JEWELERS,

16 Wellington Street East, - Toronto, Ont.

Having been appointed Sole Wholesale Agents in Canada for J. F. FRADLEY & CO., we have now in stock a full line of their Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

ZIMMERMAN, McNAUGHT & LOWE.

THE TRADER.

TORONTO, ONT., FEBRUARY, 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page,	$20 00	each issue
Half Page,	12 00	"
Quarter Page,	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

DISCOUNT SALES HUMBUG.

A few days before Christmas, we were waiting in a retail jewelry store in order to have a chat with the proprietor, when we overheard the following conversation between that gentleman and a customer, to whom he was shewing a set of colored gold earrings, in a morocco case :

CUSTOMER.—" Ten dollars you say is the price of these earrings ?"

PROPRIETOR.—" Yes, sir, ten dollars is right."

CUSTOMER.—" Does that include the leather case ?"

" PROPRIETOR.—" Yes, price is for earrings and case, just as you see them, and we regard them as being extra good value."

CUSTOMER.—" Now, look here, I'll give you eight dollars for them, cash."

PROPRIETOR.—" We can't do it, sir, our goods are marked down as low as we can afford to sell them, and our prices are all spot cash."

CUSTOMER.—" Well, but that's only 20 per cent. off your price, and is the regular discount that all the jewelers on King street are giving ; come, now, you can do that if you like ; surely you can afford it just as well as they can. What do you say ?"

" PROPRIETOR.—"Well, I've just to say, that while we want to do business just as much as any other house in the city, we don't want to do it under false pretences. We mark all our goods at a regular rate of profit, which is just as low as we can possibly afford to sell at, and wont admit of us taking off one per cent. discount, let alone 20 per cent. If we were to put on an extra twenty-five or thirty per cent. I suppose we could do the same as those stores you speak of, but we don't think you would be any better pleased if you knew how it was done, or better off if you didn't know how it was done. We don't want to humbug you in any way, and we offer you honest goods at honest prices, which we know you can't beat if you hunt the whole city over."

The young man went out without buying, and the proprietor thought he had wasted half an hour of a very busy day to no purpose. Next day we happened in again, and, curiously enough, while there the same young gentleman came in, and without any parley bought the earrings he had been dickering about the day previous. Now, thought we to ourselves, here is a first-class illustration of the humbuggery of discount sales. Here was a young fellow that had investigated the thing in the light of common sense, and he was apparently willing to sacrifice the advantage of the 20 per cent. discount and pay full price for his goods. Perhaps he was a fool. Well, perhaps he wasn't so much a fool as the discount sales people imagined when he refused to buy their goods. One thing is certain, that firm will never have much trouble in selling that young man again, and when he wants any goods that they have, very little time will be lost in making a bargain.

TARIFF CHANGES.

It is more than probable that the present session of Parliament will witness quite a number of changes in the rate and operation of the present tariff. Until recently it seems that the importers have been viewed by the Government simply as people from whom to extract money, and beyond this they were entitled to, and have actually received little or no consideration. With the Government the interests of the manufacturers seem to have been paramount to any and all other considerations, and the Manufacturers' Association had only to express a wish in order to have it gratified. Now, however, that dull times have caused a shrinkage in the imports and the revenue is likely to show a large falling off, the vigorous protests of importers are beginning to be heard and will probably receive thorough, though tardy, attention. As long as times were good, the Government could afford to ignore these complaints, but now, with dull times staring them in the face, some change must be made, and " Barkis " will now have to be "the friend " of the importer as well as of the manufacturer. If the Minister of Finance desires to make any changes for the benefit of the jewelry and fancy goods' trades, and we trust he does, he can, we think, do them a great deal of service without at all impairing the revenue.

We have always contended that the present rate of duty on jewelry (20 to 25 per cent.) is excessive, and by its excess defeats the very end it was intended to serve, viz. : protection to Canadian manufacturers and a means of raising a larger revenue. Could the present high duty be collected we would consider it a positive advantage to both manufacturer and jobber to have it kept in force ; but unfortunately it is not and cannot be collected alike from all, and its very high rate makes it an incentive to the dishonest trader to smuggle goods which under a low tariff he would never think of attempting. Jewelry differs from nearly all other goods imported, inasmuch as while valuable, it is comparatively small in bulk, and therefore all the more easily secreted and smuggled. Those who know the trade best know that the present high duty is simply an incentive to smugglers and that there are more smuggled goods coming into Canada to-day than there ever was before. This is especially the case with American made goods, which can and are smuggled across in an innumerable number of places along the two thousand mile boundary line that the imagination of the Government has stretched across this continent. Every retail dealer in Canada knows that the country swarms with these itinerant so-called " Jobbers," who unblushingly advance as a reason why they can undersell respectable houses, the fact that they are not fools enough to pay duty on goods that they can so easily smuggle. Of course there is a danger attached to the buying of such goods, or even to having them in one's possession, but there are those to be found who will run this risk in order to make a larger

margin of profit on their sales. It is, we think, a disgrace to a country like Canada, that its legislation should be of such a kind as to have the effect of causing people to break the law instead of upholding it, and that by acting as a premium upon dishonesty it puts it in the power of the unscrupulous trader to undersell his more honest and law-abiding rival.

IS IT HUMBUG?

In the month of December we received a letter from an esteemed correspondent in one or our thriving western towns, enclosing the advertisement of a rival jeweler, which set forth that for a couple of days he would give the benighted inhabitants of the district in which he did business a chance of examining $20,000 worth of stock, which he was prepared to sell them at "a very small advance on cost." Apparently mistrusting that the readers of the paper would credit the statement, he proceeded to tell how he was going to manage the thing, which was in this wise: The wholesale house from whom he bought his goods had, it appears, agreed to be present during the two days in question and allow him to use their stock (presumably to the amount of $20,000) during that time, and to make sales from it as if it were his own. Our correspondent characterizes the whole transaction as a "humbug," and wants us to publicly express our opinion about it, and in a second letter regarding it, seems to feel sore because we did not notice it in our January number. We would have commented upon this in our January issue had we thought that there was anything wrong about it, but we did not then see anything wrong about it, nor do we yet see any reason to change our first impression regarding it. The fact that the wholesale house who lent their goods for the display happens to be one of our advertisers, who would have nothing whatever to do with our action in the premises. If we thought them wrong we would not hesitate one moment to say so, no matter what the consequences might be. Their action, although uncommon, is perfectly right in itself, and is done occasionally by the best houses both in England and the United States. Of course no wholesale house would care about making such a concession to any other than one of their best customers, and it is its very rarity, probably more than anything else, that has made our correspondent regard it in the way he has.

We do not doubt that it may have been hard on his trade if the advertiser carried out his promises, but his only plan, if he couldn't get some other wholesale house to do him a similar turn, would be to grin and bear it. The probability is that he was not a customer of the wholesale house in question at all, and if not, then they did him no injustice. If he was, then his only remedy is to buy his goods from some other firm that will treat all customers alike, and not make fish of one and flesh of another.

A NEW INSOLVENT ACT.

We are glad to know that the Boards of Trade in the cities of Toronto, Montreal and Hamilton have at last become fully alive to the importance of concerted action in regard to securing the passage of an insolvent act. The trouble with Boards of Trade has formerly been, that they did not get to work soon enough, and when they did commence there was no unity of action amongst them. Each separate board had ideas of their own which they wished crystallized into law, and as these were usually brought before parliament while it was sitting, it was no wonder that the Government took the position they did, and virtually said, "Gentlemen, if you don't know what you want yourselves, how can you expect us to bring forward a measure that will suit you all?" This was no doubt a fair argument under the circumstances, and certainly afforded the Government a loophole through which to escape the passing of a law, which they themselves had no desire to pass. Now, however, that the principal Boards of Trade in Canada have met in good season and thoroughly discussed the matter, and laid the result of their deliberations before the Government in time to let them get an idea of the feeling of the country regarding it, we think that it is in a fair way of becoming law. Indeed, we can hardly see how the Government can refuse to pass such a just measure of relief to traders as the proposed law seems to be. They cannot plead that the mercantile community is not agreed upon its advisability, for the draft bill sent them by the Boards of Trade is a unanimous opinion, still less can they plead want of sufficient time to find out the feeling of the country and get such a bill ready, for here is a bill all ready-made to their hand, and in these days of electricity and cheap printing, they can get a concensus of opinion upon it within forty-eight hours, much less the two months that they have had to consider it. Unless the members of the Government are intellectually blind they cannot fail to have noticed how unjust the present chaotic system, or rather want of system, is working. It is prolific of mercantile corruption and knavery, and unless a stop is speedily put to the temptations that beset the hard-pushed merchant, very disastrous results will be apparent in the near future. England has a national bankruptcy act, and the trades of the United States are clamoring for one. Surely Canada, which is not behind either country in intelligence and business sagacity, should be able to have a suitable one also. Such an act is in thorough accord with every instinct and principle of justice, and though its passage has been long delayed, it must come, and that very soon. If it does not it will be bad for credit both at home and abroad.

Since writing the above, we find that no reference has been made in the Governor General's speech to the Bankrupt Act proposed by the Boards of Trade, and a good deal of comment has been made about the omission. It is well-known that the French Canadian members of Parliament are strongly opposed to the passage of such an act, and it is probably for this reason that the Cabinet have not made it a Government measure. Let the Government do as it likes, however, the Bill will be brought forward by some private member and thoroughly discussed, and the members of the Cabinet cannot escape the censure of the mercantile community, if they either refuse to support it or vote against it. In the meantime, we think a special meeting of the Dominion Board of Trade should be held, and their views upon this question, which are certainly entitled to a great deal of weight, should be made known to Parliament before the Bill comes up for discussion.

If, with all this consensus of public opinion, the Government allows the Bill to be defeated, they will, by the estrangement of the mercantile community, certainly have put more than one nail in their political coffin.

Selected Matter.

CHOOSING A PROFESSION.

HOW A YOUNG MAN DECIDED TO BECOME A BURGLAR.

APPRENTICED TO A CLEVER PROFESSIONAL.

When I became eighteen years of age my father, a distinguished begging-letter impostor, said to me: "Reginald, I think it is time that you began to think about choosing a profession."

These were ominous words. Since I left Eton, nearly a year ago, I had spent my time very pleasantly and very idly, and I was sorry to see my long holiday drawing to a close. My father had hoped to have sent me to Cambridge (Cambridge was a tradition in our family,) but business had been very depressed of late, and a sentence of six month's hard labour had considerably straightened my poor father's resources.

It was necessary, highly necessary, that I should choose a calling. With a sigh of resignation I admitted as much.

"If you like," said my father, "I will take you in hand and teach you my profession, and in a few years, perhaps, I may take you into partnership; but, to be candid with you, I doubt whether it is a satisfactory calling for an athletic young fellow like you."

"I don't seem to care about it particularly," said I.

"I'm glad to hear it," said my father. "It's a poor calllng for a young man of spirit. Besides, you will have to grow gray in the service before people will listen to you. It's all very well as a refuge in old age, but a young fellow is likely to make a poor hand at it. Now, I should like to

CONSULT YOUR OWN TASTES

on so important a matter as the choice of a profession. What do you say? The army?"

"No, I don't care for the army."

"Forgery? The bar? Cornish wrecking?"

"Father," said I, "I should like to be a forger, but I write such an infernal hand."

"A regular Eton hand," said he, "not plastic enough for forgery, but you could have a writing-master."

"It's as much as I can do to forge my own name. I don't believe I should ever be able to forge anybody else's.

"Anybody's else you should say, not 'anybody else's.' It's a dreadful barbarism, Eton English."

"No," said I, "I should never make a fortune at it. As to wrecking—why you know how seasick I am."

"You might get over that. Besides, you would deal with wrecks ashore, not wrecks at sea."

"Most of it is done in small boats, I'm told. A deal of small boat work. No, I won't be a wrecker. I think I should like to be a burglar."

"Yes," said my father, considering the subject: "yes, it's

A FINE, MANLY PROFESSION,

but it's dangerous."

"Just dangerous enough to be exciting—no more."

"Well," said my father, "if you have a distinct taste for burglary I'll see what can be done."

My dear father was always prompt with pen and ink. That evening he wrote to his old friend Ferdinand Stoneleigh, a burglar of the highest professional standing, and in a week I was duly and formally articled to him, with a view to ultimate partnership.

I had to work hard under Mr. Stoneleigh. "Burglary is a jealous mistress," said he. "She will tolerate no rivals: she exacts the undivided devotion of her worshipper."

And so I found it. Every morning at 10 o'clock I had to present myself at Stoneleigh's chambers in New Square, Lincoln's Inn, and until 11, I assisted his clerk with the correspondence. At 12, I had to go out prospecting with Stoneleigh, and from 2 to 4 I had to devote to finding out all particulars necessary to a scientific burglary at any given house. At first I did this merely for practice, and with no view to an actual attempt. He would tell me of a house of which he knew the particulars, and order me to ascertain all about it and its inmates—their coming and going, the number of their servants, whether any of them were men, and if so, whether they slept in the basement or not, and other details necessary to be known before a burglary could be safely attempted. Then he would compare my information with his own facts, and compliment or blame me as I might deserve. He was a strict master, but always kind, just and courteous, as became a highly-polished gentleman of the old school. He was one of the last men who habitually wore hessians.

AFTER A YEAR'S PROBATION

I accompanied him on several expeditions and had the happiness to believe that I was of some little use to him. I shot him eventually in the stomach, mistaking him for the master of a house into which we were breaking, (I had mislaid my dark lantern,) and he died on the grand piano. His dying wish was that his compliments might be conveyed to me.

I now set up on my own account, and engaged his poor old clerk, who nearly broke his heart at his late master's funeral. Stoneleigh left no family. His money—about £12,000, invested for the most part in American railways—he left to the society for providing more bishops, and his ledgers, day-books, memoranda, and papers generally, he bequeathed to me.

As the chambers required furnishing, I lost no time in commencing my professional duties. I looked through his books for a suitable house to begin upon, and found the following attractive entry:—

Thurloe Square—No. 102.
House—Medium.
Occupant—John Davis, bachelor.
Age—Eighty-six.
Physical Peculiarities—Very feeble, eccentric, drinks, Evangelical, snores
Servants—Two housemaids, one cook.
Sex—All female.
Particulars of Servants—Pretty housemaid called Rachel, Jewess. Open to attentions. Goes out for beer at nine p. m., snores. Ugly housemaid called Bella, Presbyterian. Open to attentions, snores. Elderly cook, Primitive Methodist. Open to attentions, snores.
Fastenings—Chubb's lock on street door, chain, and bolts. Bars on all basement windows. Practicable approach from third room, ground floor, which is shuttered and barred, but bar has no catch, and can be raised with a table-knife.
Valuable Contents of House—Presentation plate from grateful æsthetes. Gold repeater. Mulready envelope. Two diamond rings. Complete edition of Bradshaw, from 1834 to present time, 588 volumes, bound in limp calf.
General—Mr. Davis sleeps second floor front, servants on third floor. Davis goes to bed at ten. No one on basement, swarms with beetles; otherwise excellent house for purpose.

This seemed to me to be

A CAPITAL HOUSE TO TRY SINGLE-HANDED.

At twelve o'clock that very night I pocketed two crowbars, a bunch of skeleton keys, a centrebit, a dark lantern, a box of silent matches, some putty, a life preserver and a knife, and I set off at once for Thurloe square. I remember that it

snowed heavily. There was at least a foot of snow on the ground, and there was more to come. Poor Stoneleigh's particulars were correct in every detail. I got into the third room on the ground floor without the least difficulty, and made my way to the dining-room. There was the presentation plate, sure enough—about 800 ounces, as I reckoned. I collected this and tied it up so that I could carry it without attracting attention.

Just as I finished I heard a slight cough behind me. I turned and saw a dear old silver-haired gentleman in a dressing-gown in the doorway. The venerable gentleman covered me with a revolver.

My first impulse was to rush at and brain him with a life-preserver.

"Don't move," he said, "or you're a dead man."

A rather silly remark to the effect that if I did move it would rather prove that I was a live man occurred to me, but I dismissed it at once as being unsuited to the business character of the interview.

"You're a burglar," said he.

"I have that honour," said I, making for my pistol pocket.

"Don't move," said he: "I have often wished to have the pleasure of encountering a burglar, in order to be able to test a favourite theory of mine as to how persons of that class should be dealt with. But you musn't move."

I replied that I should be happy to assist him, if I could do so consistently with a due regard to my own safety.

"Promise me," said I, "that you will allow me

TO LEAVE THE HOUSE UNMOLESTED

when your experiment is at an end?"

"If you will obey me promptly you shall be at liberty to leave the house."

"You will neither give me into custody nor take any steps to pursue me?"

"On my honour as a designer of Dados," said he.

"Good," said I. "Go on."

"Stand up," said he, "and stretch out your arms at right angles with your body."

"Suppose I don't?" said I.

"I send a bullet through your left ear," said he.

"But permit me to observe—"

Bang. A ball cut off the lobe of my left ear.

The ear smarted and I should like to have attended to it, but under the circumstances, I thought it best to comply with the whimsical old gentleman's wishes.

"Very good," said he. "Now, do as I tell you, promptly and without a moment's hesitation, or I'll cut off the lobe of your right ear. Throw me that life preserver."

"But—"

"Ah, would you?" said he, cocking the revolver.

The "click" decided me. Besides the old gentleman's eccentricity amused me, and I was curious to see how far it would carry him. So I tossed my life preserver to him. He caught it neatly.

"Now take off your coat and throw it to me."

I took off my coat and threw it to him diagonally across the room.

"Now the waistcoat."

I threw the waistcoat to him.

"Boots," said he.

"They are shoes," said I in some trepidation, lest he should take offence when no offence was really intended.

"Shoes, then," said he.

I threw my shoes to him.

"Trousers," said he.

"Come, come, I say," exclaimed I.

Bang! The lobe of my other ear came off. With all his eccentricity the old gentleman was a man of his word. He had the trousers and with them my revolver, which happened to be in my right hand pocket.

"Now the rest of your drapery."

I threw him the rest of my drapery. He tied up my clothes in a table-cloth, and, telling me that he wouldn't detain me any longer, made for the door with the bundle under his arm.

"Stop!" said I; "what is to become of me?"

"Really, I don't know," said he.

"You promised me my liberty," said I.

"Certainly," said he. "Don't let me trespass any further on your time. You will

FIND THE STREET DOOR OPEN;

or, if from force of habit you prefer the window, you will have no difficulty in clearing the area railings."

"But I can't go like this; won't you give me something to put on?"

"No," said he, "nothing at all; good night."

The quaint old man left the room with my bundle. I went after him, but I found that he had locked an inner door that led upstairs. The position was really a difficult one to deal with. I couldn't possibly go into the street as I was, and if I remained I should certainly be given into custody in the morning, for some time I looked in vain for something to cover myself with. The hats and great-coats were no doubt in the inner hall; at all events they were not accessible under the circumstances. There was a carpet on the floor, but it was fitted to the recesses of the room, and, moreover, a heavy sideboad stood on it.

However, there were 12 chairs in the room, and it was with no little pleasure that I found that on the back of each was an antimacassar. Twelve antimacassars would go a good deal towards covering me, and that was something.

I did my best with the antimacassars, but on reflection I came to the conclusion that they would not help me very much. They certainly covered me; but a gentleman walking through South Kensington at 3 a.m.

DRESSED IN NOTHING WHATEVER BUT ANTIMACASSARS,

with the snow two feet deep on the ground, would be sure to attract attention. I might pretend I was doing it for a wager, but who would believe me?

I grew very cold.

I looked out of the window, and presently I saw the bull's eye of a policeman who was wearily plodding his way through the snow. I felt that my only course was to surrender to him.

"Policeman," said I from the window, "one word."

"Anything wrong, sir?" said he.

"I have been committing a burglary in this house, and I shall feel deeply obliged to you if you will kindly take me into custody."

"Nonsense, sir!" said he; "you'd better go to bed."

"There is nothing I should like better, but I live in Lincoln's Inn, and I have nothing on but antimacassars: I am almost frozen. Pray take me into custody."

"The street door's open?" said he.

"Yes," said I. "Come in."

He came in. I explained the circumstances to him and with great difficulty I convinced him that I was in earnest. The good fellow put his great coat over me, and lent me his own hand-cuffs. In ten minutes I was thawing out myself in Walton street police station. In ten days I was convicted at the Old Bailey. In ten years I returned from penal servitude.

I found that poor Mr. Davis had gone

"THE BEST"

ILLINOIS WATCH COMPANY,

SPRINGFIELD, ILL.



No. 1.



No. 2.



No. 3.



Currier.



No. 151.



No. 105.



Stuart.



24 Hour Dial.



No. 155.

We herewith submit to the Trade a few of the Cuts of our Watches.

ASK YOUR JOBBER FOR THEM.

to his long home in Brompton Cemetery.

For many years I never passed his house without a shudder at the terrible hours I spent in it as his guest. I have have often tried to forget the incident I have just been relating, and for a long time I tried in vain. Perseverance however, met with its reward. I continued to try. Gradually one detail after another slipped from my recollection, and one lovely evening last May I found to my intense delight that I had absolutely forgotten all about it."

WOOD CARVING IN SWITZERLAND.

A Geneva correspondent of the *London Daily News* writes: Next to its admirable communal system and the thrift of its people, the prosperity of Switzerland is in a great measure due to the efforts that are being constantly put forth to supplement agriculture by industry. Where the soil is fertile and the climate genial, agriculture can stand alone, and the peasantry, though their holdings may be small, are generally well-to-do. But in mountainous regions, such as the Jura and Bernese Oberland, families possessing no more than ten or fifteen acres of not very rich land, and with no other resources than husbandry, find it hard to live; for the Swiss, unlike their French neighbors, are prone to indulge in the luxury of large families. It is a suggestive fact that while the Vaudois and the Neufchatelois are little given to emigration, the emigration from some parts is so extensive as to threaten them with depopulation. This arises from no difference in the laws or social conditions prevalent in the three cantons, but from the circumstance that for generations past the mountaineers of the Jura have combined handiwork with husbandry, while, with few exceptions, the mountaineers of Oberland have put their trust in husbandry alone. Despite the difficulty of creating new trades in a country destitute of coal and iron, and hemmed in by hostile tariffs, the Bernese began some years since to emulate the example of their neighbors, and their efforts, to all appearance, are likely to be crowned with success. These efforts are directed chiefly to the development of what may be called the natural industries of the canton, such as wood carving, marqueterie making, and the production of artistic furniture.

The first attempt to introduce wood carving into Berne was made half a century ago by Christian Fischer, of Brienz, who may be called the father of the art; for, after acquiring it himself, he taught it to others and founded a school. Besides being an artist in wood, Fischer taught music, made musical boxes, and practiced the healing art; but, like many other clever fellows, he died in poverty. Some time after Fischer began wood carving at Brienz, a certain Peter Baumann began at Grindelwald the making of the miniature Swiss chalets which are now so popular. He afterward removed to Meyringen, where he taught his art to his three sons, one of whom Andreas, proved to be a genius of the first order, and was equally distinguished for originality of design and skill in execution. He was the first to practice carving in relief. His roses are still regarded as masterpieces, and serve as models for young sculptors. The success of the Baumanns encouraged others to follow their example, and wood carving soon became a winter occupation in nearly every cottage of the valley of the Hasli. But the sale of carvings and chalets being restricted to foreign tourists in the summer season, principally through the intermediary of hotel porters, the trade for a long while was limited and unremunerative. But it struggled on, and in the course of time attracted the attention of local capitalists, who started workshops, opened depots for the sale of their products, and began an export trade which, with some fluctuations, goes on steadily increasing. The business of wood carving now finds employment for several thousands individuals. In one establishment alone—that of the Brothers Worth—three or four hundred sculptors of both sexes are regularly occupied. Each has his or her specialty, the choice of which is left to individual taste. Some have an aptitude for, and excel in the modeling of groups of animals; others, again, prefer to carve ornamental caskets and build miniature chalets. The women have great delicacy of touch, and their work in certain branches is preferred to that of the men. One thing leads to another, and the abundance of certain sorts of wood in the district suggested the idea of adding to wood carving the production of kin rings and such like articles. A factory has also been started at Interlaken, and is now in successful operation for making habitable chalets on a large scale. You have only to select your design, give the order, and all the parts of a chalet are sent to any destination, so arranged and marked that an intelligent joiner can put them together, and you have a handsome and picturesque house which you may live in as long as you like, and even carry about on your travels.

Another trade which has lately sprung up in the Bernese Oberland is the making of slabs, table-tops, and other articles from the indigenious marbles and granites of the district. A beautiful red stone, soft at first, but which on exposure to the air becomes as hard as adamant, is extensively used for these purposes, and when artistically inlaid with black and white marble, is much sought by amateurs of marqueterie. Parqueterie is also becoming an extensive manufacture. The quantity turned out annually is estimated at 700,000 square feet, and the value of the wood carvings executed by the sculptors of the Oberland reaches a yearly total of 2,000,000 francs. The number of artisans engaged in the trade is 25,000, and their earnings range from two to five francs per day. The headquarters of the trade are Brienz, in the district of Interlaken, and Meyringen, in the district of Oberhasli; but many of the people work at their own homes in remote valleys. At Brienz there is an excellent school of design, supported partly by the communes and partly by the canton; and the sculptors of Interlaken enjoy the services of a "modeller," paid by the state. These industries have already done much to promote the prosperity of the districts in which they are carried on, and if they make the same progress in the future as they have in the past they will soon take rank with the important special trades of the confederation. If similar, or some other special manufactures could be organized in Ireland, the everlasting Irish difficulty, which has its root in the poverty of the people, would probably be robbed of its worst terrors. And there is no reason in the nature of things why special trades should not flourish in Ireland as they flourish in Switzerland. Neither country is gifted with mineral treasures, but Ireland possesses advantages that Switzerland lacks and would give much to obtain—seaports, navigable rivers, and ready access to one of the most extensive markets in the world, which levies no duties on her products, and where they find a ready sale.—*Ex.*

THE

JAMES BOSS GOLD WATCH CASE,

is the best protection for the Movement that has ever been put on the market.

IT IS STRONGER, STIFFER, MORE COMPACT AND CLSOER FITTING

than any other, and is the only case containing a

DUST BAND.

This dust band encircles the inside of the case in such a manner as to

Prevent any Dust or Dirt

FROM WORKING INTO THE MOVEMENT

and is the greatest improvement ever adapted to

Watch Cases.

In Finish and Ornamentation the Jas. Boss Case is unapproached. They are sold by all Canadian Wholesale houses.

The Canadian trade will remember that this case is recognized by the Jewelers of the U. S. as the standard, and is the only Filled case that has given entire satisfaction through all time.

THE "LITTLE MESTER."

Is the venerable institution known in Sheffield as the "Little Mester" fading out of existence? The question is interesting, though it hardly reaches the dignity of importance, for in practical life men and things lose importance in exact proportion as they lose power. If it be true, as is currently believed, that the "little mester" is being pushed from his stool by the ever-broadening shoulders of the large manufacturer, persons with a taste for antiquarian matters will welcome him as an acquisition, and will fondle his remains; but his decline will hardly dislocate any scrap of mechanism in the great practical world, which never looks back. The extinction, if it be really threatened, is bound to be tentative and gradual; and when the last forge shall be put out and the last manufacturing irregular has been gathered into the ranks of organized labour, the industrial fabric will scarcely feel any vibration from the shock of dissolution. There can be no doubt, we think, that for good or for evil this process of obsorption is going on, and that in a few years the "little mester" of the cutlery and hardware trades will be little more than an historical object. Without attaching under weight to what we see in other directions, or to the general tendency in large concerns to play the part of Aaron's serpent, there is undoubtedly a fundamental disposition in modern existence to fuse and merge common interests in order the better to fight a common battle. For this purpose the lion may often lie down with a lamb, though in this case we are bound to say that the lamb is "inside the lion." The special difficulties with the "little mester" of the cutlery trade has had to face of late years have been great. Foreign competition, labour-saving machinery, and erratic demand may be named as the chief factors in this discomfiture; and perhaps the last is the worst. For years the great backbone upon which the "little mester" relied for his trade was the American market, which then poured forth its orders into the lap of Sheffield without reserve. American work was then comparatively safe stock, and em ployment was consistently good or uniformly poor, according to the height of the commerical tide. Since then the Transatlantic orders have undergone a prodigious change both in character and in bulk. We no longer get them in indiscriminate profusion, nor do we get more than a respectable proportion of the whole. Roughly the trade may be divided into three classes—best, medium and common. Of these the best, no doubt, go to Sheffield, but they are placed with the great houses there. The second class are chiefly supplied by native producers, and the third by Germany. We can count upon our fingers nearly a dozen Sheffield houses, alive and dead, which have dropped out of the American trade within the last twelve years, and which, in so disappearing, having left scores of pendant "little mesters" in the lurch. Such American orders as the "little mester" browses upon now come to him in a harrassing, hectic flush, lasting a month or two and leaving him high and dry for three or four more. This desolate hiatus tells heavily on his financial resources. He cannot keep his men together; they go to the surer employment of the larger houses. He is afraid to employ himself on approved patterns for the same reason that the merchant who feeds him hesitates to give him speculative work, viz., that American buyers are as fickle as the wind in their choice. There are other reasons for the decay of this ancient representative of the cutlery trade, which we have not space to exhaust; but two may be mentioned—the scarcity of juvenile labour, consequent on educational requirements and the attraction of higher wages elsewhere, and the practice followed by some 'cute direct. buyers of penetrating the lair of the "little mester" for their own profit.—*The Ironmonger.*

A DIAMOND THIEF.

A CLEVER THEFT AND HOW IT WAS DISCOVERED.

An old horse-car conductor, telling a Chicago reporter of his experience with thieves on his cars, mentioned the case of "Dandy Ben," a well known pick-pocket, whom he had arrested one day after a lady passenger had discovered the loss of a valuable diamond earring. "He was searched," said the conductor, "from the crown of his hat to the sole of his boots, but

THE DIAMOND WAS NOT DISCOVERED.

It was not on his person, I was beat; and when Dandy Ben sarcastically asked me if I was satisfied, I told him I was. 'Well, then I am not,' he said; 'you will hear from me again." And taking a note-book from his pocket, he cooly took down the number of my car and stepped off. The car was again searched for the earring, but in vain, and the unhappy lady who had lost it was inconsolable."

"Was it never found?"

"Yes, One morning, a few days after the event, I was loitering about the car-barn, having a half hour between trips. The only other person around was the foreman of the barn, and he stood in one of the wide-open doors, when a shabby, rusty, dilapidated old tramp came limping along, looking as forlorn and wretched as the last rose of summer. It was a cold morning, and the old fellow sidled up to the door, and then suddenly whisked inside to escape a fiercer gust of wind than usual. With a rather fatigued air he asked the foreman's permission to sit down in one of the cars, where he could rest and be out of the wind for a few minutes. He seemed so harmless and tired and cold that the foreman consented, and the old chap shuffled along into the barn. He passed three or four cars, looking at the number of each, before he finally clambered into one and sat down in a corner. I noticed this, but not with surprise, for I had recognized the man. I don't know how I

PENETRATED HIS DISGUISE

so readily, but the minute I laid eyes on that old tramp I knew it was Dandy Ben. He didn't seem to notice me, or, if he did, he doubtless thought his disguise was all-sufficient. I wondered what new game the rascal was up to now, and concluded to do a little watching on my own hook without imparting the secret of my discovery to the foreman. I sauntered to and fro for several minutes, trying to decide the best course to pursue to find out the trickster's game; then, all of a sudden, a thought struck me. Without any further hesitation I walked directly and rapidly to the car door which the tramp had entered, jerked open the door and stepped inside. While doing this I caught the sound of a hurried movement on the part of the occupant of the car, and by the time I got my eyes on him he was leaning back in his corner feigning asleep. But he had not had time to put out of sight a chisel and a small saw which were only partially concealed beneath his coat. The sight of these tools confirmed my suspicion. I caught

SOMETHING NEW IN GOLD CASES

We would call the attention of the Trade to our

10 Karat Gold Cases.

These goods are manufactured by the American Watch Co. of Waltham, Mass., and are made in every Style and Size to fit the Waltham Movements. The outside, or wearing surface, is 14 karat gold. The inside, or not exposed surface, is 8 karat gold, and when taken together the case will assay 10 karat. Thus possessing every quality of a much higher grade of case, and for Style, Finish and Durability are FAR SUPERIOR TO ANY OTHER THAT IS OFFERED TO THE TRADE AT THE SAME PRICE.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

Robbins & Appleton,

SOLE AGENTS,

New York. Boston. Chicago. London, E. Sidney, N.S.W.

the rogue by the collar and jerked him out of the corner, at the same time calling to the foreman, who came to my assistance. In another minute Dandy Ben was our prisoner. And what do you think he had been doing? With his chisel and saw he had been cutting a hole through a panel in the back of a seat directly under the window. I knew instinctively what he was after, and we lost no time in finishing the work he had begun. Groping in the aperture I found what I expected to find—the missing diamond earring. This explained the thief's real object in taking the number of my car that day. He had stolen the diamond out of the woman's ear, but as she missed it before he could leave the car he knew his only course was to get rid of it. As he had no pal with him, he dropped the jewel down the crevice into which the window slides when it is lowered, hoping to be able to recover it at some future time. He came very near succeeding, too, but a miss is as good as a mile, tbey say. I suppose the lady thought so when she got back her diamond."—*Exchange.*

BUSINESS CHANGES FOR JANUARY.

Zimmerman, McNaught & Lowe, Wholesale Jewelers, Toronto, dissolved, J. Zimmerman, retiring. W. K. McNaught & W. G. H. Lowe continue the business under the style of McNaught & Lowe. N. Turner & Son, Hardware, Cornwall, Ont., burned out. Wm. Robertson & Co., Hardware, Seaforth, sold out to Reid & Wilson. E. A. Serby, Jeweler, Glencoe, Ont., stock sold by the Sheriff. James Ferres & Co., Hardware, Hamilton, assigned in trust. J. Welsh, Jeweler, Preston, Ont,, assigned in trust. J. Mason, Jeweler, Essex Centre, Ont., removed to Brantford. M. Sancier, Jeweler, Toronto, admitted E. Fox into the business, style now Fox & Sancier. Duquet & Dalaire, Jewelers, Quebec, dissolved; business continued by Louis Dalaire. Chown & Cunningham, Hardware, Kingston, dissolved, E. Chown continuing. W. H. Manning, Hardware, Coldwater, burned out. Hatch Bros., Hardware, Toronto and Whitby, dissolved. Crompton & Burnett, Jewelers, Emerson, Man., giving up business.

BUSINESS NOTES.

Our readers will see by the advertisement on the back page of this issue, that the firm of Zimmerman, McNaught & Lowe, which has for the past seven years so successfully carried on the wholesale jewelry business has recently been dissolved by mutual consent, Mr. Zimmerman retiring on acount of ill health. We are glad to know, however, that this will make no difference to the business as the other members of the firm will carry it on as before. This firm have, by energetic and honest dealing, built up one of the largest wholesale jewelry businesses in Canada, and we trust that its future success may be even more pronounced and satisfactory than the past.

In July last A. E. Serby began business in Glencoe as a jeweler, but with little capital. In so short a time as six months he has been compelled to assign.

A writer of mathematical bent finds from the census returns that there are about 17,000 dentists in the United States, who, he estimates, pack into the teeth of the American people a ton of pure gold annually. He predicts that in the twenty-first century all the gold in the country will be buried in the graveyards.

New Form for a Promissory Note.—Andrew Jackson, a Seneca Indian, who could write a little and only a little, borrowed $2.50 from John Halftown, and gave him his note for the money with interest. It ran like this: "Me, Andrew Jackson, day after to-morrow six months, will pay to John Halftown, maybee three or four days, $3 or $4 dollars, no fetch paper no get money, by dam."

A Token of Respect.—Mr. W. Frank Ross, who has charge of the watch manufacturing and repairing department in Messrs. Kent Bros.' jewelers' store, Toronto, was agreeably surprised on Christmas Eve at being presented by the employes of the firm with an elegant pair of gold cuff buttons, bearing a raised monogram, as a token of their respect for him. Mr. Ross by his kindly and courteous manner has not only gained the esteem of the employes but of all those who have occasion to do business with him.

A Year's Failures in Canada.—The failures of 1883 in the Dominion of Canada, as reported by Dun, Wiman & Co., number 1384, with liabilities amounting to nearly $16,000,000. The failures are divided as follows:

Province.	*Failures.*	*Liabilities.*
Ontario	567	$4,700,000
Quebec	438	6,400,000
New Brunswick	48	747,000
Nova Scotia	89	1,068,000
Newfoundland	5	48,000
Prince Edward Island	5	40,000
Manitoba	232	2,869,000

As compared with the United States, the showing for Canada is not very encouraging; while in the United States there has been one failure in every 94 traders, in Canada there has been one in every 48 traders. The average of liabilities in the United States has been $18,000, while in Canada the average has been $11,000.

A case which will no doubt be of interest to all merchants who expose goods for sale or show in glass cases outside their door, was tried in Toronto lately. The particulars are as follows: About the middle of October last, Mr. James F. McLaughlin was driving along Adelaide street west in a covered buggy, when his horse took fright at a man climbing a telegraph pole and bolted. Before Mr. McLaughlin could reduce his steed to subjection it dashed against a small glass case, fixed on an iron column, at the Adelaide street side of Tasker & Son's store. The case was badly smashed, and the watches which it contained were scattered promiscuously around the street. When the horse was subdued Tasker asked McLaughlin to come into the store and settle the bill of damages. McLaughlin went in, but as Tasker could not immediately appropriate the damages, McLaughlin, after stating that if business engagements would permit he would call again. He did not call. Mr. Tasker sent after him, but was requested to visit McLaughlin at his office, when they would talk the matter over. Tasker then entered the present suit, in which he claims $50 as the amount of damage. In his evidence Tasker stated that he believed the defendant had purposely turned his horse across the sidewalk into his show case, in order to prevent its continuing the flight along Adelaide street. The defendant denied this assertion, and said that the animal was for the moment uncontrollable. The horse acted wholly on its own volition, and was not guided by him. A number of expert witnesses gave evidence as to the value of the five watches damaged, and one witness offered to purchase the five watches for $3 each. The defence also endeavoured to prove that the show case projected over the sidewalk and occupied this position in deiance of the city by-law. His Honour, however, held that this fact was not established. After hearing precedents cited, the court stated that there really was no evidence to prove that the defendant had been guilty of negligence. Had a man on the sidewalk been injured by a runaway animal, there would have been no ground for an action against the defendant, and he was certain that in this an action would not stand. He therefore entered a verdict for defendant.

WORKSHOP NOTES.

Fluoric Acid.—You can make your own fluoric (sometimes called hydro-fluoric) acid, by getting the fluor, or Derbyshire spar, pulverizing it, and putting all of it into sulphuric acid, which the acid will cut or dissolve. Inasmuch as fluoric acid is destructive to glass, it cannot be kept in common bottles, but must be kept in lead or gutta percha bottles.

To Separate Gold from Silver. — The alloy is to be melted and poured from a height into a vessel of cold water, to which a rotary motion is imparted. By this means the alloy is reduced to a finely granular condition. The metallic substance is then treated with nitric acid, and gently heated. Nitrate of silver is produced, which can be reduced to any of the known methods; while metallic gold remains as a black mud, which must be washed and smelted.

To Drill and Ornament Glass.—Glass can be easily drilled by a steel drill, hardened but not drawn, and driven at a high velocity. Holes of any size, from the sixteenth of an inch upward, can be drilled, by using spirits of turpentine as a drip; and, easier still, by using camphor with the turpentine. Do not press the glass very hard against the drill. If you require to ornament glass by turning in a lathe, use a good mill file, and the turpentine and camphor drip, and you will find it an easy matter to produce any shape you choose.

Dead White on Silver Articles.—Heat the articles to a cherry-red, or a dull red heat, and allow it to cool, then place it in a pickle of 5 parts sulphuric acid to 100 parts of water, and allow it to remain for an hour or two. If

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of manufactured goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed, and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

the surface is not right, rinse in cold water, and repeat the heating and pickling as before. This removes the copper from the surface of the article, leaving pure silver on the surface. When sufficiently whitened, remove from the pickle, well rinse in pure hot water, and place in warm box sawdust.

To Recover the Gold Lost in Coloring. —Dissolve a handful of sulphate of iron in boiling water, then add this to your "color" fluid, it precipitates the small particles of gold. Now draw off the fluid, being very careful not to disturb the auriferous sediment at the bottom. Then proceed to wash the sediment from all trace of acid with plenty of boiling water; it will require 3 or 4 separate washings, with sufficient time between each to allow the water to cool and the sediment to settle, before pourthe the water off. Then dry in an iron vessel by the fire, and finally fuse.

Molding-Sand for Brass or Iron. — The various kinds of good molding-sand employed for casting iron or brass have been found to be almost uniform in chemical composition, varying in grain or the aggregate form only. It contains between 93 and 96 parts silex, or grains of sand, and from 4 to 6 parts clay, and a little oxide of iron, in each 100 parts. Molding-sand which contains lime, magnesia, and other oxides of metals is unfit for use, particularly for the casting of iron or brass. Such sand is either too close, will not stand or retain its form, or will permit the metal to boil through its closeness.

Correct Length of Lever, Etc.—It is quite frequently necessary to determine the correct length of the lever, size of table roller, size of the pallets and depth of the escapement of lever watches. A lever from the guard pin to the pallet staff, should correspond in length with twice the diameter of the ruby pin table and if such a table is accidentally lost, its correct size may be known by measuring half the lever between the points above named. For correct size of pallet, the clear space between the pallets should correspond with the outside measure on the points of three teeth on the scape wheel. The only rule that can be given without the use of diagrams, for correct depth of the escapement, is to set it as close as it will bear, and still free itself perfectly, when in motion. This may be done by first placing the escapement into your depthing tool, and then setting it to the correct depth. Then by measuring the distance between the pivots of the lever staff and scape wheel, as now set, and the corresponding pivot holes in the watch, you determine correctly how much the depth of the escapement requires to be altered.

OTHER NOTES.

In spite of the so-called dull times, remittances from retail merchants are very satisfactory, and indicate that if they are not inclined to buy as freely as usual, they are at least paying as promptly. It is a good sign and speaks well for the business sagacity of the jewelry trade.

The American Society of Civil Engineers approves the plan of so dividing the time as to mark the twenty-four hours of the day upon watches and clocks. It declares that the cost of the change in dials will be small, and the advantage of the change of great practical use in simplifying matters that are now complicated by "ante meridian" and "post meridian" computations.

The signer of a note given for a "future" in cotton has successfully resisted payment of it in the Georgia Supreme Court, under a statute declaring that all contracts and evidences of debt upon a gambling consideration are void *in the hands of any person*. The court held that cotton futures are gambling and nothing else. The opinion says emphatically, "Betting on the game of faro, brag or poker cannot be more hazardous, dangerous or uncertain. Indeed, it may be said that these animals are tame, gentle and submissive, compared to this monster. The law has caged them and driven them to their dens.

A scientific jeweler says that fine, sensitive watches are particularly liable to be affected by electrical atmospheric disturbances. During the months of June, July, and August, when these phenomena are most frequent, there are more main-springs broken than during all the remaining months of the year. They break in a variety of ways, sometimes snapping into many pieces. It is also said that since the introduction of the electric light has become so general a large number of watches—some of them very fine ones—have been magnetized. While in this condition they are useless as time-keepers.

The telephone, like the telegraph, is contributing to new departments of law and legal practice. Under a law which makes it a misdemeanor to send false communications by telegraph or telephone line, an expelled member of the St. Louis, Mo., Hackmen's Association has been arrested, charged with having an order sent by telephone, causing sundry other members of the Association to send carriages on wild goose chases in different parts of the city. The case is the first of its kind, and considerable interest is taken in the result. The punishment for such false messages is a fine of not more than $100, with a liability to a civil suit for damages.

One of the representatives of Messrs. Greenshields, Son & Co. writes to the *Monetary Times* from Dublin, Ont., as follows:—

"Having been snow bound in this thriving village for a few days on my western trip, a novel device, and yet a nice, mild way to put it, as a reminder to customers who have not paid their accounts, may have been seen hanging in Jos. Kidd & Son's. office: A large morocco purse hung on the wall, *open*, with a printed card at the mouth, inscribed, '*Our purse is empty.*' I send you this item as a matter of news, and also as a good example for other merchants to follow."

The production of iron, in Great Britain, has been greatly overdone. From 13,320,000 tons, in 1876, to 21,100,000 tons in 1882, is the increase. The demand not having kept pace with production, the market is glutted. There is a shrinkage of price in the States, pigs went down during the last year, from $3 to $4 and steel rails $5 a ton. The fires of many rolling mills and steel works have ceased to burn. Failures in the iron trade in England are numerous; ten having taken place a few days previous to the 1st January. Neither Free Trade nor Protection can enable producers to gauge the demand every year; mistakes are made and not alone those who make them suffer, but also their connections and dependents.

If you are a merchant, study to please the person you expect will buy your goods; study the golden rule of square dealing; study system and study the price-lists of an independent mercantile paper. Of course success will not always attend every effort made. The location you have selected may not be one where a satisfactory business can be done. But one thing, says an exchange, may be depended on, viz.: "You cannot put your goods helter skelter on your shelves and counters, and then sit down and expect the dollars to roll into your money drawer, any more than a farmer can expect, after putting in his seed potatoes, to sit in his parlor and let them grow. They will not do their own ploughing and hoeing, and when ripe they will not jump into barrels and start for the market."

HISTORY OF A DIAMOND.

The largest diamond ever brought to this country has just been imported by a jewelry firm of Maiden Lane, New York. It is yet uncut, and has the yellowish hue common to all uncut diamonds. It may be reduced one-third by the cutting. It is impossible to estimate the value of the jewel until after it has been cut, when its color and full beauty will be revealed. It weighs 125 karats, and will probably be cut in Boston. Henry D. Morse, the great American diamond owner, says the big stone has a singular history. It was found in a diamond field in South Africa three or four years ago. The finder was one of a camp of diamond hunters in a dreary and remote district. When he accidentally stumbled on his great "find" he was overjoyed. Then a terrible fear took possession of him should his companion learn he had such a valuable stone in his possession. He endeavored to conceal his luck, but his actions betrayed him. He was murdered, and the man who murdered him met with a like fate. Before the stone reached this country it cost four lives. The last owner in dying gave it to a native, who sold it to a sea captain. In this way it reached America, and was purchased by its present owner.

A very important decision, which will affect jewelers, as well as all other merchants, was given at the Division Court sittings at Brighton, before Judge Benson, the peculiar case of Port *vs.* Pollock, creating much interest. About last November the defendant, a gallant young bachelor-farmer, living a few miles north, fell a victim to the charms of one of Warkworth's belles, and joined the noble army. In the exuberance of the honeymoon he called at plaintiffs jewelry establishment in Brighton, and chose a lady's gold watch and chain, valued at $90. He asked the plaintiff to put them by until his wife could call in and see them. The jeweler put them away, but saw no more of his

Highest Honors Awarded at the Toronto Exhibition, 1882.

TWO SILVER MEDALS AND A GOLD MEDAL!

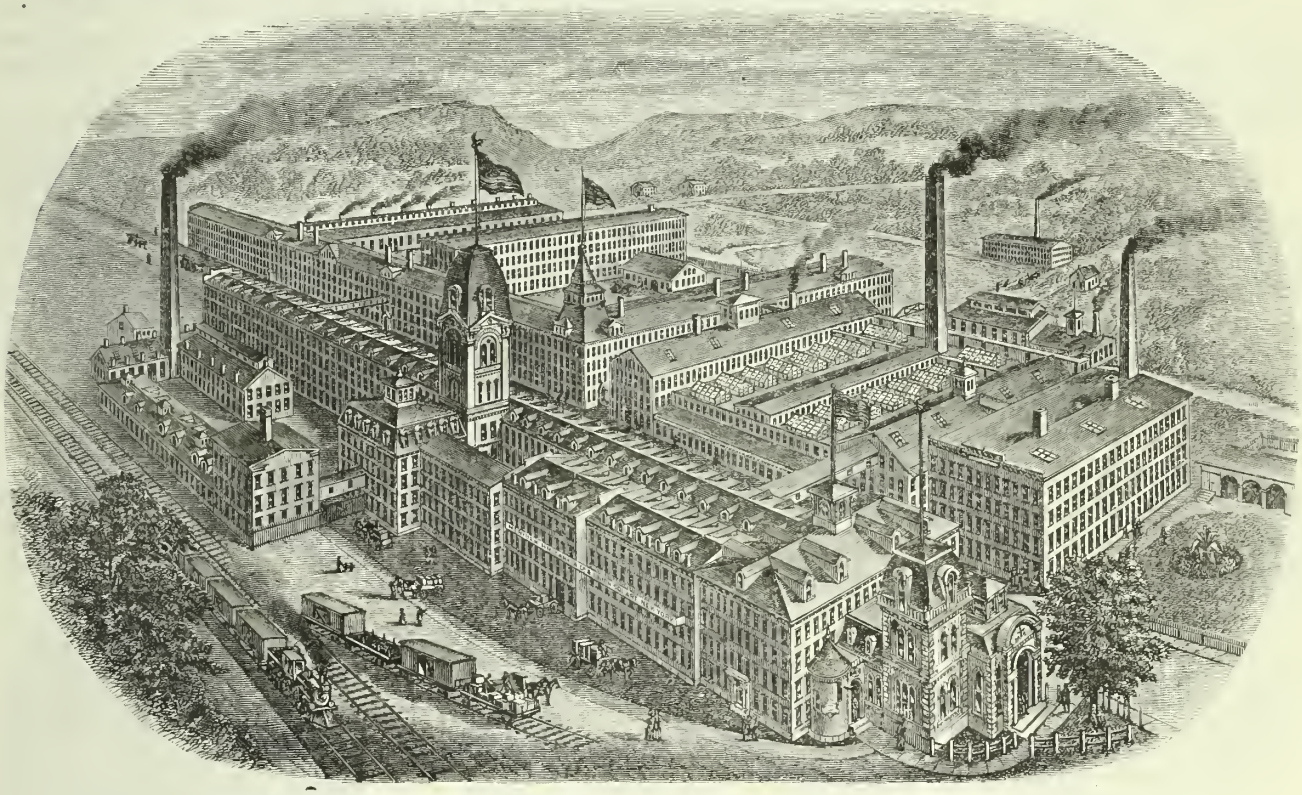
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B* COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on al Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity o Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiu ns wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATD SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THA OUR WAR S ARE H BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

customers till March last, when the young wife called and said she was to see the articles laid past by her husband for her. She thought they would do, and inquired if the jeweler would wait for his money till after harvest. This he consented to do, and thereupon his customer purchased jewelry to the further value of $20. When the flowers were in bloom and the honeymoon was over, the defendant called on the plaintiff and asked if his wife had got a watch and chain from him. Upon being answered in the affirmative he said, "Well, I don't feel like paying for them." It turned out that his partner did not apparently fully appreciate the romance of farm and dairy life, and had returned to town. The defendant learned that she had contracted other debts in the month of March amounting to hundreds of dollars. He then offered to pay all her debts if she would return home, but she declined. The action was brought by the plaintiff to compel defendant to settle the account for the watch, chain, and jewelry, amounting in all to $110. Mr L. U. C. Titus appeared for plaintiff and Mr. Kerr, Q. C., of Cobourg, for defendant. The plaintiff had a number of witnesses. Mr. Kerr asked for nonsuit on the ground that his wife had no authority to run her husband into debt without his written order. His honor took the same view and dismissed the case.

Our old friend, J. W. Jackson, jeweler, of St. Catharines, has sent us some of his Christmas advertisements, by which it would seem that he considers prose altogether too tame to portray the quality and beauty of his wares. Discanting on them he says:

Of all Watch Cases ever made,
The dust-proof "Boss" are far the best;
And this I say, in honest trade,
For twenty years they've stood the test.
I have a section that I show,
When seen you'll let all others rest,
And then your bottom dollar go,
That "Boss" Watch Cases are the best.
For all alike, both friends and foes,
Enough of bread and good warm clothes;
That undertakers may not thrive
No more than just to keep alive;
That poor men may find work to do
At wages that will keep them too;
That all will sign the people's roll
For Tilly to slack up on coal;
That each will do his best to make
Our land the one to take the cake;
That there may be some good in store
For each in Eighteen-Eighty-Four;
And when the year shall have an end
Man be to man a better friend;
That each may sport a new "Boss" Case
In Eighty-Four, the year of Grace.

What is termed by the London *Economist* "a blot on the parcels-post" is thus described by that journal. There is really a good deal of truth in the complaints we continue to hear, that the chief drawback to the use of the parcels-post for trade purposes is the impossibility of sending 1lb of goods for threepence, or 3 lbs. for the sixpence, and so on. To send 1 lb of tea or coffee involves as heavy a postage-charge as 2½ lbs., by reason of the necessary weight of the packages; and the suggestion that some such a scale as the following should be adopted is well worthy the attention of the Post-office authorities. It would greatly extend the business and utility of the Department:

Postage	Net Weight (Not Allowed).	Gross Weight (To Include Package).
3d	1 lb	1 lb 2 ozs.
6d	3 lbs	3 lbs 4 ozs.
9d	5 lbs	5 lbs 6 ozs.
1s	7 lbs	7 lbs 8 ozs.

Couldn't our Canadian postal authorities take a leaf from this? We think they could!

Says the *Monetary Times*:—An Industrial School, for the training of lads whose parents cannot or will not control them, and who are exposed to the evil surroundings which vagabondism or detention in goal implies, is the latest philanthropic proposal in our midst. The list of its governors shows it to be in good hands, and its appeal shows that need for such an institution exists. What was once quaintly said by an Illinois school superintendent, in speaking of the claims of a school system on society, applies here:—

"We must pay for refinement, intelligence and virtue, by training up our youth for good citizens. Each one of us must contribute to the support and honor of society—or to ignorance, immorality and crime. We must pay for the school-book—or the criminal code. Our young men will learn to drink knowledge—or to drink rum; to make laws—or to break them to hang upon the lips of ancient wisdom—or hang at the rope's end. We have our choice between gatherers of midnight lore and gatherers of midnight plunder. We must pay a little to mould our future citizens into good ones, or a great deal to control them when they become bad ones."

JEWELRY STOCK

FOR SALE.

Tenders will be received until noon on the 1st day of March at so much on the dollar of the invoice value for the stock in trade and fixtures of the late Robert Shaw, of Clifford, Ont.

The Stock List and Goods may be seen at the warehouse of McNaught & Lowe, 16 Wellington Street East, Toronto.

The highest or any tender not necessarily accepted.

W. K. McNAUGHT,

ADMINISTRATOR ESTATE,

Late R. SHAW.

GEO. E. COOPER

ORNAMENTAL & GENERAL

ENGRAVER,

31 KING STREET EAST,

TORONTO - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC., TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

T. WHITE & SON,

MANUFACTURING JEWELERS

Lapidaries & Diamond Setters,

39 KING ST. WEST, TORONTO.

CANADIAN & FOREIGN

STONES POLISHED & MOUNTED

—FOR THE TRADE.—

N.B.—A variety of Stones and Imitations of all kinds in Stock.

BUY THE



BECAUSE THEY ARE THE BEST IN USE.

These Celebrated Cases have lately been reduced in price, and are now the Cheapest as well as the Best case made. Send for Price List to

McNAUGHT & LOWE,

CANADIAN WHOLESALE AGENTS,

16 WELLINGTON STREET EAST, - TORONTO

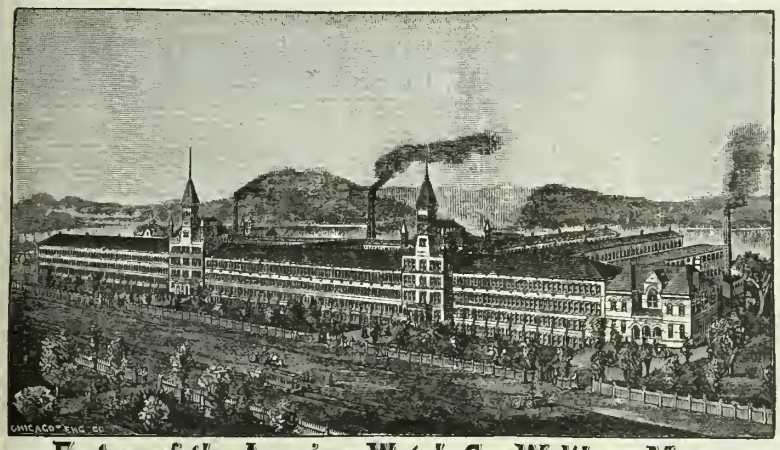
A FULL ASSORTMENT ALWAYS ON HAND.

A. C. ANDERSON & CO.

SWISS WATCHES. **SWISS WATCHES.**

Having made arrangements with one of the leading Watch Manufactories in Chaux-de-Fonds, Switzerland, to act as their Agents for Canada, we are now prepared to supply the trade with Swiss Watches, in Gold, Silver and Nickel Cases at very close prices. Import orders taken and Dealers own Names put on Movements. Fine Chronographs a Specialty.

A. C. ANDERSON & CO., - HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

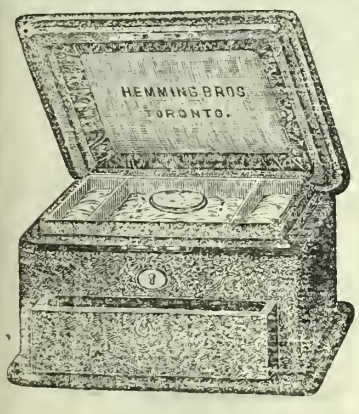
SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y.



52 ADELAIDE STREET EAST,

HEMMING BROS.,

MANUFACTURERS OF

WATCH BOXES. PAPER NEST BOXES.
JEWELRY BOXES. WOOD MAILING BOXES.
SILVERWARE BOXES. JEWELRY CARDS AND FINDINGS
JEWELRY CABINETS. OF EVERY DESCRIPTION.
SILVERWARE CABINETS. MEDICINE CHESTS.
TOILET & ODOR BOXES. SURGICAL INSTRUMENT BOXES.
BRUSH, COMB & MIRROR BOXES. FANCY BOXES, &c.
MUSIC ROLLS AND HOLDERS.

The above made in Plush, Morocco, Leather, Satin and Velvet.

Jewelry Show Case and Safe Trays for Rings, Watches, Lockets, Charms, Chains, BRACELETS, &C.

OUR SPECIALITY:

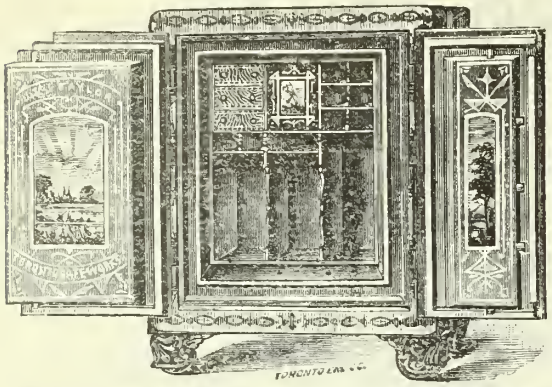
Travellers' Trays for Watches, Rings, Lockets, &c. Plain Canton Flannel Bottom Trays.

THE LATEST!

HEMMING'S PATENT SPRING SELF-LIFTING TOP!

By this ingenious invention Jewelers are saved the endless trouble of keeping open their boxes in the show cases; by simply pressing on the catch, the cover flies back and remains open. Sample box sent by mail.

HEMMING BROS.



J. & J. TAYLOR,
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

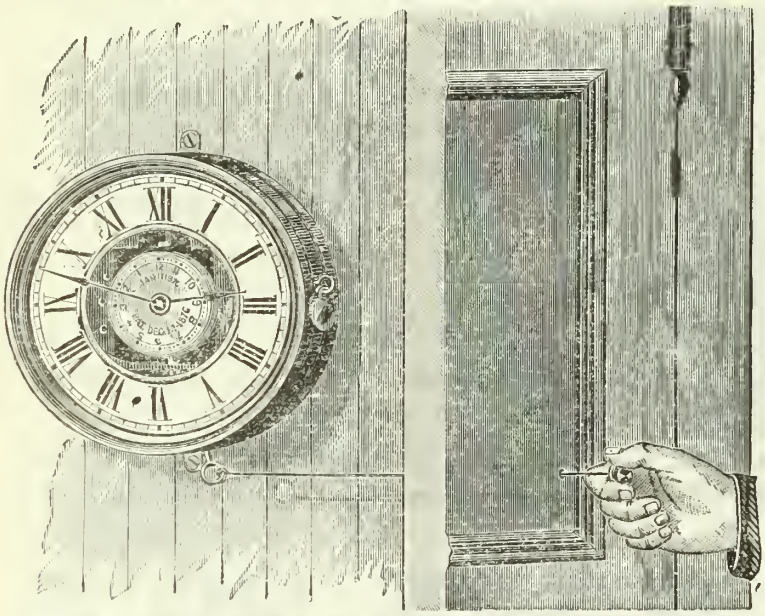
Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion



THE
LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks, Factories, Stores, &c.

Also just received The Meteor Illuminated dial clock Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS
IN THE DOMINION.

Prices furnished to the Trade only.

N B.—I keep on hand a Large Stock of Jewelry. Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

SAMUEL STERN,
WHOLESALE IMPORTER,

31 Wellington and 40 Front Streets East, Toronto.



McNAUGHT & LOWE,

WHOLESALE AND MANUFACTURING JEWELERS,

16 Wellington Street East, - Toronto, Ont.

Having been appointed Sole Wholesale Agents in Canada for J. F. FRADLEY & CO., we have now in stock a full line of their Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

McNAUGHT & LOWE.

MARBLE CLOCKS !

We have just received direct from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS which we are prepared to offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call aud see them.

McNAUGHT & LOWE.

THE TRADER.

TORONTO, ONT., MARCH, 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

A FEW PLAIN QUESTIONS.

We trust we shall not be deemed impertinent by our readers if we ask them a few pertinent questions about their business.

(1) Have you taken stock and found out exactly how your affairs stand; how much you are worth, and whether you are making or losing money? If not, the sooner you do so the better for yourself. Every merchant should balance his books once a year and find out exactly how he is prospering. Not only is it a satisfaction to know this, but the simple fact of his doing it puts a person in possession of a great deal of knowledge regarding his own business that he could otherwise hardly obtain. Thus for example, he finds out which goods are most saleable, and which stay on his hands, and which bear the largest margin of profit. He finds out too, who amongst his customers pay promptly, pay slowly, or do not pay at all. And right here let us say that the closer any merchant collects his accounts, without quarreling with his customers, the better for his trade and the more disposed they will be to continue trading with him. When a customer's account is square he comes in to see you with a quiet conscience and easy heart, and if he wants anything in your line he will probably buy it. If, on the contrary, he owes you money, he will keep clear of you for fear you will press him for his debt. Thus you not only remain out of your money, but lose the trade he ought to give you, but probably gives to some one else to whom he pays cash.

(2) Have you an adequate insurance on your store and stock? If not, find out how much insurance you should carry, and put your risk in some first class company, just as soon as you possibly can. This is a very important thing, and you cannot afford to procrastinate regarding it. Pick up any daily paper and you will find more than one record of losses by fire, and your turn may come when you not only least expect it, but are least prepared to stand it. If you are adequately insured you can rest easy, for if you had the misfortune to be burned out, you would know that your loss could be only nominal, and you would soon be in a position to start again.

These questions are very important to every merchant in Canada, whether he be rich or poor. They are not the outgrowth of idle fancy, but a necessity of any business that desires to be successful. If you can't answer them in the affirmative we would advise you to put yourself in a position to do so just as quickly as you possibly can.

NEWS.

There is an old saying that "if you want to learn the news you must go away from home." While not strictly true this is certainly the case in many instances, as the following, which we clip from an intelligent jewelers' journal published across the border, will show. The item reads as follows:

"The trade of New York importers with Canadian buyers is likely to receive a serious blow from the latest revision of the Canadian customs laws. The Parliament of Canada at its last session enacted that *ad valorem* duties shall be imposed upon the value of goods when sold for consumption in the country whence they were exported direct to Canada. This is nothing but an indirect and most reprehensible method of handicapping United States merchants in their competition with those of Europe for the Canadian trade. It adds to the confusion previously existing in our commercial relations with the Dominion the spice of malice prepense."

It is a strange fact, but nevertheless a true one, that our wideawake neighbors to the south of us always get beyond their depth whenever they attempt to touch on things outside of their own immediate sphere. Anyone who knows anything about Canadian Customs' laws knows full well that this country does not discriminate against any country. The Dominion of Canada has but one customs' law, and no matter whether an import comes from our sterling old father, John Bull, or our sharp brother Jonathan, the same rate of duty is levied upon it in either case. If the duty be *specific*, it is so levied all round; if an *ad valorem* one the same rule is followed. It is true that our customs' authorities will not allow European goods to be billed from New York on the bill heads of American firms, and that they justly demand that they be passed on the original invoices and through bills of lading. While all this is true the same rule is enforced in regard to English commission houses, who have no advantage in any respect over their New York competitors. The customs law to-day in this particular is the same as it has been for years, and the only difference is that, owing to the many frauds perpetrated by sharp Canadian importers who, with the help of unscrupulous New York commission men, systematically defrauded the revenue by means of false invoices, the government has been obliged to put the law more strictly in force. Of course to such a class of men the restriction is irksome, and they squeal because they cannot so easily as formerly cheat the Canadian government by collusion with importers on this side. To the honest commission merchant however, whether in New York or London, and we are glad to know there are many such, the enforcement of our customs law can make no appreciable difference. In fact we rather think they will hail it as a boon for it will serve to put them on more of an equality with their less scrupulous rivals, by forcing the latter to comply with the demands of the law instead of as formerly evading it. The statement that the passage or enforcement of such an act would handicap the New York merchant is the veriest bosh, unless their trade depends upon some evasion of the law to make it profitable. The fact is that this "foreign import" trade of which our contemporary speaks, does not amount to very much in any case. It may have been so years ago, but Canadian merchants are now strong and enterprising enough to import direct

from almost every country under the sun, and to pay as promptly and buy as close as their New York rivals can. This, we think, is the real cause why this foreign import trade has fallen off so much of late.

In reference to the confusion of commercial relations between Canada and the States, we would ask our contemporary to remember that anything of this kind arises entirely from their own selfishness. The history of the commercial relations between these two countries is one long record of a large country trying to come a grab game over a small one. Canadians, however, are an independent people, and the abrogation of the reciprocity treaty and other things of a similar character, and instead of bringing them to their knees and hastening annexation, as was intended, has had the opposite effect of making them more self-reliant, and crushing out whatever leaning there may formerly have been in that direction. Canada is now strong enough to stand upon her rights, and the honest exporters of the United States may rest easy in knowing that their trade with this country will not be interfered with in any way for the benefit of exporters in other foreign countries.

And as we are speaking of customs regulations we may here observe that as compared with those of the United States, the laws of Canada are simplicity itself. Customs entries here take only a few minutes to make, and if goods and invoices are "straight," the former are usually delivered in the merchant's warehouse within twenty-four hours. Of the U. S. regulations we need not speak at length, for time would fail us to tell of the delays and extortions that have to be borne before the goods are finally delivered to the importer; we have had experience of it, and we say without hesitation that we would rather make ten entries in Canada than one in the United States. The Canadian, customs laws are very simple and if American exporters would only remember to comply with them they would save themselves and their customers here a great deal of trouble. Many American importers seem to imagine that Canada, instead of being a foreign country is a part of the United States. They write you about some business and enclose an addressed envelope prepaid with an American stamp, forgetting that such a thing is of no value here. When shipping goods by express, many of them forget that invoices should be sent in duplicate by mail and simply enclose one bill inside the package, and unless the consignee gets a permit to examine the package he may remain in ignorance of whose goods they are until the consignor draws on him for the money. Then an explanation is sure to ensue. Again, customs regulations demand that all foreign invoices must have written across the bottom of each, the words "certified correct," and the signature of the consignors. This in most cases they fail to do, and the result is delay and consequent loss of trade. The sooner that our American cousins learn that Canada is an independent foreign country and its laws have got to be complied with, the better for both the volume and ease with which their trade with it will be done. When this lesson is once thoroughly learned we will have less of such charges as "malice prepense," and a kindlier era will dawn upon the commercial relations of these two English speaking countries.

AN IMPORTANT QUESTION.

The question before Parliament at the present moment of a loan to the Canadian Pacific Railway Company of $22,500,000.00 for the purpose of finishing the construction of their line, is one that will have a very strong bearing on the future of this country for a century to come. This is a very important question and should not be considered altogether from a dollar and cent point of view. We think it an imperative necessity that the eastern section of the road from Port Arthur to Callender should be pushed through with the least possible delay, and we should favor a liberal grant of money to help it through, provided that proper and sufficient security for its repayment were given by the company. We do not see, however, that the people of Canada should be forced to tax themselves for the purpose of enabling a lot of millionaires, who are already living in palaces and on the fat of the land, not only to become more wealthy, but to do so by buying up all the competing railroads they can secure, and thus enable themselves more easily and surely to bleed the public by whose mistaken generosity they have been enabled to attain the position of masters instead of servants of the public. Ever since the inception of their great monopoly have the C. P. R. Company been buying up rival charters and rival roads, and if their money had held out we should ere this have felt more keenly the grasp of their iron hand. As it is the people of the North-West have been well nigh goaded into open rebellion, and serious injury has been done to the trade between Manitoba and the older provinces. The present is a good time for the country to get a repeal of those obnoxious monopoly clauses in the original charter, and the Parliament of Canada will be derelict in its duty if it does not insist on their being cancelled before any further money is advanced. It seems to us that the sum asked for is excessively large and the security absurdly small. The more money the people furnish in this way the greater the risk of the road being thrown on their hands as soon as completed and the company have squeezed all the money they can out of the country.

The Grand Trunk Railway, by their unwise and threatening manifesto to the government, have not only added a new and bitter factor to the controversy, but furnished a very strong weapon to the Canada Pacific Company which will help them to get the proposed arrangement carried out in its entirety. The fact is that both the Grand Trunk and Canada Pacific Companies are soulless corporations, and each is trying to get the better of the other and fill its own coffers at the public expense. Their charges and counter charges against each other may serve to attract the public attention from the real question at issue until it is too late, but those who look beneath the surface can easily see that the motive underlying each is a purely selfish one. These companies to-day are deadly enemies, so far as the public can see it is war to the knife. To-morrow they may be the best of friends and form a coalition which would mean little short of ruin to the trade of this country. No companies could have been more antagonistic than the Grand Trunk and Great Western, but when it came to a question of profit and the English owners found they could extract more money out of the people of Ontario by being friends instead of enemies, they put their feelings into their pockets and to-day are as friendly to each other as they are antagonistic to the best interests of the Province which affords them a living. The same thing, only on a larger scale, might occur between the Grand Trunk and the Canada Pacific, and if it did come about it would simply mean

that the Dominion of Canada would be at the mercy of a corporation of soulless capitalists who would raise the price of freight and passenger transportation as high as they could possibly go without creating a rebellion. We have no doubt that the government party will give the C. P. R. company everything they ask, whether it be twenty or fifty millions of dollars, but if they do thus sacrifice our money they should at least do so on the distinct understanding that no purchase, amalgamation or working arrangement shall ever be possible between it and the Grand Trunk Company. While we think the government should not deny the C. P. R. company some measure of relief at this juncture, we think that it should be restricted to such an amount as would serve to complete the eastern section of the road without any delay. It seems to us that the British Columbia section can wait for a few years, and be completed as soon as the eastern section is in running order.

Looking at the question purely from a commercial standpoint we cannot refrain from expressing the opinion that the present bargain will be worse for the country than the original one. It means a large increase to our national debt with little or no security for its repayment; it means that the C. P. R. company run the country and not the government; it means that if the present amount is not sufficient for their purpose that they have only to demand more in order to get it. It means that a few millionaires are to be made doubly wealthy at the expense of the masses, as the present proposal is little short of direct confiscation. In conclusion we certainly think that if any merchant would manage his own private business in the same reckless manner in which the government has managed the Canada Pacific Railway business, his friends would within twenty-four hours have him examined by a medical commission to find out whether he was *compos mentis* or not.

Selected Matter.

CLEANING WATCHES FOR FIFTY CENTS.

Few things in connection with the repair of watches could be more absurd than the proposition to clean watches for fifty cents. Yet there is nothing that will make jewelers quake in their boots so readily as the mere mention of such a thing. The job, as any jeweler worthy of the name knows, is worth more money, and no one who desires "to be known by his works" will ever attempt to clean a watch for fifty cents.

An instance came under our notice recently where a nomadic jeweler, having found some one who was willing to trust him for one month's rent of a shop, opened up in opposition to the regular jewelers, and at once heralded his intention of cleaning watches for the ridiculous figure above indicated. Of course he was at once patronized by that class whom it generally takes a jeweler about two years to get rid of.

First, there was the man with an old Swiss watch that was past all repairs, yet the owner expressed his unalterable belief in the time-keeping qualities of his watch and his firm conviction that the entire trouble was caused by the jeweler stealing the jewels from it. Then there was the man who was in debt to the established jeweler for about five dollars' worth of repairs on a three-dollar watch. Of course the man whom the jeweler had refused credit was on hand with his old turnip. It is not long before the "smart Alex.," who knows just what is the matter with his watch and sets his own price on the job, shows up. The fellow who is always looking for a cheap thing sees an angel in the fifty-cent tramp, and takes several of his neighbors' watches along to be "fixed." Then there is the drunken loafer whom the jeweler was compelled to bounce out of the store, and, lastly, all the cranks and fools that jewelers are sure to offend in course of business.

When these worthies assemble in the tramp's shop, they proceed to tear out the legitimate jewelers in first-class style, and express their conviction that there is not one of the old jewelers that knows the first principles of watch-making, and wonder that the indignant public has not risen up in its wrath and expelled them from their midst. They hail with great joy this man who is to deliver them from the avaricious clutches of the old watchmakers, and prophesy great things for him. This of course swells the head of the tramp and leads him to the belief that he is going to have a roast in scooping the regular trade. The watches of all these people show up largely on the tramp's board, which so frightens the jeweler that, without stopping to consider, they at once reduce their own price to that of the tramp's, thus putting themselves on a level with the cheap man. The imprudence, not to say cowardice, of this step is evinced by the implied admission that they had been previously overcharging their patrons.

The result of the venture was, the cheap man, failing to get much money from this crowd, "folds his tent like the Arab, and silently steals away," not forgetting to carry off his customers' watches.

We have observed the fifty-cent system of watch-cleaning very closely, and saw that where the regular jewelers paid no attention to the claims or performances of these cheap craftsmen the latter soon petered out, generally leaving town between the setting and rising sun. A bona-fide jeweler can safely dispense with the patronage of the class we have enumerated, and treat with the contempt it deserves the proposition to clean a watch for less money than the job, when properly done, is really worth. To acquiesce in the price of the fifty-cent man is to confess previous extortion, besides making progress like the crab—backwards.—*The Keystone.*

BUSINESS LAW IN DAILY USE.

The following compilation of business law contains the essence of a large amount of legal verbiage and will be found useful to our readers.

If a note is lost or stolen, it does not release the maker; he must pay it, if the consideration for which it was given and the amount can be proven.

Notes bear interest only when so stated.

A note made on Sunday is void.

A note by a minor is void.

A note obtained by fraud, or from a person in a state of intoxication, cannot be collected.

"Value received" is usually written in a note, and should be, but is not necessary. If not written, it is presumed by the law, or may be supplied by proof.

The maker of an "Accommodation" bill or note (one for which he has received no consideration, having lent his name or credit for the accommodation of the holder) is not bound to the person accommodated, but is bound to all other parties, precisely as if there was a good consideration.

A note endorsed in blank (the name of the endorser only written) is transferable by delivery, the same as if made payable to bearer.

If the time of payment of a note is not inserted, it is held payable on demand.

The time of payment of a note must not depend upon a contingency. The promise must be absolute.

A bill may be written upon any paper, or substitute for it, either with ink or pencil.

The payee should be distinctly named in the note, unless it is payable to bearer.

An indorsee has a right of action against all whose names were on the bill when he received it.

If the letter containing a protest of non-payment be put into the post-office, any miscarriage does not affect the party giving notice.

Notice of protest may be sent either to the place of business or of residence of the party notified.

The holder of a note may give notice either to all the previous indorsers or only to one of them ; in case of the latter he must select the last indorser, and the last must give notice to the last before him, and so on. Each endorser must send notice the same day or the day following. Neither Sunday or legal holiday is to be counted in reckoning the time in which notice is to be given.

The loss of a bill or note is not sufficient excuse for not giving notice of protest.

If two or more persons as partners are jointly liable on a note or bill, due notice to one of them is sufficient.

If a note or bill is transferred as security, or even as payment of a pre-existing debt, the debt revives if the bill or note be dishonored.

An indorsement may be written on the face or back.

An indorser may prevent his own liability to be sued by writing " without recourse," or similar words.

The finder of negotiable paper, as of all other property, must make reasonable efforts to find the owner before he is entitled to appropriate it for his own purposes. If the finder conceal it, he is liable to the charge of larceny or theft.

Joint payees of a bill or note, who are not partners, must all join in an indorsement.

One may make a note payable to his own order. He must then write his name upon its back or across its face, the same as any other indorser.

After the death of the holder of a bill or note, his executor or administrator may transfer it by his indorsement.

The husband who acquires a right to a bill or note which was given to the wife either before or after marriage, may indorse it.

An agreement without consideration is void.

Contracts made on Sunday cannot be enforced.

A contract made with a minor is void.

A contract made with a lunatic is void.

Each individual in a partnership is responsible for the whole amount of the debts of the firm, except in cases of SPECIAL PARTNERSHIP.

The acts of one partner bind all the rest.

A verbal promise to pay, made without conditions, is generally held as sufficient to revive a claim otherwise shut out by the law of limitation.

An oral agreement must be proved by evidence. A written agreement proves itself. The law prefers written to oral evidence, because of its precision.

No evidence may be introduced to CONTRADICT OR VARY a written contract, but it may be received in order to explain it, when such contract is in need of explanation.

Checks or drafts must be presented for payment without unreasonable delay.

Checks or drafts should be presented during business hours ; but in this country, except in the case of banks, the time extends through the day and evening.

If the drawee of a check or draft has changed his residence, the holder must use due or reasonable diligence to find him.

If one who holds a check, as payee or otherwise, transfers it to another, he has a right to insist that the check be presented that day, or, at farthest, on the day following.

If a debtor owes several debts, and pay a sum of money to the creditor, he has the right to designate the particular debt to which the payment shall apply, and the creditor must so appropriate it.

If, when a debt is due, the debtor is out of the country, the "six years" do not begin to run until he returns. If he afterward leave the country, the time forward counts the same as if he remained in the country.

Except in case of absence from the country, the "six years" begin when the bill or account is DUE. In case of a note, they count from the "three days of grace." In case of a note on demand, they count from the time of the demand.

The Statute of Limitations does not avoid or cancel the debt, but only provides that no action in law may be maintained after a given time. The statute does not affect collateral security.

Ignorance of the law excuses no one.

The law compels no one to do impossibilities.

It is a fraud to conceal a fraud.

Signatures made with a lead pencil are good in law.

A receipt for money is not always conclusive.

No consideration is sufficient in law if it be ILLEGAL in its nature.

All claims which do not rest upon a SEAL OR JUDGMENT must be sued within six years from the time when they arise.

Part payment of a debt which has passed the time of statutory limitation revives the whole debt, and the claim holds good for another period of six years from the date of such partial payment.

Written instruments are to be construed and interpreted by the law according to the simple, customary, and natural meaning of the words used.

"Acceptance" applies to bills, and not to notes. It is an engagement on the part of the person on whom the bill is drawn to pay it according to its tenor. The usual way is to draw across the face of the bill the word "Accepted," and sign the name immediately below it.

THE PERILS OF HOME.

MARK TWAIN ON THE DANGERS OF TRAVELLING.

The man in the ticket office said :—

"Have an accident insurance ticket also ?"

"No," I said, after studying the matter over a little. "No, I believe not; I am going to be travelling by rail all day to-day. However, to-morrow I don't travel. Give me one for to-morrow."

The man looked puzzled. He said :

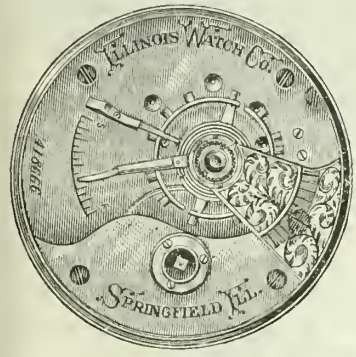
"But it is for accident insurance, and if you are going to travel by rail—"

"If I am going to travel by rail I

"THE BEST"

ILLINOIS WATCH COMPANY,

SPRINGFIELD, ILL.



No. 1.



No. 2.



No. 3.



Currier.



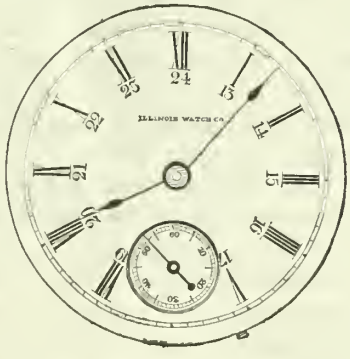
No. 151.



No. 105.



Stuart.



24 Hour Dial.



No. 155.

We herewith submit to the Trade a few of the Cuts of our Watches.

ASK YOUR JOBBER FOR THEM.

sha'n't need it. Lying at home in bed is the thing I am afraid of."

I have been been looking into this matter. Last year I travelled 20,000 miles, almost entirely by rail; the year before I travelled over 25,000 miles, half by sea and half by rail; and the year before that I travelled in the neighbourhood of 10,000 miles, exclusively by rail. I suppose if I put in all the little odd journeys here and there, I may say I have travelled 60,000 miles during the three years I have mentioned. And never an accident.

For a good while I said to myself every morning; now I have escaped thus far, and so the chances are just that much increased that I shall catch it this time. I will be shrewd, and buy an accident ticket." And to a dead moral certainty

I DREW A BLANK

and went to bed that night without a joint started or a bone splintered. I got tired of that sort of daily bother, and fell to buying accident tickets that were good for a month. I said to myself, "A man can't buy thirty blanks in one bundle." But I was mistaken. There was never a prize in the lot. I could read of railway accidents every day—the newspaper atmosphere was foggy with them, but somehow they never came my way. I found I had spent a good deal of money in the accident business, and had nothing to show for it. My suspicions were aroused, and I began to hunt for somebody that had won in this lottery. I found plenty of people who had invested, but not an individual who had ever had an accident or made a cent. I stopped buying accident tickets and went to ciphering. The result was astounding. The peril lay not in travelling, but in staying at home.

I HUNTED UP STATISTICS

and was amazed to find that after all the glaring newspaper headings concerning railroad disasters less than 300 people had really lost their lives by those disasters in the preceding twelve months. The Erie road was set down as the most murderous in the list. It had killed forty-six—or twenty-six, I do not exactly remember which; but I know the number was double that of any other road. But the fact straightway suggested itself that the Erie was an immensely long road, and did more business than any other line in the country; so the double number of killed ceased to be matter for surprise.

By further figuring, it appeared that between New York and Rochester the Erie ran eight passenger trains each way every day—sixteen altogether—and carried a daily average of 6,000 persons. This is about a million in six months, the population of New York city. Well, the Erie kills from thirteen to twenty-three persons out of its 1,000,000 in six months; and in the same time 13,000 out of New York's 1,000,000 die in their beds! My flesh crept; my hair stood on end. "This is appalling," I said, "The danger isn't in travelling by rail, but in trusting to those deadly beds. I will never sleep in a bed again."

I had figured on considerably less than one-half the length of the Erie road. It was plain that the entire road must transport at least 11,000 to 12,000 people every day. There are many short roads running out of Boston that do fully half as much; a great many such roads. There are many roads scattered about the Union that do

A PRODIGIOUS PASSENGER BUSINESS,

therefore it was fair to presume that an average of 2,500 passengers a day for each road in the country would be about correct. There are 846 railways in our country, and 846 times times 2,500 are 2,115,000. So the railways of America move more than 2,000,000 people every day—650,000,000 of people a year, without counting the Sundays. They do that, too—there is no question about it—though where they get the raw material is clear beyond the jurisdiction of my arithmetic; for I have hunted the census through and through, and I find that there are not that many people in the United States by a matter of 610,000,000 at the very least. They must use some of the same people over again, likely.

San Francisco is one-eighth as populous as New York; there are 60 deaths a week in the former and 500 a week in the latter—if they have luck. There are 3,120 deaths a year in San Francisco, and eight times as many in New York—say 25,000 or 26,000. The health of the two places is the same. So we will let it stand as a fair presumption that this will hold good all over the country, and that consequently 25,000 out of every million of people we have must die every year. That amounts to one-fortieth of our total population.

ONE MILLION OF US THEN, DIE ANNUALLY.

Out of this million ten or twelve thousand are stabbed, shot, drowned, hanged, poisoned or meet similarly violent death in some other popular way, such as perishing by kerosene, lamp and hoop-skirt conflagration, getting buried in coal mines, falling off housetops, breaking through church and lecture-room floors, taking patent medicines, or committing suicide in other forms. The Erie railway kills from twenty-three to forty-six; the other 845 railroads kill an average of one-third of a man each; and the rest of that 1,000,000, amounting in the aggregate to the appalling figure of 987,631 corpses, die naturally in their beds!

You will excuse me from taking any chances on those beds. The railroads are good enough for me.

And my advice to all people is, don't stay home any more than you can help; but when you have got to stay home a while buy a package of those insurance tickets and sit up nights. You cannot be too cautious.

[One can see now why I answered that ticket agent in the manner recorded at the top of this sketch.]

The moral of this composition is, that thoughtless people grumble more than is fair about railroad management. When we consider that every day and night of the year full 14,000 railway trains of various kinds, freighted with life and armed with death, go thundering over the land, the marvel is, not that they kill 300 human beings in a twelvemonth, but that they do not kill 300 times 300.

SPONTANEOUS COMBUSTION.

With all the facts to show the possibility of the spontaneous ignition of certain substances under certain circumstances, there is a constant demand for more information. So it is well enough to cite instances of fires caused by spontaneous combustion, even though it may be that "line upon line, precept upon precept" should be the rule.

A pile of cloth—cotton—left in a heap just as it came from the loom, and probably more or less saturated with oil, blazed up and fired a building in which there never was a fire or light before. This fire was probably caused by the piling of cotton cloth in heaps, the fibres of the cotton being saturated with oil—in this instance sperm oil, the only lubricating oil then in use.

A stone warehouse filled with cotton



AN ENTIRELY

NEW LINE

—OF—

: Engravings :

—ON—

JAS. BOSS'

Gold Watch Cases.







TRADE MARK

The handsomest goods ever put upon the market.



DO NOT BUY UNTIL YOU HAVE SEEN THEM.

They are now in the hands of all Canadian

WHOLESALE HOUSES.



and woollen waste took fire on a summer afternoon, and resulted in the destruction of several buildings. In this case the waste filled with oil, was packed closely in bins, or compressed into bags for convenience of stowing. Evidently compression, or weight, was an element in this case of spontaneous combustion.

A large establishment for the manufacture of machinery was burned by being fired from a heap of iron turnings thrown out from a convenient window, the greasy cotton cleaning waste being intermixed. It is hardly necessary, however, to have the element of greasy cotton waste in order to produce, or communicate, fire from a heap of iron turnings, chippings, and filings. The mass of disintegrated iron and its contained oil are enough to incite heat and combustion. And careful observers can see, in the dark, the blue luminous shivers of flames over a heap of iron drilling, chips, shavings and filings, adjacent to machine shops.

One of the finest blocks of buildings in an eastern city was destroyed, just before being ready for occupancy, by a fire started in an unused closet in which painters had thrown their overalls, these garments being presumably loaded with linseed oil and turpentine.

To these instances may be added some which were recently cited in *Chambers's Journal*. One of them dates back to 1780, when a Russian naval vessel took fire, and no cause except that of spontaneous combustion could be found or surmised. The fire was traced to a package of matting containing lampblack made from the smoke of fir and hemp oil varnish. A carefully observed experiment demonstrated the fact that a closely bound package of this mixture of lampblack and oil took fire within seventeen hours.

Wool-combings, packed in a warehouse in bins and trodden down hard by the workmen, set fire to the building. The wool was saturated with oil, or was at least oily, and the compression was probably one of the elements to spontaneous ignition

Oily hemp and flax in bales and heaps, took fire spontaneously in Plymouth dockyard and caused great destruction of property. In 1861 or 1862 there was a great fire in the Liverpool dock warehouses, caused, as far as could be ascertained, by the spontaneous ignition of wet cotton in bales.

The naval ships *Imogene* and *Talavera* were burned in Davenport dockyard by the spontaneous combustion of oakum and tow, that had been used as waste for wiping greasy tools and machinery, and thrown into a bin.

Experiments prove that cotton waste wet in boiled linseed oil, placed under a temperature of 170° F., took fire in one hour and a quarter. Raw linseed oil on cotton required four or five hours under similar preliminaries; olive oil, six hours; rape oil, ten hours; and castor oil, two days. As to animal oils, lard oil with the cotton produced ignition in four hours; seal oil in one hour and twenty minutes; and sperm oil—probably adulterated with petroleum—did not fire in two days. Is is generally conceded that the mineral oils, of whatever specific gravity or constituent characteristics, are not liable to aid in spontaneous combustion.

But there are other causes of spontaneous combustion not usually considered, and yet established as facts by experiments and observation. Grain, either in the kernel or the straw, if packed into the bins or piled into stacks while damp or only partially cured, will sometimes generate heat enough to cause combustion. Some of the supposed incendiary fires, by which barns have been burned, have been traced to this cause of spontaneous ignition, and in some other instances only that supposition was left as a reason for the fire. One case can be quoted as characteristic. It is taken from the *Annales d'-Hygiene:* A quantity of oats stored in a barn had been consumed by fire, and the proprietor suspected the act to be one of incendiarism. Several experts were consulted; and on enquiring into all the circumstances, they unanimously concluded that the fire was the result of spontaneous combustion caused by the fermentation of the grain stored in a damp state. Several things pointed unmistakably to this conclusion, such as the fact that the oats were proved to have been stored damp; that labourers had noticed the heat of the oats several days previous to the fire; that some of the sheaves that had been moved the day previous to the fire to be thrashed were charred and discolored; and above all, that the centre of a large pile of sheaves retained their natural color.—*Scientific American.*

THE TREATMENT OF THE MAINSPRING.

The observant horologist will concur with me in saying that there is no one part of a watch not requiring as much care and attention as another. Yet watchmakers may be found by the dozen who regard certain parts of the movement as something inferior, something secondary in importance; and in first line, the mainspring may be classed in that category; they maltreat it until one thinks he has to do with a layman who plays with it for the sake of entertainment. The mainspring, at all odds, demands the same care in its arrangement and treatment as the balance spring, if it is intended to fully and completely discharge its functions, and these are at least tantamount to those of the balance spring. By an execution, no matter how careful, the watch will only render indifferent services, if its motor power, the mainspring, has been neglected. I do not claim these preceding remarks as new or my property, but facts compelled me to reiterate them before proceeding with the statement of my few observations and researches in the premises. The breaking of the spring also is the consequence of such bad treatment.

The causes which favor the breaking of the spring have been treated heretofore in this journal, (*Allg. Journ.*), and it is unnecessary to reproduce them. I suppose them to be universally known. Many will have experienced that soon after having cleaned a watch, the spring will suddenly snap, although having done services for ten years or more; else, a new spring is inserted, and a few hours afterward, or at the first winding, even, it breaks. Such accidents are often calculated to bring discredit upon the watchmaker, because according to the views of the layman, it is incomprehensible that a spring, after ten years' service, should break after cleaning, or that a new spring should snap.

In both cases the repairer is blamed for the accidents. In the first case, we must suppose that the barrel was correct in its shape, having harbored the spring for ten years; in the second, that possible defects causing the breaking of the first spring, were remedied. Under these suppositions, the cause may be looked for in the careless treatment the spring received. I have often had occasion to witness how the spring, for purposes of

SOMETHING NEW IN GOLD CASES

We would call the attention of the Trade to our

10 Karat Gold Cases.

These goods are manufactured by the American Watch Co. of Waltham, Mass., and are made in every Style and Size to fit the Waltham Movements. The outside, or wearing surface, is 14 karat gold. The inside, or not exposed surface, is 8 karat gold, and when taken together the case will assay 10 karat. Thus possessing every quality of a much higher grade of case, and for Style, Finish and Durability are FAR SUPERIOR TO ANY OTHER THAT IS OFFERED TO THE TRADE AT THE SAME PRICE.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

Robbins & Appleton,

SOLE AGENTS,

New York. Boston. Chicago. London, E. Sidney, N.S.W.

cleaning, was seized with a rag, and then drawn out pitilessly and unmercifully. No other consequence can follow such a treatment than the breaking at the earliest possible occasion. Cleaning is best done in the following manner : Lay the spring into benzine. As soon as the adhering oil has become dissolved, it is taken out and seized with a soft linen rag, which imbibes the greatest part of the adhering benzine. Next cover the palm of the left hand with a dry corner of the rag, put the spring flat upon it, and with the index finger of the right hand, around which another part of the rag is wound, press gently upon it, and let it assume a conical shape ; by suitable motions of the finger while wiping, the spring will turn, and every part of its blade may easily and thoroughly be cleansed of all impurities. A spring treated in this manner will be freed of all matter, while at the same time its molecular arrangement is not violently interfered with, calculated to injure its elasticity. Another method for cleaning a spring consists in taking a winding key with wooden handle, wrap one or two turns of clean rag around it, and gently follow the different coils, while for the inner ones, use a brush.

After cleaning, we come to the winding in of the spring—a manipulation either not whatever, else only partly understood and observed, yet it is an operation of high importance ; if I had space and inclination, I could recount highly entertaining stories on this subject.

The winding in is either performed with the winder or hand, hooking the spring in the barrel with its outer end, and bending it in little by little ; else by putting together the barrel, hooking the spring with its inner end, and turning the arbor, whereby the spring coils around it. The latter two methods cannot be recommended ; the sideward flexion of the spring is so strong that its elasticity must suffer thereby.

The spring winder, consequently, is the sole remaining means. Reasonable caution, also, is necessary with it. The main requisite of a good winder is that its arbor, together with shoulder, run truly round and have no shake. The shoulder must correspond exactly to the size of the spring core, around which the spring is to be wound, and all other parts being suitably proportioned, and due care is observed, there is no obstacle in the way of locating the spring flat and firm upon the barrel bottom, without exposing it to injurious side flexion.—R. T., in *Allg. Journ. d. Uhrm.*

BUSINESS EVILS.

We are favored with an interesting letter from a firm of fancy goods dealers in Quebec, which deals very frankly with some of the evils that surround the business of an importer or wholesale dealer in Canada to-day. "You ask how we have found business," their letter runs : "Business has been fairly good with us ; but credits are too long ; the dating of goods ahead is an ulcer on the business system ; clerks and travelling salesmen are paid too much in proportion to the profits which they secure, as a rule, to those who employ them. They think too much of themselves, do these salesmen, and they are the makers of most of our bad debts. Let us have some articles in your paper on these matters, especially on the evils of too long credit."

There is "much in little" here. The above plain statements will be corroborated by wholesale dealers generally. Business *is* being done at too great expense, for too little profit and at entirely too long terms. Periodically, a particular trade becomes aroused to the need of change in some of these respects, holds a meeting or comes to an agreement to shorten credit or to cease dating ahead. Not long ago, for example, the leather and findings houses in Montreal agreed to limit credit to four months. We trust they will stick to the agreement. But it requires some firmness for houses to remain true to a compact such as this, when their weaker competitors sit up at nights or stay in-doors on Sundays, scheming how they can evade the spirit of their agreement without breaking the letter of it.

This, however, may be said with all truth, for their encouragement : Sensible and solvent retailers in Canada (who are becoming year by year, we believe, more numerous) perceive the dangers of long credit and the advantage of short terms. Many of these will, in spite of temptations to the contrary, remain constant to houses which, buying goods well and selling them honestly, yet persist in short terms of credit. Both retail and wholesale dealers benefit by them ; over-lapping of purchases is avoided ; too heavy stocks are escaped ; while the corrosion of interest and the heavy item of depreciation in value of merchandize are reduced to a minimum. Importing houses which adhere to short credit and command the custom of good retailers, have the satisfaction of making fewer bad debts, even if their profits are less ; and can outlive their most reckless competitors. The retail dealer, on his part, if he be content to stick to a house which does business on proper business principles, will soon realize that by adopting the policy of buying "little and often," and giving short notes or taking cash discount, he will live an easier and more prosperous business life than by over loading himself with the heavy lines of job lots which a "pushing young house" may get him to buy through extra time, renewals for half, "special discounts off list price," or the various inducements held out through facile travellers or more dignified but not less anxious principals.

Our importers, many of them, do not look far enough ahead. They are too apt, in aiming to secure a present advantage, to lose sight of the future effect of a policy of relaxing salutary rules. Forced sales mean, nine times in ten, difficult payments. A customer secured by a "cut," and retained by means of extra terms, is oftentimes a costly customer rather than a paying one. An evil of the times, and not a small one, is the tendency to give away the profits on merchandise in concessions of one kind and another to attract custom. No merchant, worthy of the name, will persist in selling goods without a profit. He wastes his time, his capital and his credit by so doing.—*Monetary Times.*

BUSINESS CHANGES FOR FEBRUARY

Angus McFee, jeweler, Belleville, Ont., damaged by fire. J. C. McKeand, hardware Hamilton, Sheriff in possession. D. B. Ingalls, hardware and tin, Thamesville, stock advertised for sale by Trustee. Walton & Baird, hardware, Emerson, Man., offering to compromise. J. W, Fraser, jeweler, Milton, Ont., assigned. J. R. Masecar, hardware, Jarvis, Ont., assigned. Hobbs, Osborn & Hobbs, hardware, London. burned out owing to explosion. Mrs. C. W. Coupland, fancy goods, St. Marys, assigned. J. P. Callaway, jeweler, Emerson, Man., selling out. Louis Quick, hardware, Bowmanville, Ont., burned out.

BUSINESS NOTES.

The Postmaster-General has stated in Parliament that the subject of reducing letter postage from three to two cents the single rate, as in the United States, is under the consideration of the Government.

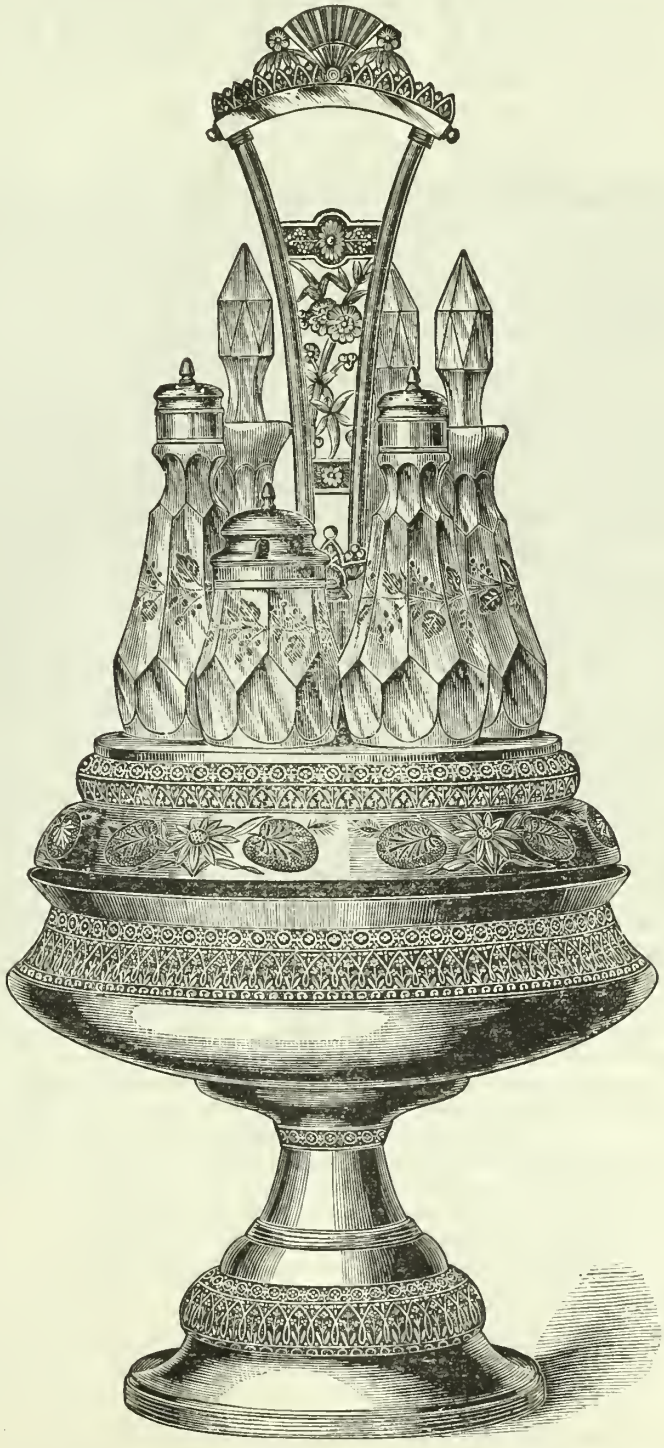
SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.



There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.

Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,

Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

Walsh & Lefort, of Montreal, jobbers in jewelry and fancy goods, have assigned. Their liabilities are moderate in amount, and are principally due in Paris, and to their bankers.

Mr. D. Fenwick, watchmaker, for the past seven years an employee of Messrs. Fowler & Co., St. Catharines, Ont., opens out a watch-making and jewelry establishment at Niagara Falls, Ont., on 1st of this month.

Mr. Fred. Chinneck, the well-known Jeweler, of Napanee, has recently enlarged and refitted his establishment, and can now boast of having one of the handsomest and best appointed shops east of Toronto. "The Trader" wishes him continued prosperity.

Messrs. Park & Smith, Jewelers, of Wingham, have recently dissolved, J. R. Smith retiring. The business will in future be continued by Mr. H. Park, the practical partner of the late firm, under whose management we think it will not be allowed to deteriorate any. We wish him success.

The Illinois Watch Co. are making great improvements in their line of watches, and promise very soon to be a formidable rival to their older competitors. Their movements are well finished and their time-keeping qualities have been such as to make them favourites wherever they have been tried.

By a sad accident, Mr. J. P. Beall, of the Montreal house of Beall, Ross & Co., met his death on Monday last. Jumping from a train in motion at Whitby, he rebounded from the snow-drift and was struck by a projection of the car, sustaining injuries to the spine from which he died in a few hours.

John W. Fraser, Jeweler, of Milton, Ont., has made an assignment to David Watson Campbell, of the same town, for the benefit of his creditors, and is at the same time, we understand, trying to make a compromise. Fraser appears to have confessed judgment for a considerable amount to one of his principal creditors, which action, although it may give him the winning hand in the present deal, will permanently injure his credit. This is another illustration of the beauty of the present chaotic system of being without an Insolvent Act.

"The Trader" last week received a gilt edged invitation to attend the wedding of Mr. Moses Cochenthaler, Jeweler, of Montreal, to Miss Hattie Workman, of the same city. Stamps being scarce we were compelled to decline the invitation with thanks, but we sincerely wish Moses all the happiness incident to the occasion, just the same as if we had been able to put in an appearance.

A Lucky Escape.—Mr. E. Culverhouse's jewelry store was entered by burglars a few weeks ago. The safe door was blown out about two inches, not sufficiently, however, to allow the burglars to get any of the valuables out of the safe. We trust Mr. Culverhouse may always be as fortunate, for although the loss of a safe is bad enough, it is light compared to what would have happened had the burglars succeeded in getting it open,

The Dominion revenue for January shows a falling off of about half a million dollars from that of the corresponding month last year. The principal cause is the decrease in imports, and consequently in Customs receipts, which only amounted to $1,235,000, as against $1,611,000 in January, 1883. This is a good sign for the future, as the evil of over-importation is the principal cause of the present financial stringency.

What's in a Name.—J. D. Rutherford, jeweler, Colborne. Ont., had a set of jewelry stolen from him worth $38. It is said that a lady highly connected in the village, and a prominent member of the church, had been examining his stock, but suspicion did not attach to her. Others were suspected, but a chain of circumstantial evidence led to the certain conclusion that the lady in question was the guilty party. Mr. Rutherford refused to prosecute, preferring to believe it a case of kleptomania.

The Waltham Watch Co. have recently reduced the price of the watch movements of their manufacture, and the indications are that all the other companies will be compelled to follow suit in the near future. Of late years the watch manufacturers have been masters of the situation as the demand has been in excess of the supply Now, however, that dull times have come on, the demand has decreased so much that the supply is now in excess of the requirements of the country. As we pointed out last summer in an editorial article, this trade like all others, obeying the laws of supply and demand, was bound to reduce as soon as dullness in trade set in. We do not look upon this reduction as any aid to business however, for as a rule the country is most prosperous when goods are high and people have plenty of money to pay for them.

The Kleiser Case again.—After passing through the devious ways of litigation from the Police Court to the Common Pleas division, the Kleiser-Matheson case was decided at Osgoode Hall last month. Matheson, it will be remembered, was a devotee at the shrine of faro, and in an all night session he succeeded in getting ahead of his opponent, Mr. S. P. Kleiser, to the extent of $87. When cited before P. M. Denison, Matheson was mulcted in the sum of £50 for gratifying his sporting proclivities. The conviction was based on a statute passed when George III. was king. Mr. Bigelow, the defendant's counsel, held that this relic of antique legislation was *ultra vires*. The Court held differently, and Col. Denison did not concur in Mr. Bigelow's opinion that the Police Magistrate had no jurisdiction. The case was appealed and the other day Chief Justice Wilson and Justice Galt delivered judgment. Their Lordships held that while the statute was perfectly valid, it provided that £50 penalty should be recovered by civil process. The Magistrate had therefore no jurisdiction in the case and it was accordingly quashed.

Receiving Stolen Property.—William C. Fox, jeweler, King Street, Toronto, was arraigned at the Police Court on the 2nd Feby., on a charge of receiving stolen property. There were three informations against him, to all of which he pleaded not guilty, and elected to be tried summarily. The first charge entered into was that of receiving a seal cape, the property of W. A. Foster, knowing it to have been stolen. Mr. Foster testified to the theft of the article from his premises on the 22nd of last December, and Detectives Newhall and Hodgins testified to recovering the property in the prisoner's house, No. 193½ Yonge St. The defence was that it was sent there by prisoner's mother, who keeps a second-hand store on York street, without his knowledge. Fox's brother was put into the witness box. He swore that he placed the article in his brother's premises. He did not tell him that he had done so. His mother had sent him. Witness knew that the fur had been stolen and so did his mother when she bought it. The Magistrate inflicted a light penalty, only committing the prisoner to jail for twenty days. In the other two charges the prisoner withdrew his pleas of not guilty and similar sentences were passed on him, the terms to run concurrently.

A Daring Attempt at Burglary in Toronto.—Full information of the attempted burglary of Kent Bros'. jewelry establishment on Tuesday night, 31st January, discloses the fact that the attempted entrance was from the roof of the building. The thieves gained access to the roof by means of a ladder, taken from an adjoining yard, which they placed on the north side of the building. They first broke a pane of glass in the rear skylight over the upper show-room, but found their entrance barred by a stout grating which they could not displace. They then went forward to the ventilator over the front part of the building, and after inserting the jimmy which they had in their possession, forced the iron rivets of the fastenings and opened the door. Here again they were foiled, for directly under the doorway and over the mouth of the ventilator are powerful iron bars, so secured as to defy their efforts. About this time they must have received some cause of alarm, as the state of the surroundings as seen in the morning give evidence of a hurried departure. Leaving the door as they had forced it, they betook themselves to the rear of the roof and jumped from it to that of the adjoining building on the south side, from which they made their final descent. The ladder was found in the morning and returned to the owner. The building occupied by Kent Bros. is a new one, specially built for the purpose, and a more safely guarded establishment it would be difficult to imagine. The windows other than those facing Yonge street are all strongly barred with iron fastenings which are built in with the brickwork, and outside of this is an equally strong iron door.

WORKSHOP NOTES.

To Grind Glass.—A fine mat surface on glass may be produced by grinding the surface on a wooden wheel with wet silver sand.

Good Mucilage.—A tenacious mucilage for labels, suitable for bottles or glass, may be prepared by soaking glue in strong vinegar, then heat to boiling and add flour. This is very adhesive, and will not decompose when kept in wide-mouthed bottles.

Highest Honors Awarded at the Toronto Exhibition, 1882.

TWO SILVER MEDALS AND A GOLD MEDAL!

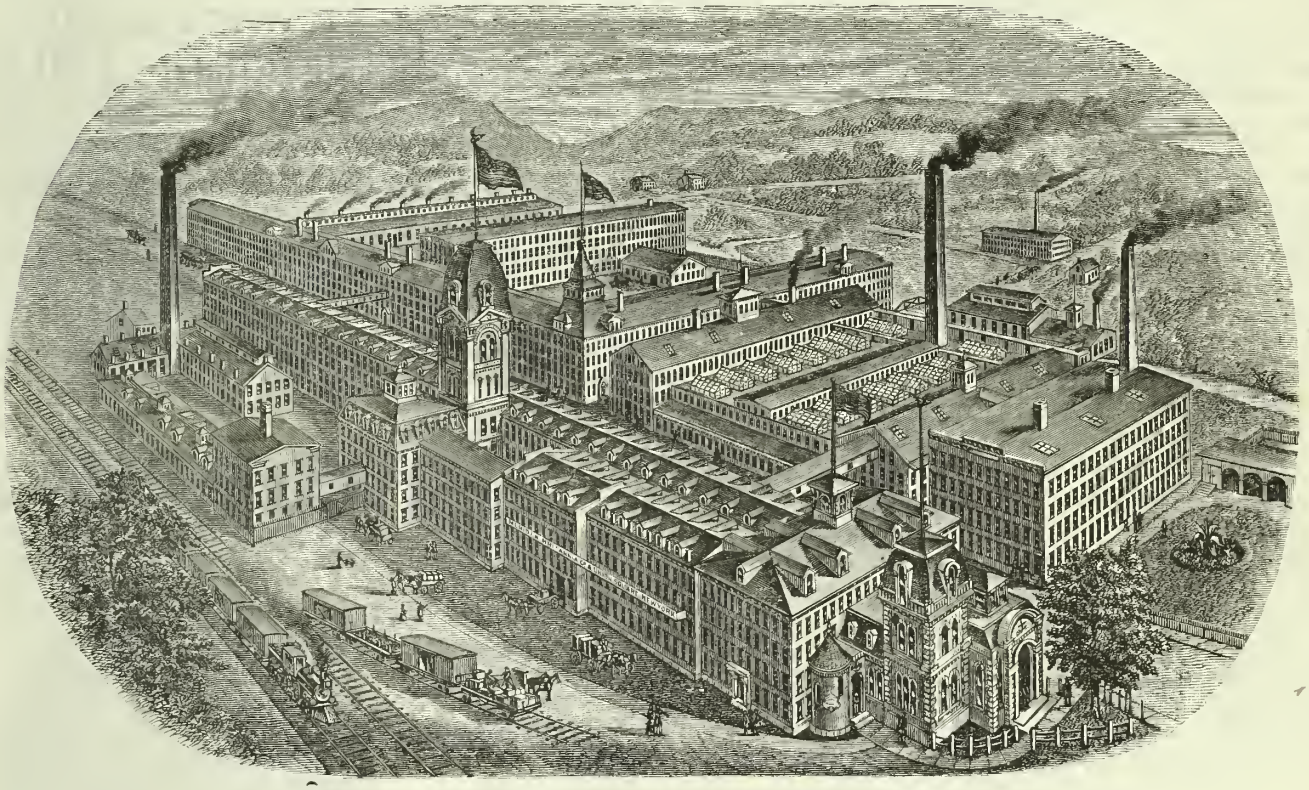
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

CAUSE OF RUST.—The rusting of bright steel goods is due to the precipitation of moisture from the air. It may be obviated by keeping the air surrounding the goods dry. A saucer of powdered quicklime placed in an ordinary show case will usually suffice to prevent rusting of cutlery on exhibition therein.

ARTIFICIAL CORALS.—An admirably executed artificial coral has lately made its appearance in market, which cannot be distinguished from the genuine article, except when testing it with a file; they are made in Vienna and Paris, by mixing phosphate of alumina and phosphate of copper, and exposing the mixture to hydraulic pressure.

TO NICKELIZE IRON.—100 grams hyposulphate of nickel and ammonia and 50 g. salammoniac are dissolved in 4 quarts boiling water, and the bright iron pieces are boiled from one-quarter to one-half hour in it. The evaporating water is to be replaced, and if the articles are not yet sufficiently coated, the process is to be repeated.

RED STAIN FOR IVORY.—Dip the article first in the tin mordant used in dyeing, and then plunge into a hot decoction of Brazil wood—half a pound for a gallon of water—or cochineal, or steep in good carmine ink until sufficiently stained. For scarlet, use lac dye instead of the foregoing. Horn and bone may be treated in the same manner.

VARNISH FOR VIOLINS.—The famous Italian violin-makers used, it is said, the following sort of varnish on their instruments: Rectified alcohol, half a gallon; six ounces of gum sandarac, three ounces of gum mastic, and half a pint of turpentine varnish. The above ingredients are put into a tin can by the stove and frequently shaken until the whole is well dissolved. It is finally strained and kept for use. If upon application it is seen to be too thick, thin with an addition of more turpentine varnish.

THE name of aphthite, or unalterable, is given to a valuable alloy make at Marseilles, and which closely resembles gold in color and appearance. Its production is accomplished by placing in a crucible copper as pure as possible, platinum, tungstic acid in certain proportions, and when the metals are completely melted they are stirred and granulated by running them into water containing 500 grains of slacked lime and the same of carbonate of potash for every cubic metre of water. This mixture, dissolved in water, renders the alloy still purer. The granulated metal is collected, dried, remelted, and a definite proportion of fine gold added. For jewellery the material is almost unsurpassed.

OTHER NOTES.

DURING the six months in which the battle of Tel-el-Kebir was fought the receipts of the telegraph company which forwarded press dispatches to London was $290,000 more than in the half-year that followed. This fact is cited as an illustration of the extraordinary development of newspaper enterprise.

ONE of the three little machines which make most of the tiny screws used in American watches a man could carry under his arm without much difficulty. A wire fed through a tube into the machine is carried forward by revolving teeth. As it appears a knife cuts away the surplus metal to make the stem for the thread, just as the chisel operates at the lathe of the wood-turner. As this is finished a small tube in which the thread is formed advances and clasps the stem, forms the thread at lightning speed and falls back. As this is done two knives cut that portion of the wire off, and the completed screw falls down. The wire again advances, and the process is repeated. The marvel of the machine is best grasped when the size of the screw formed is understood. The largest are an eighth of an inch in length, and it would require 200 of them to weigh an ounce. The thread on the stem is so small that it is scarcely discernible to the naked eye.

"PUT IT ALONGSIDE THE THERMOMETER."—Brick Pomeroy, the well-known newspaper publisher, was troubled in his town with a business man named Jones, who would not advertise in his newspaper but patronized every Cheap John advertising scheme which was started. His card was in fine bold letters in the hotel register, and he had a space in the theatre programme and very laudatory descriptions of himself and his business in the various book advertising schemes which were issued in the town, and yet he did not seem to draw trade. Then the "thermometer in the post-office" man came along and roped in Jones for a large amount. One day Jones received a consignment of goods of extra value, which he knew would sell like hot cakes if he could only let the public know about them; so he made up his mind to beat a local notice out of Brick Pomeroy. Accordingly he called at the newspaper office and told Brick what a fine lot of goods he had and how cheap they were, saying. "The people ought to know about this, and you will be doing them a kindness by writing up a strong local on the subject." Brick said, "Certainly," and taking up his pen, dashed off a magnificnnt notice which quite tickled Mr. Jones. "Yes, yes, that's just it; that will fetch them; I will never forget your kindness." Then Brick Pomeroy, handing him the notice, said, "Yes, I think that's pretty good. Now go and stick it up alongside the thermometer in the post-office where you advertise.

JEWELRY STOCK
FOR SALE.

Tenders will be received until noon on the 1st day of April at so much on the dollar of the invoice value for the stock in trade and fixtures of the late Robert Shaw, of Clifford, Ont.

The Stock List and Goods may be seen at the warehouse of McNaught & Lowe, 16 Wellington Street East, Toronto.

The highest or any tender not necessarily accepted.

W. K. McNAUGHT,
ADMINISTRATOR ESTATE,
Late R. SHAW.

GEO. E. COOPER
ORNAMENTAL & GENERAL
ENGRAVER,
31 KING STREET EAST,
TORONTO - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.,
TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

T. WHITE & SON,
MANUFACTURNG JEWELERS,
Lapidaries & Diamond Setters,
39 KING ST. WEST, TORONTO.
Canadian & Foreign Stones Polished and Mounted
FOR THE TRADE.
N.B.—A variety of Stones and Imitations of all kinds in Stock.

BUY THE



GOLD WATCH CASES
BECAUSE THEY ARE THE BEST IN USE.

These Celebrated Cases have lately been reduced in price, and are now the Cheapest as well as the Best case made. Send for Price List to

McNAUGHT & LOWE,
CANADIAN WHOLESALE AGENTS,
16 WELLINGTON STREET EAST, - TORONTO
A FULL ASSORTMENT ALWAYS ON HAND.

A. C. ANDERSON & CO.

SWISS WATCHES. **SWISS WATCHES.**

Having made arrangements with one of the leading Watch Manufactories in Chaux-de-Fonds, Switzerland, to act as their Agents for Canada, we are now prepared to supply the trade with Swiss Watches, in Gold, Silver and Nickel Cases at very close prices. Import orders taken and Dealers own Names put on Movements. Fine Chronographs a Specialty.

A. C. ANDERSON & CO., - HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

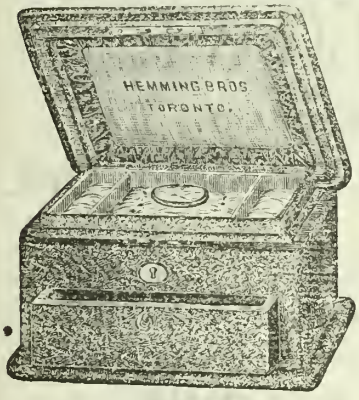
SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y.



52 ADELAIDE STREET EAST,

HEMMING BROS.,

MANUFACTURERS OF

WATCH BOXES. PAPER NEST BOXES.
JEWELRY BOXES. WOOD MAILING BOXES.
SILVERWARE BOXES. JEWELRY CARDS AND FINDINGS
JEWELRY CABINETS. OF EVERY DESCRIPTION.
SILVERWARE CABINETS. MEDICINE CHESTS.
TOILET & ODOR BOXES. SURGICAL INSTRUMENT BOXES.
BRUSH, COMB & MIRROR BOXES. FANCY BOXES, &c.
MUSIC ROLLS AND HOLDERS.

TORONTO CASE COMPANY TRADE H MARK

The above made in Plush, Morocco, Leather, Satin and Velvet.

Jewelry Show Case and Safe Trays for Rings, Watches, Lockets, Charms, Chains, BRACELETS, &C.

OUR SPECIALITY:

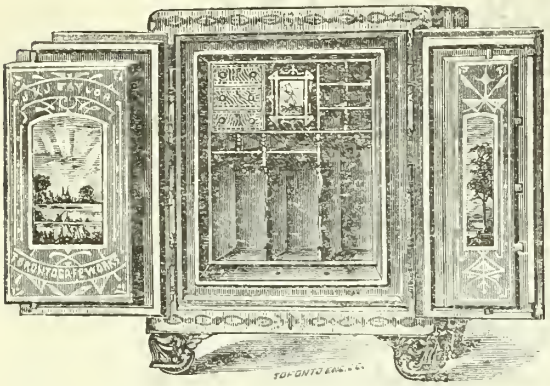
Travellers' Trays for Watches, Rings, Lockets, &c. Plain Canton Flannel Bottom Trays.

THE LATEST!

HEMMING'S PATENT SPRING SELF-LIFTING TOP!

By this ingenious invention Jewelers are saved the endless trouble of keeping open their boxes in the show cases; by simply pressing on the catch, the cover flies back and remains open. Sample box sent by mail.

HEMMING BROS.



J. & J. TAYLOR,
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

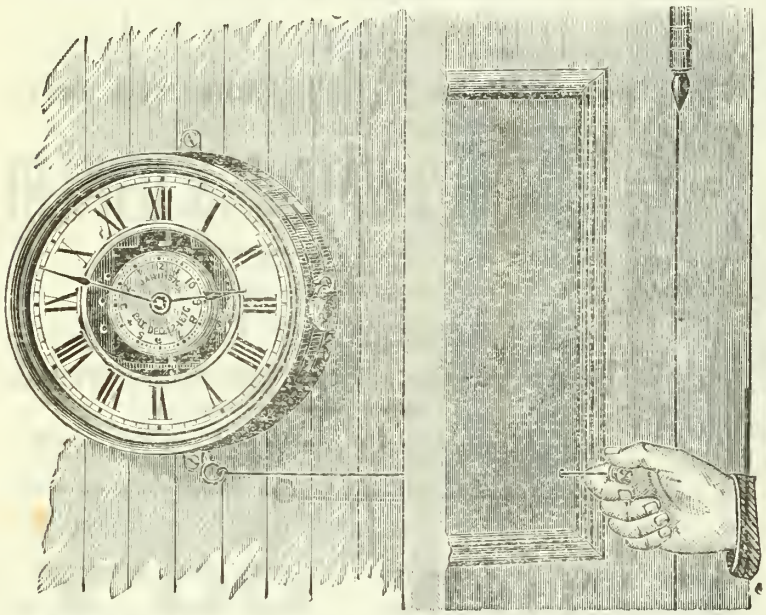
Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion



THE
LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks, Factories, Stores, &c.

Also just received The Meteor Illuminated dial clock Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS IN THE DOMINION.

Prices furnished to the Trade only.

N B.—I keep on hand a Large Stock of Jewelry. Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

SAMUEL STERN,
WHOLESALE IMPORTER,

31 Wellington and 40 Front Streets East, Toronto.



McNAUGHT & LOWE,

WHOLESALE AND MANUFACTURING JEWELERS,

16 Wellington Street East, - Toronto, Ont.

Having been appointed Sole Wholesale Agents in Canada for J. F. FRADLEY & CO., we have now in stock a full line of their Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

McNAUGHT & LOWE.

MARBLE CLOCKS !

We have just received direct from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS which we are prepared to offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call aud see them.

McNAUGHT & LOWE.

THE TRADER.

TORONTO, ONT., APRIL, 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

A NEW IMITATION IVORY.

Every person in the jewelry or hardware trade knows by experience that Ivory is getting scarcer and higher in price every year, and it seems to be only a question of time when it will be beyond the reach of all except the favoured few who enjoy "a prodigality of wealth beyond the dreams of avarice."

We pointed out in one of our editorial articles about a year ago, that the great want in this line was some substitute for Ivory that would closely resemble it and still be low in price and impervious to the effects of heat or cold. The only substitutes at present in the market are hard rubber and celluloid, but while the former is first-class in every other respect its color (black) bars the way to its general adoption. The color of celluloid is fairly white, but it lacks the good qualities of the hard rubber inasmuch as it soon discolors and shows the slightest scratch. Could any person invent hard white rubber, they would not only have a magnificent substitute for Ivory but an invention that would, if properly handled, prove more of a bonanza than many a gold mine. We are glad to hear from our esteemed contemporary *The Ironmonger*, that English enterprise and invention have practically solved this difficulty and that to-day there is being manufactured in that country an imitation ivory that can scarcely be distinguished from the genuine article. Says the *Ironmonger* in an editorial article: "If, however, a sample of a new composition which has been submitted to us is all that it appears to be, we have no hesitation in saying that the Gordian knot has been cut, and that Ivory has for the first time been artificially imitated with success. This substance we have seen in the shape of a handle fitted to an ordinary table-knife, and, except by the closest examination, it would be impossible for an ordinary person to distinguish it from an ivory-handled knife of the best class. We have arrived at this conclusion after inspecting the knife both by daylight and by gas-light. Hitherto the so-called examples of imitation ivory have been, whatever their hue, damned at first sight by the dead opaqueness which is the characteristic of putty, and which, to everybody at all familiar with the semi-transparency of the surface of ivory, was alone sufficient to brand it as a failure. The new material under notice is innocent of this cardinal defect. It takes a beautiful polish, while directly underneath the glossy surface there is something of that partial transparency which is most pronounced in ivory of the rarest kind. This quality is by no means so conspicuous in the imitation as in the real thing. If a handle of Angola ivory is held to the light, the tang of the blade is plainly visible from bolster to point, and even when lying on the table the mark looms through the creamy hafting, like the central vein at the back of the hand. In this new substitute the tang cannot be discerned before the strongest light; and while this will always be a sufficient test of real ivory, this "short-coming" may be regarded as being an advantage."

The above reads well and it seems as if the new article will fill the bill in every respect. If it does it will be a good thing for the general public who want to put on a certain amount of style in the matter of white handled cutlery without paying the long price at present demanded for the real ivory. Of course this new substitute is yet in the experimental stage and we await further development with interest.

BILLS PAYABLE.

Elsewhere will be found a letter from an esteemed correspondent in another city, who complains and apparently with a good deal of cause, of the way in which some retail merchants look after, or rather neglect to look after, their paper when due. Nearly four years ago we took up this very same subject and we do not think that a repitition of the gist of the article would be out of place at the present time.

It is certainly an important subject and all the more important because that in these days of modern enterprise when merchants like every one else have to discount the future, a man's promise to pay, if put upon paper, possesses a certain intrinsic value, which business men are not slow to take advantage of. A merchant's promissory note like any other article of merchandise has a certain value, and this value depends entirely upon the confidence which the purchaser has in the ability of the maker to redeem it. The paper of a merchant who has capital enough to run his business, and the reputation of meeting his notes promptly as they mature, is always in demand, and as a result his credit stands him in good stead when he comes into the wholesale markets to purchase the goods necessary for him to carry on his business. A merchant's credit now-a-days depends almost entirely upon his method of meeting his payments, and no more certain commercial barometer could be desired than that furnished by his method of dealing with this matter.

Credit is a delicate plant, and one moreover that requires to be carefully watched and guarded in order to keep it healthy and flourishing. Many a dealer who is probably "good enough," for all he owes, has succeeded in almost ruining his own credit by sheer carelessness and neglect of ordinary business precautions. If he has a note maturing, it is not only possible, but extremely probable that he is entirely ignorant of its amount, and the day on which it is due. If he is aware of these facts he may probably put off hunting up funds to meet it, until it is too late—the result in either case is that he is forced to place himself under a compliment to the wholesale dealer to protect it for him or it is protested for the non-payment, and his credit irreparably injured. Now, no merchant fit to be in the business at all, would ever desire his

paper to be protested for non-payment if it could be avoided, and we are satisfied that many of our commercial delinquents err rather from want of knowledge than intent. To such we offer a few simple rules which will make such transactions much more satisfactory both to the wholesale dealer and themselves.

First, then, *every merchant should keep an accurate account of his bills payable.* For fifty cents a specially prepared book can be had which will show at a glance what you owe and when and where it becomes due. To be of any service at all this book should be accurately kept and ought to be a complete record of each note or draft, telling its date, amount, where payable and when due. *The proper time to enter these details is when you are signing a note or accepting the draft.* It should never be left over for a more convenient season, for such a time never comes, and further this is the only time when it can be accurately performed. It would be considered folly for a merchant to leave all his credit sales till the close of the day's business, and then attempt to enter them from memory, but such a thing would be no greater an indication of folly than for him to expect to make a record of his bills payable in a similar manner. The former would result in loss of money, and the latter in loss of reputation and business prestige, a thing no merchant who has any ambition would ever desire. Very few first-class wholesale houses now-a-days advise their customers of the maturity of their own notes, as such a notification would seem to imply that they regarded the makers as either incompetent or forgetful, and where such a course as we have pointed out above is pursued, it is entirely unnecessary, as the merchant himself has a complete and accurate record, which he should carefully examine day by day.

Second, *provision for the payment of any note or acceptance should never be left off until the last minute, but should be arranged one or two days before it is due.* If you can pay it in full so much the better for all concerned; it is but just to yourself and the wholesale dealer who endorses it, and it is better to know it before you are called upon for the money.

If, unfortunately as sometimes happens, you are unable after all your efforts to meet it in full, you should arrange with the wholesale dealer at least one day before it is due. Some people have a bad habit of leaving such things off until the last moment, and then when they find themselves stuck, telegraph to the wholesale dealer to recall the note. Such merchants seem to think that the wholesale dealer has nothing else to do, but to attend to their individual notes, while the fact is, he may have several other similar applications for favours on the same day. Such a practice cannot be too strongly condemned, as it is unjust to the wholesale dealer and unbusiness like in the extreme. If after your best efforts you feel satisfied that you cannot meet your obligation in full, you should at once communicate with the wholesale merchant and let him know the best you can do in the matter, next to payment in full. *Such a thing should always be done before but never after the note is due.* This is the most satisfactory method of settlement; and it is but just to the wholesale dealer who has the whole financial part of the business on his shoulders.

Bad as the merchant may be, who, while doing his utmost to raise the money, leaves it off till too late, and is then forced to apply to the wholesale dealer, he is a king compared to him whose ignorance keeps him unconscious of his obligation, or whose carelessness make him indifferent to it. In either case the result is the same and is discreditable to the individual. For the merchant who honestly tries his best to pay his bills as they mature, there is usually consideration and assistance, but for the other class who systematically ignore all such conventional usages there is rarely either the one or the other.

As we have endeavoured to show, it is just as easy, and certainly more business like and agreeable, to transact such business properly so as to afford general satisfaction instead of constant worry and annoyance, and we are satisfied that if some of the retail merchants who find these matters going wrong, were to practically adopt these simple suggestions, they would find such business simpler and much more satisfactory.

Selected Matter.

"SHOVING THE QUEER."

A BLYTH JEWELER ARRESTED FOR OFFERING BOGUS MONEY.

Hamilton Spectator.

On the morning of Tuesday, Jan. 29 last, a *Spectator* reporter and a friend dropped into Messrs. George Lee & Son's restaurant to get a glass of beer. The beer was drawn, and while they were drinking it Mr. Lee, sr., went into his office and brought out a plain envelope which bore the superscription, "Best Billiard Parlor, Hamilton, Ont." This Mr. Lee handed to the reporter, saying, "Here is something you might make an item of." The reporter took it and found inside the following circular:

Dear Sir:—My confidential agent gave me your name, he said you was a man of BUSINESS and in a position to handle our GOODS in safety. If we have made a mistake do us no harm and let the matter drop. Never try to injure a man who is willing to prove himself your friend. The articles we deal in are ONE'S and TWO'S of the Dominion of Canada, ONE'S and TWO'S United States Treasury notes, FIVES and TENS of the Bank of Montreal and Commerce. They are for every practical purpose as good as the genuine article, and there is not three experts in Canada who can detect them. The business is perfectly safe, but like all other paying speculations (not exactly legitimate.)

We will deliver the goods to you PERSONALLY, and see you safely out of town before asking you for one cent.

If you are willing to engage in the business write to me, and I will send to you full particulars as to price and how you can find me.

Yours confidentially,
W. A. GARLAND,
Blyth, P.O.

With it was the following note:

Dear Sir:—If you will paste up the enclosed circular in a conspicuous place, so that it will not get torn down you will hear from me again ere long.

Don't obliterate the address. In confidence,

W. A. GARLAND,
Blyth P.O., Ont.

Although it was no doubt particularly gratifying to Mr. Lee to have his billiard parlor recognized by the local postal people as the best in town, and although that fact would naturally put him in good humor, he could not reconcile the address with the opening words of the circular, "Dear Sir:—My confidential agent gave me your name, he said you was a man of BUSINESS," for billiard parlors, whether they are the best in town or not, are not commonly addressed as "dear sir," nor alluded to as men of business. Well, the reporter finished his glass of beer, put the circular in his pocket and went out. Shortly afterwards he sent the following telegram to the editor of the Blyth Review: "Got circular here offering 'queer' money,

ASK YOUR JOBBER

FOR QUIGLEY'S NEW PATENT

Invisible Joint Case,

THE FIRST

DUST PROOF HUNTING WATCH CASE

EVER MADE.

This Case is made in Key or Stem Wind,

HUNTING OR OPEN FACE

WEIGHTS IN SILVER, 3 oz., 4 oz. & 5 oz.

IN GOLD, ANY WEIGHT OR KARAT.

signed W. A. Garlaud, Blyth. Who is he? Wire answer 100 words and write immediately to *Spectator*, Hamilton." To this message no reply came up to the hour of going to press, and so a brief item was put in the paper to the effect that circulars were being sent out from a village in Ontario offering bogus mouey, and adding that the case was being worked up. Along in the afternoon, however, a telegram came from the Review man, saying that no such person was known there and that the name Garland must be an assumed one.

A letter was sent to constable James Davis, explaining the matter fully and asking his aid. Mr. Davis sent the reporter a lengthy reply, telling him of the person he had reason to suspect, and proffering his services and best help in any scheme got up to get on the rascal's tracks. The following letter was sent to Garland :

HAMILTON, Feb. 9, 1884.

W. A. Garland—Blyth—Dear Sir—I seen one of your circulars, and maybe you and me can do some business. Of course we must do it all on the quiet. I seen a bit in the paper here which I guess was about you, but that will put them off the track because they won't think I would go in right here. Of course I don't want much of the queer ones, but how much would you send me for $5.00. That's all I'd want to start on. But be sure and keep this quiet on the dead between you and me. When you write send to——here. Write to F. W. Johnson.

The letter was received by Mr. "Garland," and in a few days the following letter and circular, with a slip from a newspaper enclosed, reached this office. The letter runs :

Feb. 12, 1884

Friend No. 48 :—Your letter received all o.k. We send not less than One Thousand Dols. Price Oue Hundred Cash, or can give you ten thousand for $500. Bring all the cash you can, as our goods are right and we can guarantee you a safe and rapid Fortune. I enclose instructions how to find me. If you cannot come yourself, you might send a Friend that you can trust to do the Business for you. Would much prefer if you could make it convenient to come yourself. Iu case you canuot come and see me aud would like to handle our goods, if you enclose me Ten dollars as a guarantee of your good Faith, I will send you prepaid by Express, a tin sealed Package containiug $100 of our goods. This will convince you that the business is safe, and you can then come and see me. Enclose money in black bordered Envelope, and do not Register. It will reach me all right. Thanks for your information about newspaper article, but we are too old heads for papers to bother very much. Yours in all confidence, W. A. Garland, Blyth.

The circular enclosed ran as follows :

READ CAREFULLY.

In order to meet me, it will be necessary to follow these instructions to the very letter.

1st.—Write me at least two days before leaving home, and mention name of hotel you will stop at.

2nd.—Arrive in town in the evening if possible, register your name, and SEE that the number of your room is opposite your name. Don't neglect this, or I could not find you, as I will only know you by your doing as I tell you, and can see you in your room only.

3rd.—Have no conversation with anyone after arriving in town. Should you see anyoue you know, don't recognize them, as I do not wish you to speak to anyone, not even if they know your name. I will know by your letter when you will be here, and will be on the lookout for you. When I meet you in YOUR ROOM I will hand you your last letter, stating you were coming, and when you see your own writing you will know you are dealing with the right party; don't mention your business to anyone until you see your own letter. If you do this there can be no mistake, as our business is only known by you aud me.

4th.—I will call upon you between 7 and 10 o'clock in the evening. Should I not call the first evening you are here, don't be alarmed, but in the morning drop me a sealed note in the post office box saying you are in town at the Central hotel, as I might be seeing some other agent who is ahead of you. It is absolutely necessary for you to REMAIN IN YOUR ROOM BETWEEN THESE HOURS.

5th.—I am busily engaged on Saturdays and Sundays, and cannot meet my agents ou either of these days; when you come to see me be sure to reach town on other days ! !

6th.—Read this carefully and be sure and follow my instructions; if it was not absolutely necessary for you to do so, to ensure success, I would not be so particular.

7th.—Do not enquire for me at any address, as I get my letters through a friend, who kuows nothing whatever about my business.

8th.—You are at liberty to stop at any hotel you wish, only let me know which one you are at.

9.—Never sign your name to letters after I once have your proper address. Use No. 48. I will know who it is from.

Yours in confideuce,
W. A. GARLAND,
Blyth P.O.

The reporter hardly knew what to make of this communication. He was pretty well satisfied from the general tone of it, that the man had no bad money and that his sole idea was to work the $10 racket. When he got the money he would let the sender whistle for his tin sealed package, and as express instructions were given not to register the letter, even if the queer money did come for the $10 sent, he would be no nearer what he wauted than before. It was altogether probable, he thought, that if he went up to Blyth, "Garland" would fail to show up, and his time and money in going up would be spent on the finding of a fine, big mare's nest. But this was the only way he saw of getting at the man at all. There was just a chance that he might show up, and he thought it better to take that chance than give the thiug up altogether. If the letter had been registered it would have been a different thing. The fellow could have been got at then easily enough, but he was too cunning for that. Indeed, his letters and circulars show that he is a pretty sharp and tricky individual. In the meantime the reporter had written to his friend in Blyth, telling him about the latest circular, and the friend sent him a letter which made him decide on going up at once. Thursday evening a letter was posted to Mr. "Garland," stating a "Mr. T. A. Ryan" would reach Blyth Monday evening, and would be at the Central Hotel, as requested. "Mr. T. A. Ryan" was the official representative of the SPECTATOR. The letter was signed "48." Ou Monday the reporter left.

Special Telegram to the SPECTATOR.

BLYTH, FEB. 26.—The bait took. The reporter went to the Central Hotel, as requested, and was put in room 4. About 9.30 there was a knock at the door, and a small man, dark, good-looking face, long black moustache, and neatly-dressed, entered, locking the door and saying : "You are Mr. Forty-eight." "I believe so," said the reporter; "you are Mr. Garland ?" "Yes, here's your last letter." He then entered into conversation, and said the business was done 40 miles from here, and was run by five men ; that it was done by a patent photographic process. He produced a negative of a Molson bank bill for $10, and a marked copy of the *Globe* of Sept. 8, 1883, saying a process had been discovered for taking photographs in natural colors. The

The Derby Silver Co.,

Manufacturers of the Finest Quality of

ELECTRO-PLATED WARE.

FACTORIES { **BIRMINGHAM, CONN., U.S.A.**
TORONTO, ONT., CANADA.

The "Derby Silver Co." have pleasure in announcing to the trade that their Canadian Factory is now thoroughly equipped, and in good running order, and they are prepared to furnish their customers with Electro-plated Flat and Hollow Ware, of the Best Quality and Design. All Goods having their trade mark,

"DERBY SILVER CO.,"

they guarantee to be First-Class in every particular.

For terms, prices, and any other particulars, address

THE DERBY SILVER CO.,

31 ADELAIDE STREET EAST, - TORONTO.

M. W. BARTLETT, Manager.

colors are produced by the action of light alone in the camera, owing nothing to the artist's pencil. The photographs taken were true to nature, and the delicate tones and shades were clear to view. "Garland" said he had no money with him, as he was certain that busybodies were suspicious, but he arranged to have $10,000 worth in a day or two,for which the reporter was to whack up $600. "Garland" said he was not afraid of any trouble, because any person wanting to buy was as liable as he was, and he got his letters through a local business man, who forwarded them to him 40 miles away. He went down stairs. The reporter followed in a few minutes and described his visitor to the constable, who at once arrested Mr. "Garland," whose real name is O. G. Martin, and who for some years has carried on business here as jeweler, bookseller, etc. The photographic plate, paper, and the reporter's last letter, were found in his possession.

At a preliminary examination this morning before Magistrates P. Kelly and Wm. Drummond, the prisoner had nothing to say. The evidence of the reporter, the constable, and D. B. McKinnon, postmaster, was taken, and Martin was committed for trial. The postmaster testified that Martin had been in the habit of getting letters addressed to W. A. Garland. Martin does not bear a particularly good reputation locally, and many have thought sometime back that he was the "queer" person, for the matter has been an open secret around here for a long while. It is freely stated that others are mixed up with him. Neither counterfeit money nor circulars were found in his premises when the constable made search. He took his examination coolly, and didn't seem the slightest bit worried at the serious charge. He stated in the hotel room that he had been carrying this on for a year and a half. He said he got American greenbacks and photographed the faces of Canadian bills so that the difference was impossible to detect, unless a banker by chance struck two with similar numbers.

It is believed that Martin has no counterfeit money at all, and that his game all along has been nothing but shrewd playing on human gullability

Up to the last few months he has been poor; since then he has blossomed forth as a rosebud bursts and blooms under the loving rays of the June sun. He has furnished his house handsomely, got in a fine piano, and largely increased his stock. His living expenses generally became more expensive and people wondered where the money came from to keep this reckless grandeur going. He certainly didn't take it in his business, and no word had come of his having been left a fortune. Of late all sorts of suspicious rumors have been flying about, and last night and to-day the crash came and the "mystery" was revealed.

The post-office inspector came to the village some four months ago and spoke to the postmaster about the matter. At first he said that all the letters that came addressed to W. A. Garland were to be sent to Toronto, but afterwards said the Act gave him no power to interfere in the matter, and told the postmaster to continue giving Martin the letters.

He was taken to the Huron county jail, in Goderich, in the afternoon, by constable Davis, where he will await his trial at the next assize court, which commences April 1. He was committed for trial under 32 and 33 Vic., chap. 19, secs. 19, 20 and 21, which provides that any person who offers counterfeit money for sale, or has a "die" of any description in his possession is guilty of a felony.

* * * * *

O. G. Martin, alias W. A. Garland, of Blyth, who was detected in a counterfeit scheme by a reporter of the Hamilton *Spectator*, has been released on bail, bonds having been furnished by himself in $4,000, and by H. Wells, of Saltford, and Elijah Martin, of Goderich, for $2,000 each.

Correspondence.

Mr. Editor,—

Sometimes I imagine that a great many of the retail jewelers of Canada do not understand the true nature of a note, or the use it is put to by the wholesale dealer. If they think it is taken merely as an acknowledgment of an account, and placed into the safe of the creditor till it becomes due, it perhaps would be just as well to enlighten them to the contrary. Wholesale dealers have their obligations to meet, and to enable them to do so, they transfer the notes of their customers to their banker, who converts them into cash, and places the amount, less the discount, to the credit of their account. This cash is checked out in payment of liabilities, or for the purchase of other goods, as the case may be. When these notes come due it is expected, and absolutely necessary, for the retailer to meet them on time, otherwise it is just the same as the wholesale dealer putting his hand in his pocket and lending the amount in cash to the former. After buying goods on three and four months' time, which is sufficient for the prudent and careful buyer to convert enough goods into cash to meet his payments, it is nothing but right and fair that provision, by an extra effort, if necessary, should be made to meet his obligations promptly, and save his creditor the inconvenience and embarrassment of having his note go to protest. Some dealers seem to take no notice of their notes coming due, and in about a week, after they receive word from the notary that their note has gone to protest, they coolly send a renewal, stating that it was inconvenient to meet the said note, and asking rather impertinently, with the air of assumed anger, "why their note was not taken care of," while others treat the whole matter with silent contempt; they seem to think, like Macawber, that when they gave their note of hand, they have performed their whole duty by their creditor. Now, Mr. Editor, the sooner the merchant finds out that this continued renewing business is only the beginning to an end, which will sooner or later wind up in bankruptcy, the sooner he will stop short, take stock, buy only what he really needs, and give less credit.

Yours, &c.,

A Jobber.

BUSINESS CHANGES FOR MARCH.

P. Patterson & Son, Hardware, Toronto, assigned in trust; C. Freeman, Hardware, St. Marys, Ont., sold out to Hamilton & Haight; John Edgar, Jeweler, Liverpool, N. S., burned out; Lane & Bass, Jewelers, Brockville, Ont., dissolved, Lane continues. Hannah & Knapp, Hardware, Shelburn, Ont., dissolved, Hannah continues the business; Wood Bros., Leather Cases, dissolved, W. F. Wood retires; Laing & Ruth, Hardware, and H. Tucker, Jeweler, Ridgetown, Ont., burned out.

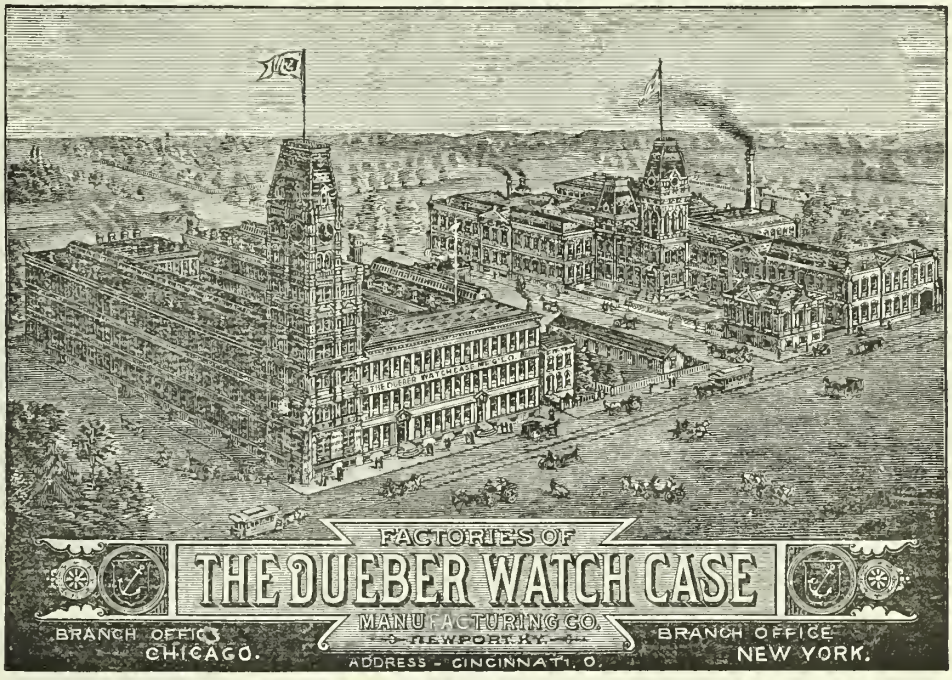
THE LARGEST ESTABLISHMENT ON THE GLOBE FOR THE EXCLUSIVE MANUFACTURE OF

GOLD AND SILVER WATCH CASES

ARE THE FACTORIES OF

THE DUEBER WATCH CASE MANUFACTURING COMPANY,

NEW YORK OFFICE:
—20—
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—4—
TRIBUNE BUILDING.

CINCINNATI, OHIO, U. S. A.

More than Eight Hundred Thousand Gold and Silver Watch Cases, all stamped "Dueber," are now in the pockets of the people; and all having one in their possession can rest assured that they have the very Best Watch Case made. Quality exactly as represented, and workmanship superior to all others.

BUSINESS NOTES.

E. M. Blakely, jeweler, formerly of Picton, has moved to Trenton, where he proposes to push trade. The Trader wishes him success.

Decew's hardware store, in St. Thomas, was entered on the night of March 10th by burglars, who carried off a quantity of firearms, knives, &c.

The inscription "Thou shalt not steal" is conspicuously displayed in the window of a New York jeweler. A loaded revolver emphasizes the command.

Jewelry Store Burglarized.—John Cochcrane's jewelry shop, of Schomberg, was broken into on the 19th March, and about $600 worth of jewelry stolen. The thief effected an entrance by cutting an armhole through the back door just above the bolt.

We notice that Mr. T. J Wheeler, jeweler, of Georgetown, has lately fitted up his new store with all the latest modern improvements. Friend Wheeler don't propose to take a back seat, and Georgetown can now boast of as elegant a jewelry store as any town west of Toronto.

McIntyre & Davidson, jewelers, of Portage la Prairie, Man., are disposing of their branch business in Minnindosa, with a view of concentrating their business. This is a good chance for any enterprising man with a small capital.

The New York *Sun*, speaking of a long-drawn-out suit betwen two farmers, says: "When they began the case there were two well-off farmers and two poor lawyers. Now there are two poor farmers and two well-off lawyers."

Naturalization Papers. — Mr. Moses Schwartz, jeweler, of this city, swore allegiance to the Queen last month, took out naturalization papers, and became a British subject. Mr. Schwartz intends visiting his home in Russia, and for his own protection during his travels he became a Canadian citizen.

The sign originally adopted by the pawnbrokers was three pendent dices, gilded to represent gold coins. After a while the form was changed to three balls, that the objects might be equally conspicuous from whatever direction seen. These remain the emblems of the traffic to this day.

Failure of a Safe Manufacturer.—Godfroi Chapleau, safe manufacturer, has failed with liabilities of $40,000. At a meeting of his creditors the insolvent offered 35 cents on the dollar, which was declined. The embarrassments of Mr. Chapleau arises out of his investments in the Montreal abattoir enterprises, which turned out so badly.

The Result of a Similarity of Names.—Complaints reach us from several quarters of a person travelling for a small plate house in Toronto, who obtains orders from merchants by leading them to believe that he is the agent of the Meriden Britannia Co. Dealers should look out for such people, and make certain what Company they represent before they place any orders with them.

Saving His Capital.—"You're a goose!" angrily exclaimed an Austin man to his wife, who continually chided him about his excessive extravagance. "You do nothing but cackle, cackle, cackle all the time." "Yes, dear," she sweetly replied, "but you must not forget that the cackling of geese once saved the capitol of Rome, and if cackling can save your capital I'm going to keep it up." And she did.

Josh Billings forcibly observes that "before a man delibritly makes up his mind tew bee a raskal, he had better examine himself clussly in order tew ascertane whether he aint better konstructed fur a phool." If O. G. Martin, jeweler, of Blyth, had taken this into consideration before he went into his "queer money" speculation, he would have been better off today. Honesty is the best policy after all, as Mr. Martin's experience given in another column will show.

F. T. Bradley, Collector of Customs at Emerson, was arrested last month and brought to Winnepeg, charged with destroying the manifest of coal, the duty on which was many thousand dollars, and keeping the money. He was also charged with embezzling $4,000 of the Government's money. When brought to Winnipeg he was taken with convulsions and subsequently expired.

An investigation conducted by Inspector Mewburn, of Hamilton, shows Wm. Buchner, Collector of Customs at Fort Erie, to be out in his accounts $500. Buchner has always borne an excellent reputation until now. He once ran for the Ontario Legislature. He is about 35 years of age, with a wife and three children. He is supposed to have become embarrassed and borrowed the money to pay old debts. Buchner's bondsmen will be held responsible for the deficit.

The employes in J. & J. Taylor's safe works a few evenings since presented a beautiful marble clock, accompanied by a complimentary address, to Joseph Grove, for many years foreman and manager of the works, upon his retirement from his late position to open safe works for himself in London. Mr. Grove made a very appropriate acknowledgment of the presentation made him, and only hoped that his his new field in life might be productive of as much happiness as he had experienced in his late position.

The jewelry store of Abel Ashby, on Sandwich street, Windsor, was robbed last Wednesday afternoon of 24 watches, three sets of plated jewelry, two revolvers, a set of watchmaker's tools and a lot of assorted jewelry. The supposed thief is Randolph Malandur, who had charge of the store. Ashby did not discover his loss until several hours after Malandur had departed. He estimates his loss at about $212. Malandur has been in his employ but a short time. His home is in Montreal.

An official of the C. P. R. states that trains are now run east of Port Arthur as far as Nipegon, where they are stopped, as the bridge has not yet been built over the river there. Upwards of 10,000 men are at work on construction between Port Arthur and Michipicoten, to which point it is thought the road will be finished by this time next year. Work could be found for 500 additional men now, and in a few weeks for 2,000 more.

The latest "city of a day," Silver City, in the Rocky Mountains, is growing apace, Building operations are being rapidly pushed with a view to a rush of business in the spring. Four large mining companies are at work developing their locations, and have thus far met with unexpected success. Smelt works, shafts and outbuildings are being rapidly erected. Business men are arriving by every train. Property has risen and rents are high. Everything points, in fact, to the new city becoming a Canadian Leadville.

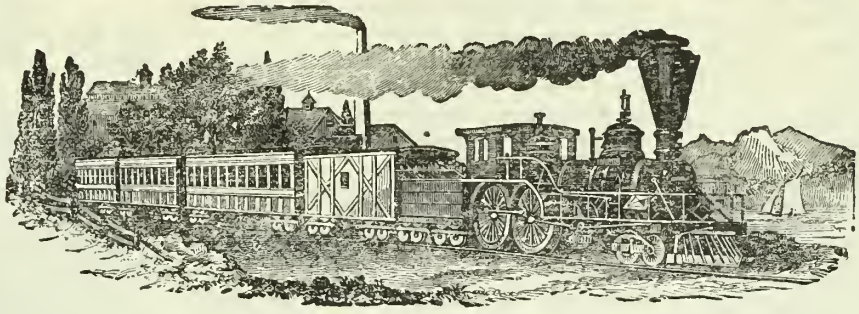
An Assignment.—The firm of Peter Paterson & Son, hardware merchants, has assigned in trust to M. & L. Samuel, Yonge street. It is claimed that the liabilities of the firm amount to only $5,000, exclusive of loans on real estate which are covered by mortgages. The assignment was precipitated, so it is said, to prevent the foreclosure by a loan company of real estate on King street, but there were other claims which would have rendered the action necessary in a short time The cause of the failure is alleged to be the limited capital on which it was attempted to carry on the business.

One effect of the cheapening of letter postage in the United States has been the reduction in the number of postal cards used, the falling off since July 1st being over three million and a half. The increase in stamps used during the same period has been 18 per cent., and of stamped envelopes 25 per cent. The loss on the reduction will probably be merely temporary. It is not to the credit of Canada that we still keep up the three-cent rate while our neighbors are enjoying the advantages of two-cent postage.

At El Paso, Mexican dollars are worth 85 cents in American coin. At Paso del Norte just across the river, American dollars are worth 85 cents on the dollar in Mexican coin. One morning a car-driver started from the American side with a Mexican dollar. On his arrival at the Mexican town he took a drink of chain lightning, which was fifteen cents, and received an American dollar in change for his Mexican. On his return to the American side he took a drink of equally bad liquor and received a Mexican dollar for his American, and so repeating the drinks at intervals during the day, and at night he closed up business with the Mexican dollar he started with in the morning in his pocket.

In London, although the jewelry trade is somewhat languid, the leading jewelers are taking the opportunity of refitting up their places and be ready for the rush when it does come. A. S. Murray leads the van in the way of improvements, his fixtures being extremely elaborate. Trebilcock is pushing things as usual and expects to be able to meet all the requirements his customers may make. Morphy has improved his stand, certainly the best in the city for his business, until it presents the appearance of Broadway enterprise that our cousins across the border are slow to give us Canucks credit for. And McCloghlon, we were almost forgetting him, has got his sextant, or quadrant, and all his other ancient paraphernalia burnished up, and in his window, ready for the opening of spring navigation or anything else that turns up. In spite of his wonderful bargains of goods below cost, a friend of ours managed, last week, to press his way into McGloghlon's store, and

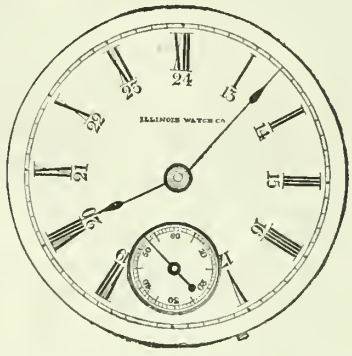
ON TIME!



The ILLINOIS SPRINGFIELD

"RAILROADER."





Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new

EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT.

Warranted by the

ILLINOIS WATCH COMPANY,

FOR SALE BY ALL JOBBERS.

found out that his extra cheap watch was just out, but that plenty more were *en route*.

An important judgment to commercial men was delivered in the Superior Court at Montreal last month by Mr. Justice Johnson. Some time ago James Murray, a dry goods merchant there, finding himself in financial difficulties, made an assignment of his estate to assignees for the benefit of his creditors. Subsequently a party to whom he was indebted to a small amount sued and got judgment. A seizure was then immediately placed on the assets in possession of the assignees, when the latter applied to the court to set it aside. The court had the case under deliberation for some time, but has at last decided that there is no law in that province to prevent a creditor getting his own. The seizure was upheld and the assignees condemned in costs. This decision will cause great confusion when an insolvency takes place, as it will devolve on every creditor to take care of his own interests. If the judgment is confirmed, then an insolvent law for the distribution of assets becomes an absolute necessity, or otherwise estates will be swallowed up in law costs or sheriff's fees.

Seizure of Smuggled Jewelry.—Messrs. O'Hara, pro-collector of Customs, and Mr. Sidmark, landing waiter, last month made a seizure of $1,500 worth of gold watches in Montreal, which had been smuggled across the border. The valuable consignment has been confiscated, but no prosecution, it is said, will be instituted. It would appear that notwithstanding the vigilance of the Customs officials for a considerable time past and the many attempts at smuggling that have been detected such fraudulent dealing cannot be suppressed. Heavy penalties on the offenders should be imposed as well as the confiscation of the goods. It is well known that a jewelry firm in that city in the course of some years made an immense fortune out of the most systematic smuggling, and that all the government could get out of them ultimately was $12,000 or $15,000 for their operations for twelve or fifteen months, only before they were defeated by Mr. O Hara, who has again signalized himself in this seizure.

WORKSHOP NOTES.

To drill holes in glass, take a good steel drill and wet with a saturated solution of camphor in oil of turpentine. It is said that holes may be rapidly drilled in this way through the thickest plate-glass.

White of Egg, heated to 212 degrees, and kept there a while, will become dry, shrunken and horny. If the heat is carried a little further, it becomes converted into a substance which is so hard and tough that a valuable cement is obtained by simply smearing the edges of the article to be cemented with white of egg, and heating it to a little above 212 degrees. You can test the heat by a touch of your finger if you think best.

To Temper Lamp Chimneys.—A Leipsic journal gives a method which, it asserts will prevent lamp chimneys from cracking. The treatment will not only render lamp chimneys, tumblers, and like articles more durable, but may be applied with advantage to crockery, stoneware, porcelain, etc. The chimneys, tumblers, etc., are put into a pot filled with cold water, to which some common salt has been added; the water is well boiled over a fire and then allowed to cool slowly. When the articles are taken out and washed they will be found to resist afterward any sudden changes of temperature.

OTHER NOTES.

At Krupp's celebrated foundry mountain guns are finished in two months after work on them is begun, while two years are required to manufacture a 16-inch gun of 35 calibres length. This apparently long time is made necessary by reason of the large surfaces that have to be worked over on a steel cannon of this description 55 feet long and weighing 121 tons.

The temple of Jerusalem, writes a Paris correspondent of the Boston *Pilot*, is to be rebuilt by the combined efforts and contributions of twelve American millionaires, two of whom have already gone to Palestine to study on the spot the most efficient means of putting into execution their gigantic and costly project.

Paris is regarded as the foremost in the absolute provision for manual training in connection with primary schools. Over a hundred schools in the French Capital are now provided with workshops. At present they turn out articles of wood from planing benches and lathes. It is proposed soon to add iron to the material to be operated upon. This manual training is an addition to the ordinary studies of a primary school; the boys appear to like it, and it gives a new form of activity to their minds and valuable exercises to their muscles.

At a recent meeting in Boston, Dr. Bowditch, of Harvard College, exhibited a series of magnified impressions made by the finger-tips belonging to different persons. It was shown that the finger-tips are as distinctive as the face, and that they change less than the face in a given period. Dr. Bowditch showed impressions made with his own fingers fifteen years ago, and they differed but little from those freshly made by him. It is suggested that if every family would preserve impressions of the finger-tips of its individuals, they would be valuable for purposes of identification in the event of a disappearance and a subsequent dispute as to identity.

What Will Burst a Gun.—Some strangely twisted pieces or gun barrels in a window on Chestnut street exhibit in most interesting fashion the vagaries of overtasked gun barrels. These specimens are part of some guns burst by Captain Heath, of Philadelphia, during some protracted experiments with various weapons. Five of the barrels were burst because a ball was "stuck" over the muzzle in each case, two gave way because about four inches of snow was put in the muzzle, two were burst by reason of having some wet sand at the muzzle. Sportsmen often scoop up a little mud or sand unconsciously, bang away at game, and are then astonished to find the gun with a ragged and shortened barrel.

GEO. E. COOPER

ORNAMENTAL & GENERAL

ENGRAVER,

31 KING STREET EAST,

TORONTO - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.,

TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

T. WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

FOR THE TRADE.

N.B.—A variety of Stones and Imitation of all kinds in Stock.

BUY THE



GOLD WATCH CASES

BECAUSE THEY ARE THE BEST IN USE.

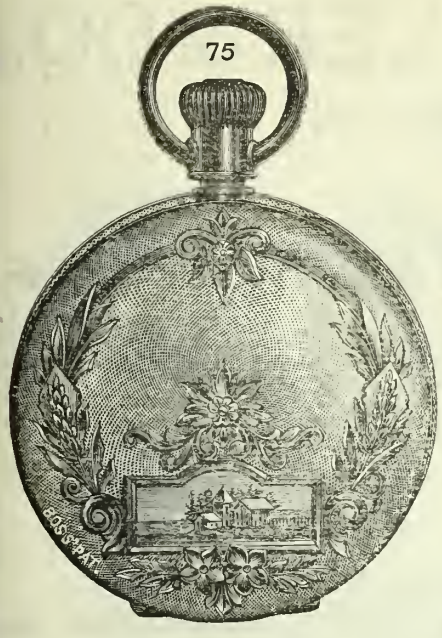
These Celebrated Cases have lately been reduced in price, and are now the Cheapest as well as the Best case made. Send for Price List to

McNAUGHT & LOWE,

CANADIAN WHOLESALE AGENTS,

16 WELLINGTON STREET EAST, - TORONTO

A FULL ASSORTMENT ALWAYS ON HAND.



AN ENTIRELY

NEW LINE

—OF—

: Engravings :

—ON—

JAS. BOSS'

Gold Watch Cases.







TRADE MARK

The handsomest goods ever put upon the market.

DO NOT BUY UNTIL YOU HAVE SEEN THEM.

They are now in the hands of all Canadian

WHOLESALE HOUSES.





SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

——MANUFACTURERS OF——

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES : WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

Highest Honors Awarded at the Toronto Exhibition, 1882.

TWO SILVER MEDALS AND A GOLD MEDAL!

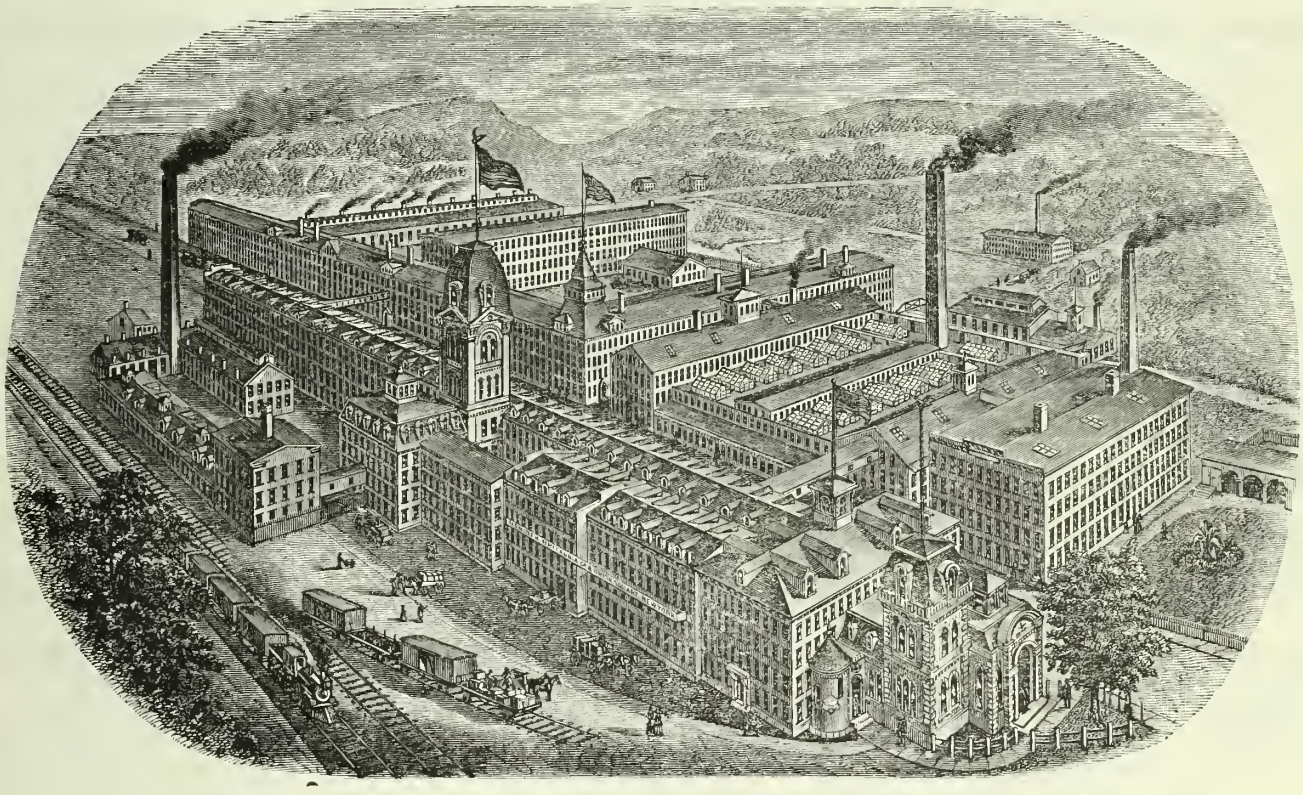
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OURWARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

SOMETHING NEW IN GOLD CASES

We would call the attention of the Trade to our

10 Karat Gold Cases.

These goods are manufactured by the American Watch Co. of Waltham, Mass., and are made in every Style and Size to fit the Waltham Movements. The outside, or wearing surface, is 14 karat gold. The inside, or not exposed surface, is 8 karat gold, and when taken together the case will assay 10 karat. Thus possessing every quality of a much higher grade of case, and for Style, Finish and Durability are FAR SUPERIOR TO ANY OTHER THAT IS OFFERED TO THE TRADE AT THE SAME PRICE.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

Robbins & Appleton,

SOLE AGENTS,

New York. Boston. Chicago. London,. Sidney, N. S. W.

A. C. ANDERSON & CO.

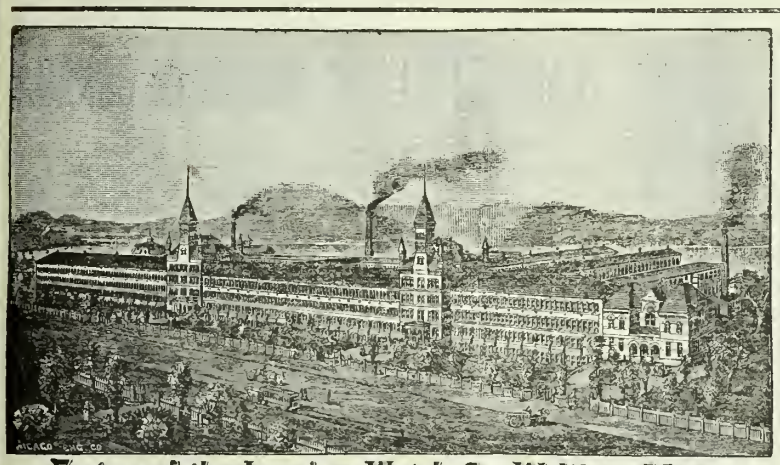
NEW GOODS. ❖ **NEW GOODS.**

We have just received a large consignment of New Spring Goods, consisting of Novelties in

CHARMS, LOCKETS, CHAINS,
BAR PINS, DROPS, BRACELETS, &c.

We make a specialty of getting new and fresh Goods for our Travelers to show our customers every trip.

A. C. ANDERSON & CO., - HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

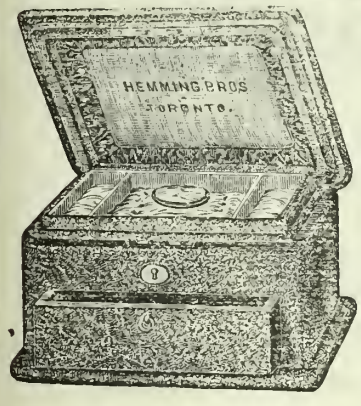
SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y.



52 ADELAIDE STREET EAST,

HEMMING BROS.,

MANUFACTURERS OF

WATCH BOXES. PAPER NEST BOXES.
JEWELRY BOXES. WOOD MAILING BOXES.
SILVERWARE BOXES. JEWELRY CARDS AND FINDINGS
JEWELRY CABINETS. OF EVERY DESCRIPTION.
SILVERWARE CABINETS. MEDICINE CHESTS.
TOILET & ODOR BOXES. SURGICAL INSTRUMENT BOXES.
BRUSH, COMB & MIRROR BOXES. FANCY BOXES, &c.
MUSIC ROLLS AND HOLDERS.

TORONTO CASE COMPANY TRADE H MARK

The above made in Plush, Morocco, Leather, Satin and Velvet.

Jewelry Show Case and Safe Trays for Rings, Watches, Lockets, Charms, Chains, BRACELETS, &C.

OUR SPECIALITY:

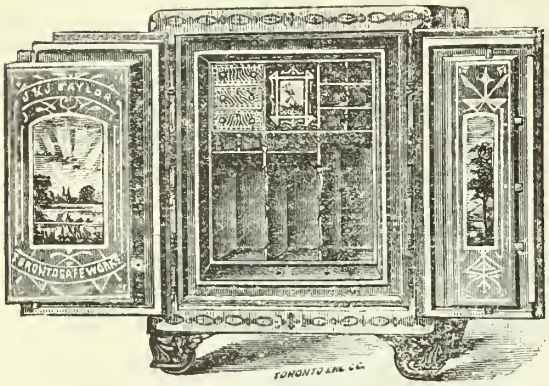
Travellers' Trays for Watches, Rings, Lockets, &c. Plain Canton Flannel Bottom Trays.

THE LATEST!

HEMMING'S PATENT SPRING SELF-LIFTING TOP!

By this ingenious invention Jewelers are saved the endless trouble of keeping open their boxes in the show cases; by simply pressing on the catch, the cover flies back and remains open. Sample box sent by mail.

HEMMING BROS.



J. & J. TAYLOR,

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

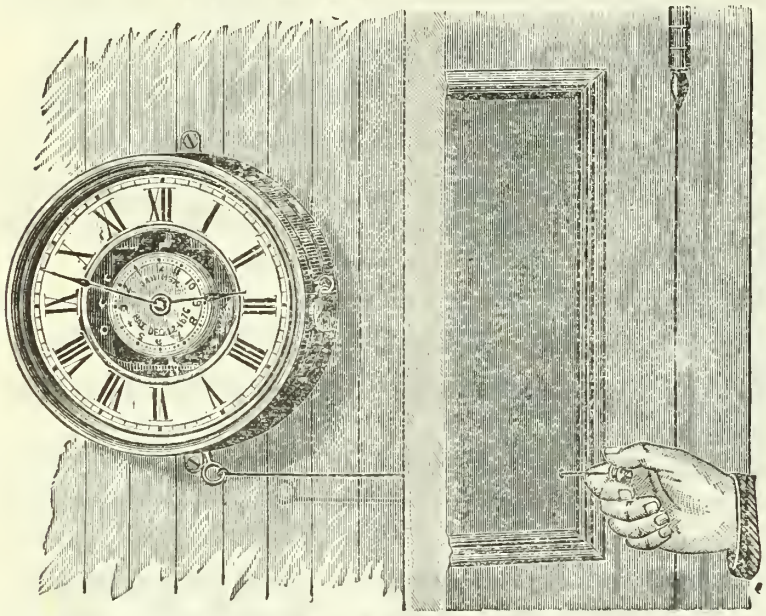
Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion



THE

LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks, Factories, Stores, &c.

Also just received The Meteor Illuminated dial clock Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS IN THE DOMINION.

Prices furnished to the Trade only.

N.B.—I keep on hand a Large Stock of Jewelry. Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

SAMUEL STERN,

WHOLESALE IMPORTER,

31 Wellington and 40 Front Streets East, Toronto.

McNAUGHT & LOWE,

WHOLESALE AND MANUFACTURING JEWELERS,

16 Wellington Street East, - Toronto, Ont.

MARBLE CLOCKS.

Received from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS which we offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call and see them.



GOLD AND SILVER HEAD CANES.

We have now in stock a full line of Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

GOLD AND PLATED JEWELRY.

A full assortment of the latest American and English novelties on hand. Prices low.

THE TRADER.

TORONTO, ONT., MAY, 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE CREDITORS' RELIEF ACT.

The late session of the Ontario Legislature, although more fruitful of political clap-trap than real legislation for the good of the Province, should receive credit for at least one good deed, viz.: the bill to put in force "The Creditors' Relief Act of 1880." Our readers will remember that when in 1870 "The Dominion Insolvent Act" was repealed, it at once became apparent that if nothing were done by the Provincial Legislature to prevent such abuses, that the fair name of Canadian merchants would be seriously damaged by the old abuse of preferential creditors and assignments. In order to prevent this as much as possible Mr. Mowat in 1880 introduced his Creditors' Relief Act above alluded to, which was intended as a check upon such practices, and was supposed to come in force as soon as proclaimed by the Lieut.-Governor of Ontario. Although there was much speculation at the time as to the power of the Ontario Legislature to pass any such measure, it is stated that it was informally agreed between the Ontario and Dominion Governments that the latter should legislate in such a manner as to remove any doubts upon the subject, and that on this being done the Lieut.-Governor's proclamation was to issue.

The Dominion Government however not being strong enough in the back to resist the clamor of the lower Canadian members for a continuance of the repeal of the Insolvent Act, nothing has been done in this direction by the Government themselves, although each session has furnished its quota of private insolvent bills, which have been quietly strangled along before the Usher of the Black Rod has had his final opportunity of posing before the members at three hundred dollars per bow.

In the meantime, as every reader of THE TRADER knows, fraudulent preferences have in many cases been the order of the day, and this state of things has done not a little to curtail trade at home and injure Canadian credit abroad. Indeed in the case of British creditors it is an open secret that quite an agitation has been raised in the mother country to discontinue credit sales in Canada altogether until English creditors were placed in as good a position as those in Canada.

"Urged by the necessity of the case the Ontario Parliament at its session just closed decided to wait no longer for Dominion legislation, but to put the Creditors' Relief Act at once into force. Accordingly the clause about the Lieutenant Governor's proclamation was repealed (Administration of Justice Act, 1884, sec. 2), and the Creditors' Relief Act thereupon came into force and is now the law of the land. It does not affect the rights of execution creditors under writs of execution delivered to the sheriff before the Act came into force on 25th March last.

The object of the Creditors' Relief Act is to abolish priority of and among execution creditors. It provides that a sheriff on executing a writ shall keep an account of money received and shall divide it rateably among all execution and other creditors whose writs, or certificates under the Act, are placed in his hands within one month from the date of the entry in his books. If a debtor permit an execution to remain unsatisfied till within two days of the time fixed by the Sheriff for the sale of his goods, other creditors may proceed in the following manner in respect of debts which are overdue:—

An affidavit of the debt is to be made by the creditor; a certificate is to be obtained from the Sheriff showing that such proceedings have been had against the debtor as bring him within the Act; a copy of the affidavit is to be served on the debtor; the affidavit and Sheriff's certificate are to be deposited with the County Court Clerk. Then if, within ten days after the service, the claim is not disputed, the County Court Clerk will deliver to the creditor a certificate of the claim; this certificate is to be delivered to the Sheriff, and, from the time of such delivery, the claimant is to be deemed an execution creditor, and entitled to share with other execution creditors. On receiving the certificate the Sheriff is to make further seizure sufficient, if possible to satisfy the new claim. The object of this procedure is to avoid the expense of unnecessary suits. In case of the debtor disputing the claim he is to file with the County Court Clerk an affidavit stating that he has a defence, and the question will be decided by the County Court Judge; or where there is a dispute as to material facts, or when the sum in controversy exceeds $400, the judge may send the matter to a superior court.

A Division Court judgment is to entitle a creditor to equal rank with a creditor holding a County Court judgment.

The judge is endowed with power to grant time to the debtor where this can be done without injustice to the creditor.

The procedure under the Act is exceedingly simple and inexpensive, and while affording creditors all the protection which it is in the power of the Legislature to grant, will not be oppressive towards any honest debtor.

It is but fair to add that the clause in the "Administration of Justice Act, 1884," which brings into force the Creditors' Relief Act, was passed with the unanimous consent of both sides of the House."

THE COMING METAL.

Although aluminum has long been known as one of the most useful of metals, the difficulty of obtaining it has hitherto proved an almost insuperable obstacle to its general use. It appears however, that scientific research has overcome this objection and aluminum can now be obtained in quantities sufficient for the present necessities of trade, and at prices far below its former value. If all, or even half is true, that is claimed for it, this metal which may almost prac-

tically be regarded as a new one, has a great future before it, and bids fair to rival iron in its wide range of adaptability. For many purposes it must certainly supersede all metals in present use, and if the price can be reduced low enough to bring it within the reach of the practical trades it will give iron and steel a hard race for supremacy. The manufacture and development of this metal is still in its infancy, and we await with a great deal of interest, its introduction on an extended scale into the manufactures of the world. Manufacturers have long been looking for some such metal, and if this fills the bill its success is assured from the start. In this connection we clip from our esteemed contemporary "The Watchmaker and Jeweler," of London, England, the following account of this metal, which may prove of interest to our readers :

"Aluminum, with one exception, is the most abundant metal known. The material, alumina or clay, from which it is produced is not confined to any locality or country. It is found everywhere. It is more than half a century since the eminent German chemist, the late Frederich Wohler, who for fifty years was Professor of Medicine and Director of the Chemical Institute at Gottingen, discovered aluminum and that it could be produced from common clay and from alum and still it is among the least familiar of metals. Its usual price is £4 per pound, and until the past year it has only been known as "aluminum gold." After many experiments extending over a series of years its manufacture was abandoned, except in one instance, to the French, who only produced it in inconsiderable quantities. After more than thirty years' labor and at a cost of more than £250,000, the eminent chemist and metallurgist, James Webster, has discovered a method of making aluminum by burning or roasting alum, instead of making it in the old and tedious way by precipitation. By the new process it takes only one twenty-fourth of the time required by the old method and costs less than one-tenth as much. Instead of producing the alumina powder by the old and slow method of precipitation, Mr. Webster burns the alum with pitch in a calcining or roasting furnace, prepared expressely for this purpose, the product being a grey ash or powder, in appearance much like the ashes or cinders from an engine furnace. This grey powder, according to all scientific authorities, is no more or less than burnt alum. By another process this ash is converted into another product, which contains from eighty-four to ninety-five per cent. of the alumina, having left behind it several bi-products, which nearly pay the cost of working. The alumina thus produced is better than by the old method of precipitation, in that it is much finer in texture and almost entirely free from silica. The discoverer has been producing 200 pounds of alumina per week for more than a year, the value of which is £4,000 or £208,000 per annum, the result of which has been that at the present time a manufactory which covers more than one-half an acre is kept busy night and day, with orders for more than fifteen months' work. The present output is twenty tons of aluminum metal per week. From the results already obtained by the aluminum bronze factory (near Birmingham) it is plainly evident that in a very short time this almost new and peculiar metal, which never oxydises or corrodes, and which never tarnishes under any circumstances, to which can be given the color of gold, silver, bronze, or purple, and which differs from all other metals in that it is never produced direct from ore, but only by a long and elaborate process, must become an important factor in the manufacture of jewellery ; and not only so, but that almost every article made from metal, from the screw-propeller or anchor of the largest steamship down to the tiniest teaspoon, must be manufactured from it, or its alloy or bronze.

The chief value of aluminum, at present, is in tempering or giving strength and a surface or body to alloys, bronzes or metals, so that they will not corrode. To copper, tin or zinc it gives such properties as can be obtained by no other means, softening their nature while increasing their real hardness and strength, and enabling them to resist all the tests applied to gold or silver, preserving them from corrosion and rendering them more ductile and refined, and giving them a surface and body that withstands the chemical action of the elements. As a result of this new process of making aluminum, all plated goods, nickel or silver, watch cases, cups, saucers, spoons, knives, forks, gun and pistol barrels, pistol handles, gun, harness, carriage and saddle ornaments made of brass, nickel, German silver, bronze or silver, must give way to those made of aluminum or bismuth bronze. Pianoforte wires made from it will vibrate ten seconds longer than the best now in use. The tensile strength of aluminum or bismuth bronze being the same, only in the latter 1-1800th part of bismuth is added, had been proved, by repeated tests, to bear a strain of forty-two tons to the square inch, or fourteen tons more than gun metal, and twelve tons more than the best Bessemer steel. Whenever and wherever there is need of a metal, and one is demanded that cannot crystallise or corrode under any circumstances, a metal that combines great strength and flexibility, it is plain that aluminum must be used. In the tests already made with propeller screws, blades, journal bearings and heavy artillery made from aluminum or bismuth bronze, as against those made from the best gun metal, the ship builders decided in favour of the former as the strength was so much greater and the weight so much less, being only one-fourth as great."

Selected Matter.

A STRANGE STORY.

"A more serious matter than that occurred to me," said a little man seated near the fire, and whose head was bald and his whiskers grey, though he was scarcely middle-aged.

It was in the snug commercial room of the "Seraph," at the little town of Evergiveany, on the borders of Wales, one November evening, about ten years ago. We were six in number. In the easy chair reclined little Larkey ; on the sofa sprawled Larkey's son, a big fellow six feet high, who had been a mate in the merchant service, and, tired of the sea life, had lately taken to helping his short parent on the road. Bould, in the tea trade, generally talkative and given to punning, was unusually silent, and sat quietly smoking, in which occupation we were all engaged except one, who appeared too fidgety to do anything in particular. This man, Baldwin, after displaying symptoms of restlessness for about half an hour, rang the bell for "Boots." On that functionary appearing, Baldwin said to him, "Has my portmanteau arrived?" "Can't come yet, sir," replied Boots ; "train not due for another twenty minutes. Let you know then, sir," and exit. Baldwin explained that, on changing trains at the Pwllypant Junction, he had left his portmanteau in the carriage for Drakesa, and he feared it might have been stolen, and should such prove to be the case the matter would be unpleasant, as there were fifty pounds of hard cash in that portmanteau. He had, however, wired to the junction, and hoped to see his property by the next train. This was what elicited the remark from the small man with the bald head, who, till that moment, had not uttered a word since he had lighted his pipe for the evening.

We all turned towards our new friend, who, after a short pause, said: "It's rather a long story. Would you like to hear it ?"

Our replies may be readily imagined, and the bald-headed man, after a few preliminary puffs of his pipe, began his tale as follows :

"It's some years since, when I travel-

THE BEST

The Dueber 14 Karat Gold Filled Watch Case.



This new and elegant Watch Case was first introduced to the trade March 1st, 1884, is made under J. C. Dueber's U. S. Patents, No. 290869 and 290870, dated December 25th, 1883, and is constructed throughout from 14 Karat solid gold bars rolled down over composition metal, except pendant bow joints, joint plugs and thumb pieces, which are solid gold. Contains more gold than any other filled case, and is finished and engraved with that degree of excellence which gives "The Dueber Cases" a world-wide reputation for superiority over every other watch case made.



For Sale by all reliable jobbers in watches throughout the Dominion. Send for price list. Purchase a sample lot and you will in future keep no other in your stock.

THE DUEBER WATCH CASE MANUFACTURING COMPANY, CINCINNATI, U.S.A.

led for Lever, Garnett & Co., the great watchmakers and jewelers, that the affair I have alluded to occurred. I did not take patterns or stock of jewelry, but represented the watch branch of the concern only, and carried with me on my journeys a stock of watches worth considerably more than a thousand pounds. These watches were arranged on trays in an oblong mahogany box, securely bound with brass and fitted with patent locks, and the box was of a size to go conveniently under a railway seat. It was my duty not to lose sight of this box when on the rail, and when at an hotel I always had it sent into my bedroom at night. On one occasion I was going to Ireland, and had taken the night express from Stafford, booking to Dublin, via Holyhead. I saw my box deposited under the seat of a second-class carriage, and had the compartment to myself till the train arrived at Chester. There another passenger entered, and seated himself in the further corner, on the opposite side to me. For a while I took no particular notice of the new-comer, but indulged in reverie while smoking this merschaum. [It was not so highly colored then as it is now, he added, parenthetically.] After some time I looked at my companion, and wondered who or what he could be. He was of angular and rather powerful build, and, being in ill-fitting, seedy black clothes, with a dirty white necktie and a shabby box hat, he had somewhat the appearance of a backsliding preacher or dissipated undertaker. But there were two little matters connected with this gentleman which I could not quite reconcile with either of these hypotheses. The first was, that, although his hair was rough and short behind, he had a long greasy lock twisted forward from each ear ; the other, that out of a bundle he had with him protruded the dirty ends of a pair of corduroy trousers.

"Being tired, I soon gave up thinking about the man, as I could make nothing of him, and went to sleep. I was awakened by the train stopping at the Holyhead station. My late travelling companion had departed, and as I knew that every compartment would be searched and all the luggage taken down to the Dublin steamer, I left my box under the seat, went to the refreshment rooms for a short time, after which I walked down the rails to the pier and on board the boat. There was the usual scene of confusion attendant on the departure of a Channel steamer at night—passengers wandering about, sailors bawling, hauling and calling, steam blowing off, and so on. The baggage had been deposited promiscuously on the deck, and some men with lanterns were engaged in sorting the packages and preparing to lower the larger ones into the hold. I did not see my box, but at first was not uneasy about it, believing it to be hidden somewhere among the rest ; till, as one package after another was shifted and it did not appear, some misgivings came over me. I asked the men as unconcernedly as I could if they had seen a box of the description I gave ; they had not, and then I became alarmed for its safety. My next step was to speak to the mate, who, on hearing of the valuable contents of the box, took a lantern and helped me in my search. We looked in every likely and unlikely place, but with no success. By this time the vessel was steaming along on her way to Dublin, and the captain had descended from the bridge that the mate might take his place as usual. On learning what was the matter the captain asked if there were any other passengers in the compartment in which I had travelled from Stafford. I then thought of, and described, the man who had got in at Chester. Thinking he had probably stolen the box, and was on board the boat, we looked about for him. He was not among the cabin passengers, and I accepted the captain's invitation to go 'for'ard,' where we scrutinized those in the forecabin ; but with no result, except that of making them wonder what on earth—or, rather, water—we were looking at.

"'I'm afraid it's a bad job, sir,' said the captain ; 'but your only chance is to make yourself comfortable and go back by the return boat to Holyhead, where you will be able to make enquiries about your box of the station master. You'll be there in the morning, and I wish you success. I'm just going to have a glass of grog, and then I shall turn in.'

"Making myself comfortable was out of the question ; but I did return by the next boat. I met with every attention I could wish for from the officials at the Holyhead station. Every nook and corner was searched ; porters, engine cleaners, and all were had up and examined by the station master ; but with no result."

Here the speaker paused to refill his pipe.

"Ah !" said Baldwin, "of course you never heard more of the box or its contents."

"Hold on," said Larkey, junior ; "the yarn's not finished yet !"

"The rest may appear improbable," resumed he of the bald head ; "but is true, I assure you.

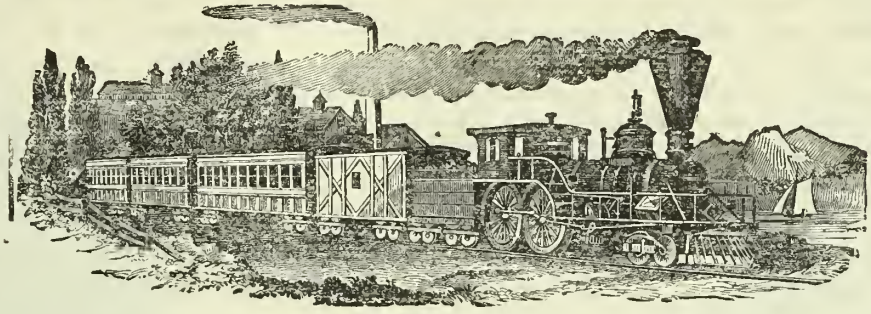
"As you may imagine, I was nearly distracted by anxiety and want of rest ; but it was of no use to wait about at Holyhead, so I determined on going up by the next train. The question was, where to go ? I could not bear the thought of presenting myself before my employers *minus* their property, which had been entrusted to me, without making some further effort. As it appeared utterly hopeless to recover the box and its contents, I took a ticket to Chester, having some vague notion that, as the suspected party had entered the carriage at Chester, I might find him there."

"Not likely," said Larkey, senior.

"You are quite right, but in these cases one catches at a straw.

"I had settled myself in an empty compartment, when, just as the train was moving off, a man got in, and, after taking off his hat, pulled out of his pocket a newspaper, and appeared to read. He was an ordinary-looking individual—might have been taken for a farmer, or, perhaps, a well-to-do tradesman. After scrutinizing him attentively for some time, I moved towards him, and said, 'Excuse me, you are a policeman, are you not ?' The man looked up from his paper, and gave me a searching glance, and said, quietly, 'Well, suppose I am ?' I told him about my loss. He appeared to pay very little attention to what I was saying, keeping the newspaper in his hand, and looking at it from time to time, except when I described the man who got in at Chester, about whom he questioned me rather closely. When I had finished he said, 'I *am* a detective ; but how do you know it ?' 'By your boots,' said I. 'You have the regulation police boots.' My new acquaintance said there was little chance of my ever seeing the watches again, though he would do what he could for me if I would strictly follow his instructions, which, of course, I was glad enough to do ; and they were as follows : 'At Chester there will be a delay of ten

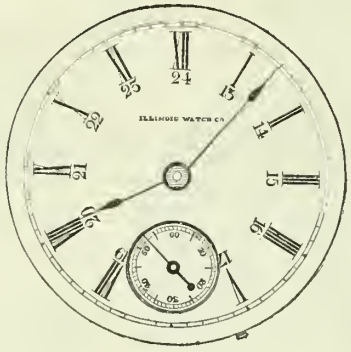
ON TIME!



The ILLINOIS SPRINGFIELD

"RAILROADER."





Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new

EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT.

Warranted by the

ILLINOIS WATCH COMPANY.

FOR SALE BY ALL JOBBERS.

minutes. Get a ticket for Stafford. Take no notice of me. If I brush past you, or even get into the same compartment as yourself, do not look at me. When you arrive at Stafford go to your hotel, say nothing about your loss to anyone till you see me. I shall be with you about four o'clock.' I went to Stafford, settled myself in the coffee-room of the hotel, and, though the people about wondered at my return, I kept my own counsel. I ordered dinner, as a matter of course, but nothing could I eat.

"Four o'clock came; five; six. My travelling friend did not appear. Could I be hoaxed? You may imagine the state of my mind and nervous system—describe them I cannot. Towards seven o'clock he walked in, as he said, 'just to show himself.' Could give me no hope. 'Keep yourself quiet,' said he; 'I'll see you again at nine,' and went away. 'Nine!' said I to myself, 'that will be ten or later.' However, at half-past eight in came the detective, and said, 'Come out quietly with me.' I went with him to the police station, where I was introduced to the superintendent, and shown into a dimly lighted room. The superintendent, pointing to something in the corner, said, 'Is that your box?' Yes; there it was. At first I was ready to dance for joy; but, in a moment, I thought, here is the box, but how about the contents? Where are the watches? The box was opened—every watch was there—but not only were the trays sadly battered about, nearly every watch-glass was broken, and the watches arranged—or, rather, disarranged—in a most remarkable manner. The first thing I did was to select a twenty guinea watch, and present it to the detective; my next to invite him and the superintendent to supper. The superintendent declined, but the detective came, and we kept it up rather late. I was not a very early riser on the following morning.

"'Well,' said I, 'how did it all come about?'

"'In this way. The detective and an assistant were on the track of two men suspected of robbing and attempting to murder a farmer in Yorkshire on his return from market. They had tracked the thieves to Holyhead, and then lost scent. My affair, through the fortunate circumstance of the detective getting into the same compartment as myself, put them on the right track, and hence the result. They were caught at Stafford. A struggle ensued, which accounted for the breakage of the watch glasses; and the fellows were tried and convicted subsequently for the other offence."

"How about Lever and Garnet?" said Bould.

"I went up the next day and reported the matter faithfully."

"Well?"

"They discharged me."

"Served you right," said Larkey, senior.

"Hard lines—very!" observed Baldwin in a sympathetic tone.

"But they reinstated me the next day, saying they hoped the affair would be a warning to me to be more careful in future."

Here the door opened, and the Boots of the "Seraph" put in his head. "Mr. Baldwin, your portmanteau's come, sir, and quite safe." "That's a relief," said Baldwin. "Ring the waiter's bell."—*J. R.*, in *On the Road.*

ARTIFICIAL DIAMONDS.

New York *Post*:—While the attempts of chemists to manufacture genuine diamonds have always ended in failure (except, perhaps, in the production of carbon atoms too minute to have any commercial value), the many efforts to imitate the diamond have resulted in considerable success, and all previous imitations have been surpassed through a process lately introduced in France. Large quantities of the artificial gems thus made have recently been imported into this country, where they are sold in the trade under the name of "heliolas," a diminutive of the Greek word *helios*, the sun. They are manufactured from the colourless glass known as strass, which has long been extensively used as a basis for artificial jewels, but which in this case is subjected to a new treatment. After the application of great heat, this substance is plunged into cold water, and the consequent sudden chilling has a powerful contracting influence, so that the grain of the strass becomes exceedingly close and fine. Hence the glass is made very clear and transparent, and given a remarkably hard surface, which is susceptible of a high polish. Then it is cut and polished like a real diamond, the cutter using a leaden wheel, with oil and diamond dust; but, while the genuine stones are always cut singly, a number of the heliolas are fastened with wax in a row upon a stick and are all cut at the same time. For the original foil backing to give brilliancy to an artificial gem, a very small bit of foil is substituted, which is attached to the cutlet, or centre of the back. In this way the transparency of the stone is preserved, while the light is reflected into its heart.

When first made in Paris, about two years ago the heliolas were produced in comparatively small numbers, and, being sold by but few establishments, were introduced at first among the better class of people, for whom they were set in silver combs, tiaras, and other ornaments for the hair. Their brilliancy and close resemblance to genuine diamonds gradually caused a large demand for them, and the Paris trade in them became extensive about a year ago. Their importation to this country began some seven or eight months since, and is, rather singularly, controlled by a Maiden Lane firm of dealers in genuine diamonds. They are used for a variety of purposes. Besides being suited for stage jewels, they are largely taking the place of Rhine stones, in back combs, and they are set in rolled plate or low-carat gold for jewellery of every form. To a much greater extent than the uninitiated would imagine, they are worn by ladies who are the owners of real diamonds, but who have temporarily parted with the possession of their gems. When a speculator in Wall-street or elsewhere "comes to grief" of a serious character, it is not infrequently found advisable to pawn his wife's diamonds if they represent a considerable capital It is also considered advisable that their absence should not be remarked, and as temporary substitutes the heliolas are found very convenient and deceptive.

A jeweler of this city succeeded last season in greatly astonishing the guests of a summer hotel, where he was staying with his wife and several daughters. A ball being given at the resort, he borrowed from friends in the trade a large quantity of heliola jewelry, and the female members of the family appeared at the entertainment in such a blaze of gems that the admiration and envy excited were surpassed by the general amazement.

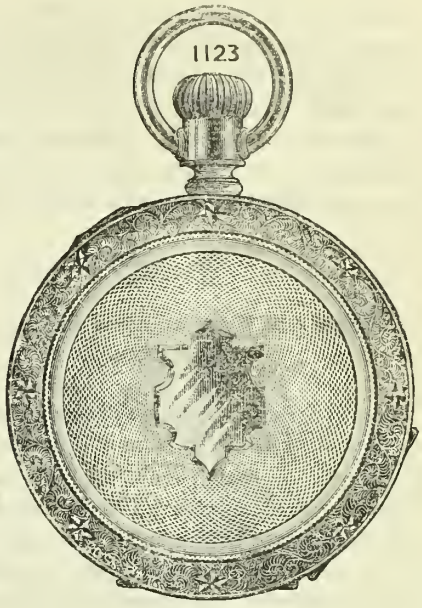
The heliolas are cut in both brilliant and rose forms, and are of all sizes, shapes, and colours. Generally they are pure white. The unset stones are graded in certain sizes, to conform to the caret sizes of genuine diamonds, and are sold, according to size, at from $20 to $50 per

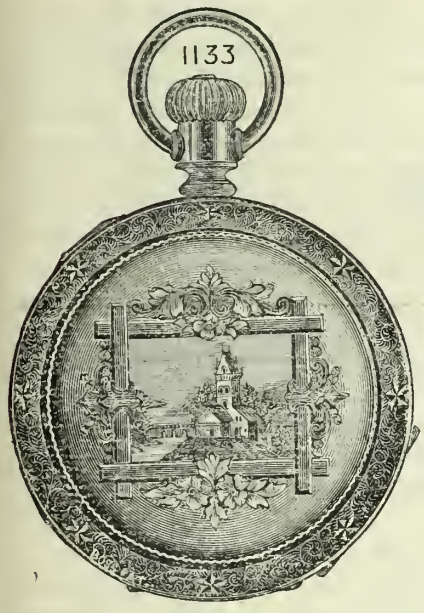


THE NEW

JAS. BOSS

Gold Watch Case





THE PEERLESS

The Handsomest Watch Case ever put upon the Market.





Now in the hands of all Canadian

WHOLESALE HOUSES



gross. When set and worn, their resemblance to the real gems is such that they are likely to be mistaken for them by all but experts. The latter, however, cannot be deceived, as there is a peculiar light in the flash of the true diamond which even this imitation does not reproduce.

GERMAN WATCH AND CLOCK MAKERS.

The old church at Lubeck is considered to contain one of the most ingenious specimens of early clockwork that has been preserved. It represents the changes of the heavenly bodies until the year of 1875, and when it strikes twelve, a number of automaton figures are set in motion; the electors of Germany enter from a small side door, and perform the ceremony of inaugurating the Emperor, who is seated upon a throne in front. Another door is opened, and Christ appears, when, after receiving His benediction, the whole cavalcade disappears midst a flourish of trumpets by a choir of angels. On each side are bas-reliefs illustrative of passages in the life of our Saviour. In that of the Last Supper a mouse is seen peeping from beneath the white table cloth, and this animal represents the armorial bearings of the once puissant city of Lubeck.

The English and the Augsburgians became famous for their clocks and watches, and made many of the latter, as well as clocks, which showed the hours, phases of the moon, and the days of the month. At Augsburg were also constructed most of the clocks and watches with moving figures, such as a moon, a monkey blowing a trumpet, and similar toys moved by clockwork concealed within them. These toys were chiefly made and used for presents from the ambassadors of Christian countries to Oriental princes and barbarians. It is stated that a miniature silver army of cavalry and infantry was made at Nuremberg which moved their limbs, went through their exercises and fired, by clockwork within them. In the cities of Augsburg, Nuremburg and Ulm, clock and watchmakers were obliged to observe certain ordinances; and also, as a proof of their skill and ability for a masterpiece, to make a horizontal square or hexagonal table clock; masters' sons were free to choose which, and eight months' time was given them to complete the work. The artists of Augsburg and Nuremberg used to take their clocks and watches in great numbers to the fair at Leipzig, and thus they were spread abroad over Europe. Nicholas Rugendas was a celebrated clock-maker of Augsburg in the fifteenth century.—*Ext. of Correspond.*

Jean Mouchel was the proprietor, in 1819, of an estate in Normandy that had been in the possession of his family since 1715. A foundry was on the estate, and he was fortunate enough to discover the secret of an alloy that produced the finest brass yet known, which is still prized in the market, and called Mouchel brass after its inventor. The foundry and estate have descended to J. O. Mouchel, whose exhibit of brass at the Paris Electric Exposition did honor to his family name. One coil of copper wire was shown that only weighed four kilogrammes, and yet it was 60,000 meters in length. A German silver wire was also exhibited one millimeter in diameter and 10,000 meters in length. The Mouchel establishment furnishes platinum wire, when desired, only a fraction of a millimeter in diameter—a difficult job—besides every variety of metal in every conceivable shape.

The Besancon Chamber of Commerce in its annual report states that the total number of watches made in that town last year was only just short of 500,000, or nearly 50,000 more than in 1881, when the total was 448,680, the average for the preceding five years having been 440,000. The proportion of gold to silver watches throughout this period has been about one of the former of two of the latter, and taking the average value of the gold watches at £3 8s., and that of the silver watches at £1, the Chamber of Commerce estimates the total value of the goods manufactured last year as a trifle over £900,000. The number of watches imported from abroad is diminishing every year. In 1881 there were imported 32,156 gold and 60,554 silver watches, but last year the total had fallen to 28,218 gold and 48,704 silver watches, and nearly all of these came from Switzerland. In other words the total number of watches sold in France last year was 568,722, of which 86 per cent. was made at Besancon.

A VALUABLE CLOCK.

Some time ago a well-known native of Bombay offered to give a new clock and chimes to the University of Bombay, and deposited a large sum of money with the authorities to carry out his generous intention. The gift has been manufactured in London and is about to be shipped to Bombay. Doubtless it is such a timepiece as India never saw. The dials, of opal glass, are thirteen feet in diameter; it is fitted with an apparatus enabling it to telegraph its time daily to the observatory and to correct all the other clocks in the city, and connected with it is a chime of sixteen bells which can play automatically, sixteen tunes and 150 changes.

A NOVEL EXHIBITION.

A steamboat of 3,000 tons, named the "Viceroy," has been been equipped in London, for carrying a portable exposition, and is to receive a large variety of English exhibits. It will make the tour of the world, and stop in the principal ports of the different countries. The aim of this entirely novel enterprise is to bring before the eyes of foreign buyers the specialties of the manufactories of London, Birmingham, Manchester and other great centres of industry, and thus save to foreigners the trouble of a voyage to England. The cabins and all available space will be transformed into exhibition rooms.

Herr Charles Reuge, watchmaker, of St. Croix, has invented a pocket watch which is a master-piece of art. It shows hours, minutes and seconds, and contains miniature musical works with two tunes. It plays only every hour, but by pressing a little spring it can be made to play at will.

BUSINESS CHANGES FOR APRIL.

W. Sanderson, jeweler, Peterboro, Ont., stock damaged by fire; "Derby Silver Co.," Toronto, Ont., have closed their Canadian branch factory; John A. Moore, crockery, Winnipeg, Man., assigned in trust; Arthur Chown, hardware, Kingston, Ont., admitted A. F. & O. Chown as partners, style now A. Chown & Sons; Thompson Bros. & Forest, jewelers, Winnipeg, Man., dissolved, C. F. Forest continues alone; Pollock & Co., jewelers, Winnipeg, Man., stock in possession of the Customs authorities; John M. Campbell, hardware, Drummondville, Ont., sold out; G. M. Welton, hardware, Mount Forest, Ont., sold out to H. R. Welton.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,

Wallingford, Conn.

No connection with any concer in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

BUSINESS NOTES.

Mr. Samuel Stern, the well known wholesale merchant and "clock king" of Canada, sailed for Europe on the 10th of last month, to purchase goods for his fall trade. We wish him a prosperous trip.

Michael Cronin, a watch-case manufacturer of Germantown, Pa., was arrested yesterday on a charge of obtaining $17,000 worth of gold bullion under false pretences from a firm in New York city.

Mr. Charles Segsworth, of the firm of John Segsworth & Co., Toronto, sailed for England *via* New York last week. The Trader wishes him a prosperous voyage, a pleasant trip, and a safe return.

Geo. A. Neveux's hardware store, Windsor, was entered by burglars on the morning of April 1st. The showcase, containing $75 worth of cutlery, was relieved of its contents, and between $5 and $10 were taken from the till.

The Waltham Watch Company, having got down to hard pan prices first, have been the first to reap the advantage of the change. They report trade good and demand for both home and export increasing.

John Segsworth & Co., the well-known wholesale jewelers, of Toronto, have purchased the warehouse next door to the Bank of British North America, on Wellington street east, where they propose eventually to remove. Wellington street should now be dubbed the Maiden Lane of Toronto.

S. T. Culp, jeweler, of Toronto, has not discovered perpetual motion, but he claims to have a machine that works on a two per cent. margin. Mr. Culp's invention is well adapted for revolving platforms in show windows and in this line at least there should be a fortune in it for him.

The Lancaster Watch Company after a good many relapses has finally ceased to exist. They had a good thing but did not know how to handle it, and its demise may be put down like lots of other failures, to incompetence and bad management.

The Customs authorities have seized the stock of Messrs Pollock & Co., jewelers, of Winnipeg, Man. The firm are charged by the department with smuggling goods, and a searching investigation of their affairs has been ordered. We have no doubt that the firm will be able to shew a clean record and free themselves from any taint of evading the law.

Says the Halifax *Recorder*:—A man giving his name and address—Thomas A. Gough, 90 Kempt road—writes to the *Recorder* saying: I have a clock that always has kept excellent till the "standard" came in vogue. On the day of the change I altered the clock to the new time. To my surprise it returned within ten minutes to the regular time. I have tried setting it to standard time on a dozen occasions, but always with the same result. I am willing to let anyone try it on this clock, as I am convinced it will not keep the standard time. Is this clock more intelligent than our wiseacres?

Two men were recently arrested in Windsor on suspicion of having attempted a burglary at Hall's jewelry store. The door was found forced nearly off its hinges. The burglars were frightened away and subsequently arrested. They claimed to be brothers, and gave the names of Edward and William Steentons. They were discovered hiding behind the building. After a struggle they were arrested by two officers. During the struggle one of them attempted to use a revolver, but was knocked down. They were taken to Sandwich, and will be held at the Assizes on a charge of attempted burglary.

Larceny from an Express Company.—About two weeks ago the officials of the American Express Company found that a gold and silver watch had been stolen from their office at the Union depot. The police were notified, and Detectives Hodgins and Burrows were detailed to work up the case. On Thursday last they found one of the watches and yesterday they found the other, and arrested Samuel Smith, a clerk in the employ of the company, on the charge of stealing the watches, and Thomas Naismith for receiving them, known them to have been stolen.

Medals.—At a meeting of the executive of the Toronto Industrial Exhibition Association, held on the 22nd inst., Messrs. P. W. Ellis & Co., of this city, were awarded the contract for making their gold, silver and bronze medals. This is highly gratifying, seeing that heretofore they have always had to have them made in England. We understand the above firm are now making medals a special branch of their business, and have at considerable expense purchased machinery for that purpose.

Billy Lawlor and Mark R. Lazier were taken to Kingston last month by Detective Flynn of Hamilton and Jailer Butler of Simcoe. Lawlor goes down for 10 years and Lazier for 3½ years. Both men are accomplished crooks. Lawlor was convicted as the principal in the recent big jewelry robbery at Simcoe, but none of his confederates were convicted. He has been engaged in many robberies throughout Ontario, but the police were until now unable to get him a long sentence. Lawlor is a clever cracksman, but he is nearly broken down in health and spirits and it will be a wonder if he lives his sentence out. Lazier is an imported confidence man. He fleeced several varnish houses in the United States and Canada. C. O. Ollcott, of New York, chairman of a committee of the varnish trade in the United States, issued a circular offering rewards for Lazier's conviction. Lazier lately arrived in Canada and commenced operations. He struck Simcoe, succeeded in obtaining $100 from two varnish dealers in that town by false pretences, was convicted and went to Kingston for the term indicated.

The jewelry store of J. M. Proctor, 272 Yonge street, was the scene of a most complete burglary on the 9th of April last. Some time during the night thieves effected an entrance through a back window, and after securing all the doors, carried off the entire contents of the safe, except the cash-box, which was so securely fixed in the upper part of the safe as to defy removal. So quietly was this effected, that the first intimation of the robbery was when Mr. Proctor tried ineffectually to enter the store in the morning. The police authorities were immediately notified, and Detective Reburn has the case in charge. Mr. Proctor gives the following list of the articles which he kept in the safe and which have all been stolen:—14 silver watches, double case, value $150; 48 gold rings, $200; 40 pairs gold earrings, $50; one gold necklace, $20; four gold-plated chains, $16; fifteen gold sleeve buttons, $50; 8 gold lockets, $60; 4 Lancaster watch movements, $24; 4 Elgin, Ill., do., $24; 2 Montauk, do., $6; a pair of gold bracelets, $60; total, $760. Mr. Proctor's stock-book and day-book, which were in the safe, were also stolen. So far none of the goods have been discovered.

"Hampden Watches" have ever had an enviable notoriety in the United States, where they have always commanded the very highest price in the market, and even then the demand has always exceeded the supply. The company has lately erected new buildings thereby more than doubling its productive capacity, and now proposes to keep pace with the demand for their goods whether for home trade or export. Their prices have also been reduced to keep pace with the times, and they now claim to furnish not only the best watch made in the United States, but the best value for the money. Mr. Rood, the general manager of the Hampden Company, is the right man in the right place, and while he is bound to keep his goods up to the highest standard of excellence attainable, he takes good care that they do not lag behind in the matter of price. Under such careful and energetic management we do not wonder that the company has achieved its present high standing and success or that it aspires to even greater things in the future.

We were pleased to receive a visit last week from Mr. Morrow, the general manager of the Illinois Watch Company, of Springfield, Ill., who visited Canada with a view to pushing the sale of the goods his company manufacture. The result of Mr. Morrow's visit has been a sweeping reduction in price in Illinois movements, and the planning of a vigorous missionary campaign amongst our retail jewelers. This reduction in price we predicted some time ago, and in making it the Illinois Company have shown themselves level headed business men, able and willing to discern the signs of the times.

WORKSHOP NOTES.

Old leather articles, such as leather bags, can be restored to their pristine freshness by an application of good blacking, a subsequent brushing, a very slight oiling, and an after dressing of gum tragacanth.

High chimneys for factories are now becoming unnecessary, by reason of the introduction of a new kind of oven. Any manufacturer, it is asserted, can place one of these ovens in his works, and obtain from every ton of slack he uses coke worth $2, tar and ammonia worth $1, and 14,000 feet of gas to generate steam. The coke, tar and ammonia will thus, it is claimed, considerably more than pay for slack, wear and tear, etc.

A small piece of resin dipped in the water which is placed in a vessel on a stove, says one who knows, will add a peculiar property to the

Highest Honors Awarded at the Toronto Exhibition, 1882.

TWO SILVER MEDALS AND A GOLD MEDAL!

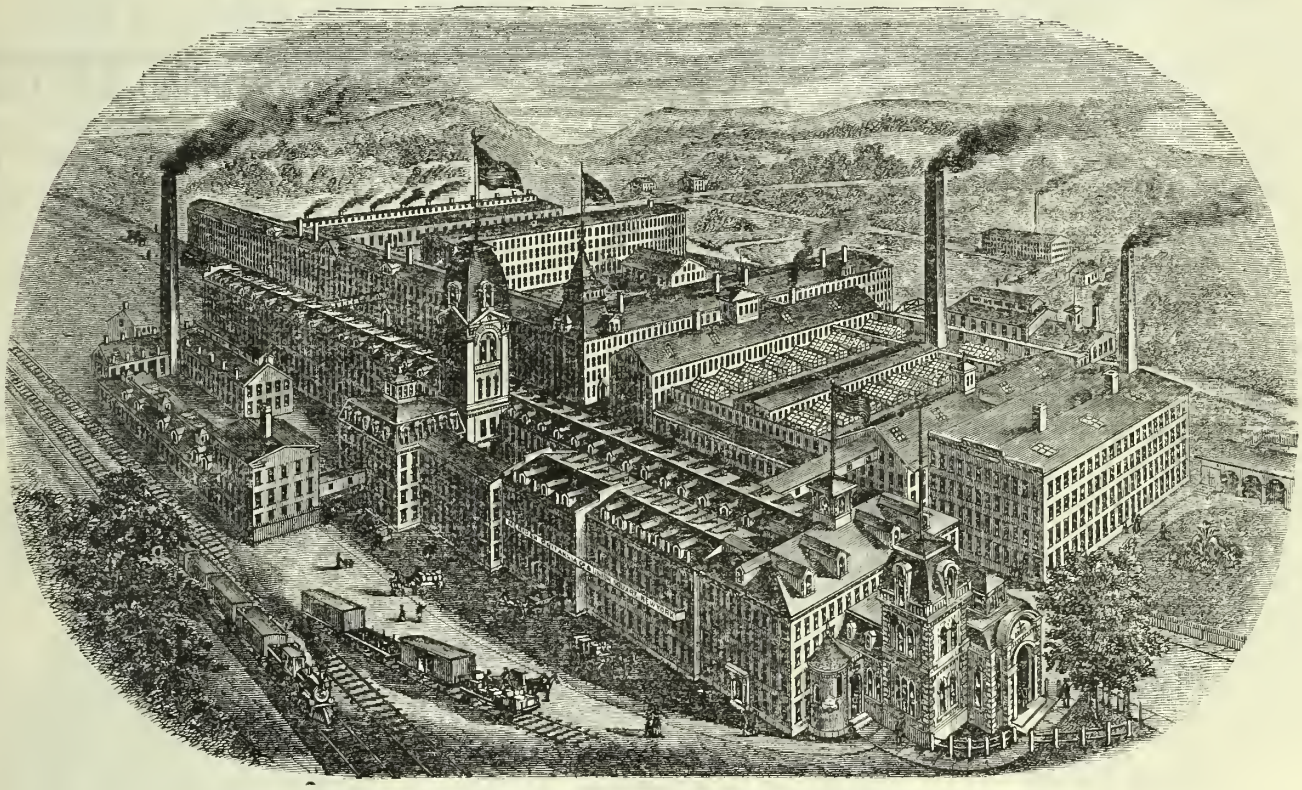
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

atmosphere of the room, which will give great relief to persons troubled with a cough. The heat of the water is sufficient to throw off the aroma of the resin, and gives the same relief that is afforded by a combustion of the resin. It is preferable to combustion, because the evaporation is more durable. The same resin may be used for weeks.

CINDERS IN THE EYE.—An exchange has the following; "A very simple and effective cure for cinders in the eye is within the reach of every one, and would prevent much suffering and expense were it generally known. It is simply one or two grains of flaxseed. These may be placed in the eye without injury or pain to that delicate organ, and shortly they begin to swell and dissolve a glutinous substance that covers the ball of the eye, enveloping any foreign substance that may be in it. The irritation of cutting the membrane is thus prevented, and the annoyance may soon be washed out. A dozen of these stowed away in the vest pocket may prove in an emergency worth their number in gold."

When an Armenian wishes to embellish a watchcase, he gets the precious stone set in gold or silver, with the lower part of the metal made flat or to correspond with that part to which it is to be fixed; it is then warmed gently and some glue applied, and the parts thus cemented never separate. This cement is thus made: Dissolve five or six bits of gum-mastic, each the size of a large pea, in as much alcohol as will suffice to render it liquid; in another vessel dissolve as much isinglass—previously a little softened in water, though none of this water may be used—in good brandy as will make a two-ounce phial of very strong glue, adding two small bits of gum-galbanum or ammoniacum, which must be ground until they are dissolved; then mix the whole with sufficient heat. Keep the glue in a phial closely stopped, and when it is to be used set the phial in boiling water. To avoid cracking the phial by exposure to such sudden heat, use a thin green glass phial, and hold it to the steam for a few seconds before immersing it in the hot water.

OTHER NOTES.

SINCE the barbed wire first made its appearance over 500 patents have been issued in the United States for the various improvements and alterations which have been made in its construction. There is more than $5,000,000 invested in real estate and machinery for its production, and it requires a working capital of $15,000,000 per annum to carry on its manufacture.

THE newest style of cheap advertising in London, that hotbed for such things, is this: A child of nine begins to cry terribly at the corner of a street till the crowd grows larger and larger. Nothing will he say till it becomes larger still, when at last he calls out quite loud so that all may hear that they may take him home to "19 Avenue road, at Smith, the boot-maker's, who has recently received a fresh importation of kid shoes from Paris."

DR. GIBBONS, in the *Pacific Medical and Surgical Journal*, cites a case of hypochondria in which a farmer imagined his nose to be a bundle of hay. He took great care not to go near a horse or cow lest his hay nose should be destroyed. Men are more likely than women, says the doctor, to have hypochondria, though women have hysteria oftener than men. The diseases are closely allied in their origin and nature.

CHEMISTS have just completed a series of experiments with zirconia as the base of carbon points in electric lights. The present base is petrolem coke. Zirconia is practically indestructible. The experiments are said to have been highly successful, and it is expected that with this material points may be made which will last a year.

THE standard of the Mahdi, captured at Tokar, has been presented to the Queen. It is about two and a half yards long and two yards wide, and is composed of red and yellow silk. On one side is an Arabic inscription, stating that it was presented by the Mahdi to the Governor of Tokar, and on the other a text from the Koran: "There is no god but God, and Mahomet is his prophet; every one professes the knowledge of God."

THE cutting of a diamond, believed to be the largest ever cut in the States, has just been completed in Boston, the process having occupied about three months. The stone was found in South Africa, and was imported by a New York firm. Its weight in the rough was nearly one hundred and twenty-five carats. The gem as perfected is very brilliant and beautiful, though it is not perfect in color, a marked yellowish tinge prevailing. As cut it weighs 77 carats. It is cut in a rounded cushion shape, with 56 facets, its size being nearly a full inch across and a little more than five-eighth of an inch in depth. The yellowish tinge disappears in artificial light. The value of the stone, which is about two-thirds as large as the Kohinoor diamond, cannot be stated, as diamonds of unusual size have no absolute value.

HOW BOYS' MARBLES ARE MADE.—Almost all the "marbles" with which boys everywhere amuse themselves in season and out of season on pavement and in shady spots, are made at Oberstein, Germany. There are large agate quarries and mills in that neighborhood, and the refuse is turned to good account in providing the small stone balls for experts to "knuckle-down" with. The stone is broken into small cubes by blows of a light hammer. These small blocks of stones are thrown by the shovelful into the hopper of a small mill, formed of a bedstone, having its surface grooved with concentric furrows; above this is the "runner," which is of some hard wood having a level face on its lower surface. The upper block is made to revolve rapidly, water being delivered upon the grooves of the bedstone where the marbles are being rounded. It takes about fifteen minutes to finish a bushel of good marbles, ready for the boys' knuckles, One mill will turn out 160,000 marbles per week. The very hardest "crackers," as the boys call them, are made by a slower process, somewhat analogous, however, to the other.

GEO. E. COOPER

ORNAMENTAL & GENERAL

ENGRAVER,

31 KING STREET EAST,

TORONTO - - ONTARIO.

ALL KINDS OF PLATE, JEWELLERY, ETC.,

TASTEFULLY ORNAMENTED.

Inscriptions, Mottoes, Crests and Monograms designed and engraved in first-class style. Terms Cash.

T. WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

FOR THE TRADE.

N.B.—A variety of Stones and Imitation of all kinds in Stock.

BUY THE



BECAUSE THEY ARE THE BEST IN USE.

These Celebrated Cases have lately been reduced in price, and are now the Cheapest as well as the Best case made. Send for Price List to

McNAUGHT & LOWE,

CANADIAN WHOLESALE AGENTS,

16 WELLINGTON STREET EAST, - TORONTO

A FULL ASSORTMENT ALWAYS ON HAND.

SOMETHING NEW IN GOLD CASES

We would call the attention of the Trade to our

10 Karat Gold Cases.

These goods are manufactured by the American Watch Co. of Waltham, Mass., and are made in every Style and Size to fit the Waltham Movements. The outside, or wearing surface, is 14 karat gold. The inside, or not exposed surface, is 8 karat gold, and when taken together the case will assay 10 karat. Thus possessing every quality of a much higher grade of case, and for Style, Finish and Durability are FAR SUPERIOR TO ANY OTHER THAT IS OFFERED TO THE TRADE AT THE SAME PRICE.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

Robbins & Appleton,

SOLE AGENTS,

New York. Boston. Chicago. London,. Sidney, N. S. W.

ASK YOUR JOBBER

FOR QUIGLEY'S NEW PATENT

INVISIBLE JOINT CASE

THE FIRST

DUST PROOF HUNTING WATCH CASE

EVER MADE.

This Case is made in Key or Stem Wind,

HUNTING OR OPEN FACE

WEIGHTS IN SILVER, 3 oz., 4 oz. & 5 oz.

IN GOLD, ANY WEIGHT OR KARAT.

A. C. ANDERSON & CO.

NEW GOODS. ❀ **NEW GOODS.**

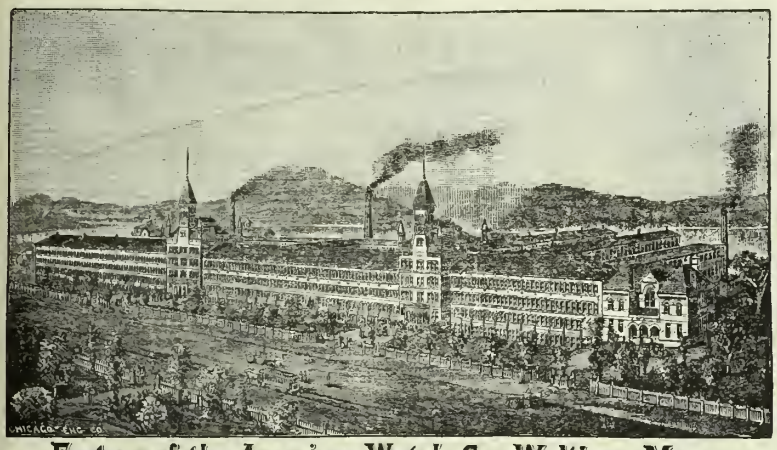
We have just received a large consignment of New Spring Goods, consisting of Novelties in

CHARMS, LOCKETS, CHAINS,

BAR PINS, DROPS, BRACELETS, &c.

We make a specialty of getting new and fresh Goods for our Travelers to show our customers every trip.

A. C. ANDERSON & CO., - HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y.



52 ADELAIDE STREET EAST,

HEMMING BROS.,

MANUFACTURERS OF

WATCH BOXES. PAPER NEST BOXES.
JEWELRY BOXES. WOOD MAILING BOXES.
SILVERWARE BOXES. JEWELRY CARDS AND FINDINGS
JEWELRY CABINETS. OF EVERY DESCRIPTION.
SILVERWARE CABINETS. MEDICINE CHESTS.
TOILET & ODOR BOXES. SURGICAL INSTRUMENT BOXES.
BRUSH, COMB & MIRROR BOXES. FANCY BOXES, &c.
MUSIC ROLLS AND HOLDERS.

TORONTO CASE COMPANY TRADE H MARK

The above made in Plush, Morocco, Leather, Satin and Velvet.

Jewelry Show Case and Safe Trays for Rings, Watches, Lockets, Charms, Chains, BRACELETS, &C.

OUR SPECIALITY:

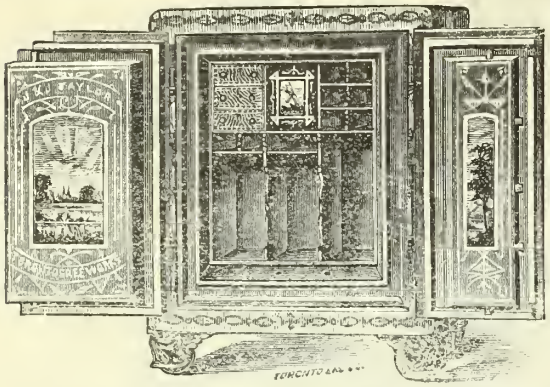
Travellers' Trays for Watches, Rings, Lockets, &c. Plain Canton Flannel Bottom Trays.

THE LATEST!

HEMMING'S PATENT SPRING SELF-LIFTING TOP!

By this ingenious invention Jewelers are saved the endless trouble of keeping open their boxes in the show cases; by simply pressing on the catch, the cover flies back and remains open. Sample box sent by mail.

HEMMING BROS.



J. & J. TAYLOR,

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

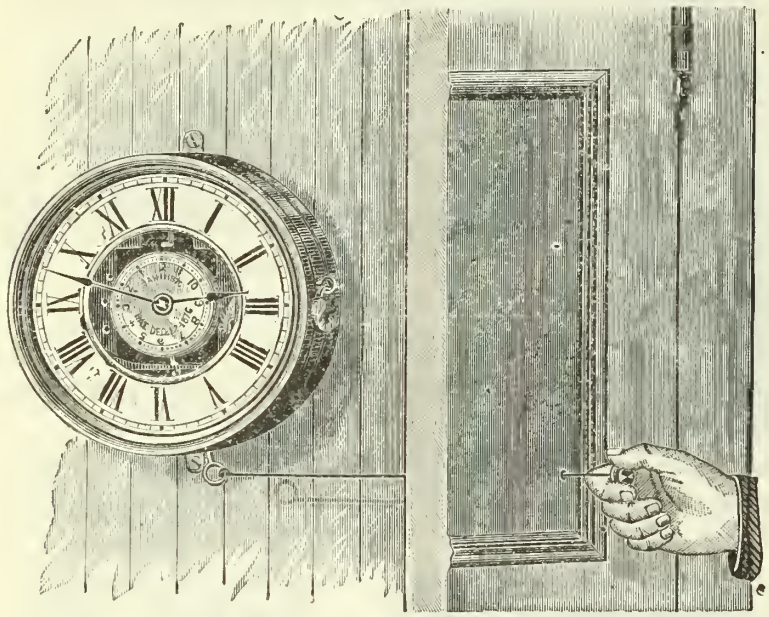
Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion



THE

LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks, Factories, Stores, &c

Also just received The Meteor Illuminated dial clock Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LAGEST VARIETY OF FRENCH MARBLE CLOCKS IN THE DOMINION.

Prices furnished to the Trade only.

N.B.—I keep on hand a Large Stock of Jewelry. Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

SAMUEL STERN,

WHOLESALE IMPORTER,

31 Wellington and 40 Front Streets East, Toronto.

McNAUGHT & LOWE,

WHOLESALE AND MANUFACTURING JEWELERS,

16 Wellington Street East, - Toronto, Ont.

MARBLE CLOCKS.

Received from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS which we offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call and see them.



GOLD AND SILVER HEAD CANES.

We have now in stock a full line of Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

GOLD AND PLATED JEWELRY.

A full assortment of the latest American and English novelties on hand. Prices low.

THE TRADER

TORONTO, ONT., JUNE, 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, -	$20 00	each issue
Half Page, -	12 00	"
Quarter Page, -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE OUTLOOK.

The recent returns furnished by the Ontario Bureau of Statistics of the crop reports for the Province of Ontario are very reassuring, and indicate a decided change for the better so far as this fall's trade is concerned. With very few exceptions this report goes to show that the crop of this Province is fully up to the average, and if nothing occurs between now and harvest to damage it, there will be a very decided revival in all branches of business. Trade of all kinds has been very dull for the past four or five months, and this depression must mainly be ascribed to the short crop of last year. Canada, like every other new country having few or no manufactures, depends mainly for her prosperity upon her agricultural products. Last year our crop was about twenty-five million dollars short of the average, which simply means that our national purchasing power has to be curtailed by that amount; hence our present depression.

In addition to the prospect of a good crop, a very reassuring thing is the immense falling off of our imports of manufactured goods. We are informed upon good authority that the shrinkage on our imports of dry goods during the past month alone for the whole Dominion will aggregate fully one million dollars less than for the same month last year. This is a hopeful sign as well as a healthy one. If our importers only buy for the real wants of the country there will be less revenue, it is true, but less slaughtering of goods, more careful credits and a very much healthier commercial pulse, than when with immense over-importations our wholesale men are forced to sacrifice goods on any terms in order to raise paper to meet their foreign obligations.

So far in spite of the recent developments on Wall Street, money is plentiful and only waits legitimate channels in order to put it into circulation. The financial crashes of Wall Street are simply indications that in the game that the stock gamblers there have been playing, some of them have come out second best, that is all. As far as legitimate trade is concerned it is just as sound financially as it was before the burst, and will only be indirectly affected by it. If people will gamble, and it don't matter a particle whether they gamble with stocks or cards, it is bound to end disastrously for some of them. If they lose they are not deserving of sympathy.

On the whole we think that the business outlook is good. The commercial barometer at present indicates fair weather and has an upward tendency. Canada is in a position to stand a prosperous harvest this year as well as she ever could, and if it should providentially turn out as well as it now indicates, our citizens, whether merchants, agriculturists or mechanics, will be greatly benefitted by it.

THE PROPOSED JEWELERS' LEAGUE.

We learn from several sources that it is proposed to organize a "Jewelers' League" in Ontario, apparently as a panacea for the present depression in the jewelry business, and any others that it may fall heir to in the future. Before entering into the subject of this proposed League, we may say very briefly, that although we are opposed to this League as now proposed, we are thoroughly in accord with the idea of a Jewelers' League if properly organized and managed. In an editorial article in our issue of January, 1882, after pointing out the advantages of such an organization, we said: "It is for the Retail Jewelers of this Province to determine whether such an association will be of any practical advantage to them in conducting their business. If, as many of the foremost amongst them say, it would be, then the more quickly they set about its organization the sooner they will enjoy its benefits. It seems to us that the time is now ripe for such a development, and it only wants a few well known men to put their shoulders to the wheel, to make the project go." Although we offered space in our columns to ventilate the scheme, nothing came of it, which proves conclusively to our minds that the time was not fully ripe for the organization of such a League. Whether the time is any more propitious now we very much doubt, as so far there seems to have been no indications put forth upon the subject from disinterested parties whose expressions of opinion would carry some weight with them.

So far as this proposed League is concerned we object to it for two reasons: *first*, because its aims are illogical and not practical enough to be successful; and *second*, because we have no faith in its promoters.

As regards its aims, from what we can learn they are thoroughly Utopian, and in this common sense dollar and cent age, could never be enforced. What these aims are exactly we do not know, probably neither does its projector, but the following extract from one of his letters may serve to throw some little light upon this rather hazy question:

From those who have answered so far I find that all are suffering from some source. I trust the day is not far distant when we shall be able to remedy many things, get incorporated, prevent those who are not watchmakers from calling themselves such or dealing in time-pieces without the sanction of the Union.

With some of the above we thoroughly agree. We know for a fact that many, in fact nearly all our Canadian jewelers, are suffering from some source. This source, however, is we think an ordinary business depression caused by the poor crop of last year. The jewelry trade, being one which deals principally in luxuries, is from its very nature the first to feel the effects of such depression and the last to recover from it. The jewelers of the United States who have enjoyed

all the protection and advantages that can possibly be derived from a League are similarly depressed, so we may naturally infer that this new panacea is not an infallible remedy for all the ills of the jewelry trade. The fact is that most business troubles arise from violations of ordinary business laws; too many in the business, ignorance of the trade and want of proper management, extravagance in buying and in giving credit, these and kindred abuses are what are really eating the life out of the jewelry business in Canada. This being the case it follows that no amount of legislation that could be secured nowadays would remedy the existing state of things with some people. If the promoter of this League can get Parliament to legislate brains into people's heads, give them a thorough knowledge of the trade, furnish them with capital adequate to their wants, and force them to do business only upon business principles, then and then only will the jewelry millenium have arrived for a certain class of jewelers who are always in hot water under our present matter of fact conditions.

The proposition to allow such a League to license only those who pass an examination by its board is about as rich a thing as any man outside of an asylum ever proposed. Who would compose the board of examiners, what should their qualifications be, by whom should they be appointed, what would be the nature of these examinations, theoretical or mechanical or both? These and fifty other questions stare one in the face at the first blush, and no doubt as many more and equally hard to settle would crop up before such a board could ever be got at work. In the meantime, what would be done with the jewelers who are not practical mechanics, but only possessed of the commonplace qualifications of having capital and brains enough to run a business successfully. Should they be kicked out of the trade neck and crop, or would the proposed Jewelers' Guild be pleased to grant them a special dispensation which would enable them to carry on their trade? No doubt these gentlemen, and their name in Canada is legion, for they are many, will find their heart in their throat when they hear of this proposed move, and the chance that, like Othello, their occupation of which they have all along been honorable exponents may soon be a thing of the past.

This proposition to place watchmakers and jewelers upon exactly the same platform as doctors and druggists is absurd in the utmost degree. The Medical and Pharmaceutical Associations are empowered by statute to enforce rigid examinations in order to protect the public against the blunders of quacks or incompetent persons in matters where an error may be fatal to the life of the person employing them. In both cases it is protection for the public that is sought for, and not protection for the doctors and druggists. As far as the public and the jewelry trade are concerned the former require no protection whatever. Even if a jeweler is dishonest and sells 10 karat gold for 18 karat, takes wheels out of watches, as they are said to do when repairing them, so that they never go properly afterward, or even if he commits all the crimes in the jewelers' decalogue, what is the consequence? Simply that a customer once cheated is not likely to be caught again by the same person, and as a result the dishonest jeweler soon finds himself without any customers to operate upon. He may lighten their pockets once, but he rarely gets a second chance to do so, and in any event he does himself more harm than them. If jewelers get legislation of this kind then grocers will soon be wanting a similar act to cure their business ills; then the tailor and shoemaker will follow suit, and no one can predict where the end will be. These are some of the reasons why we object to the aims of this proposed League.

We object to this new departure in the second place because we have no faith in its promoter. We do not know exactly who its promoters are, or whether it has more than one. So far as we can learn Mr. R. Knox, of Mount Forest, is at present the sole proprietor of this wonderful patent nostrum that is going to "remedy many things" in the jewelry business. Now we do not wish to say one hard or unkind word about either Mr. Knox or his ability to run such an institution, but we may be permitted to state our deliberate conviction that Mr. Knox is not a suitable person to inaugurate such an enterprise. The originator of such a League should at least be a person of some standing in the trade, one whose business record is without blemish and who not only possesses brains enough to run such an organization, but also the confidence of the majority of the trade.

In our opinion, and we say it with all respect for the gentleman in question, Mr. R. Knox does not come up to this standard, and is not a proper person either to inaugurate such an enterprise or carry it on to a successful issue. We understand that Mr. Knox is asking those favorable to his scheme to send him $3.00 each in order to pay the preliminary expenses of printing and postage, from which it would seem that his new League are going to deal largely in printer's ink. Our advice to these gentlemen is to keep their money in their own pockets until a common sense League is formed with men at the head of it in whom they have entire confidence.

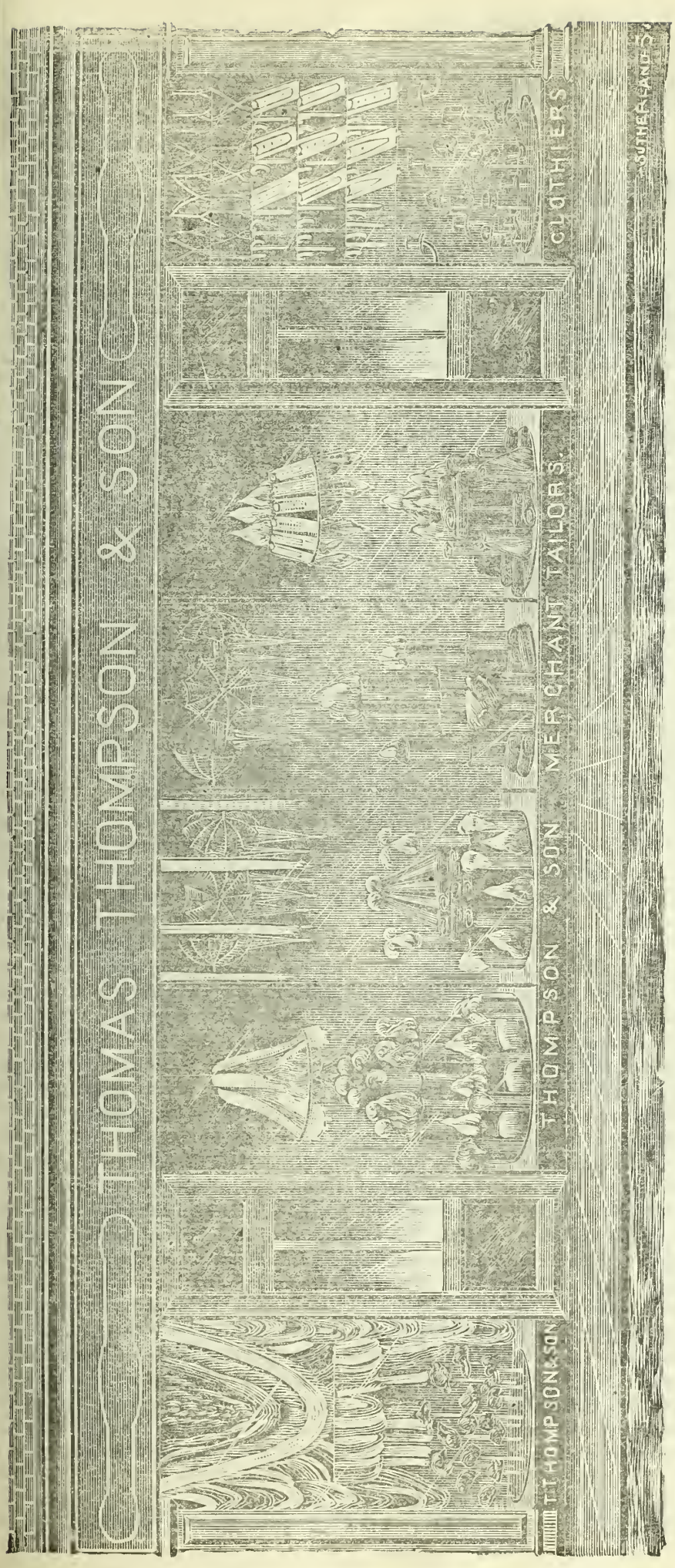
In our next issue we may have something more to say about what a jewelers' League should try to accomplish for our Canadian trade. At present we leave this matter in its present shape in the confident hope that the trade of this Province will not allow themselves to be led away on some wild goose chase after impossible and nonsensical legislation. If, however, we have misjudged Mr. Knox and his League, we shall be glad to be set right, and promise to give his version an equal publicity with our own views on this subject.

Correspondence.

To the Editor of THE TRADER.

Dear Sir,—It appears the watchmakers are beginning to awake to the necessity of forming a union. All other trades have their unions. Watchmakers seem to be the only trade without one, and there is no trade in Canada that has more need of one, as it will have a tendency to help both the boss and the journeyman. If, as I suggested in my letter in your December number, an Act could be got compelling all who deal in clocks or watches to pay a license, and those who undertake to repair pass an examination as to their proficiency, it would be a means of protecting the owners of watches as well as the trade.

It does seem strange that the trade have not been more alive to their own interests, as in your number of last August appears a letter from a Hamilton jeweler, which you endorse in your editorial of the same date. I made bold to address you in your issue of December, which you kindly inserted, and have been waiting to see correspondence from others of the craft, but none appear to trouble themselves to write, although



TO THE PUBLIC.

Thanking those who have bought my PATENT MOTOR for the many words of encouragement both verbally and by letters, I have printed below a letter signed by Thos. Thompson & Son, Toronto, and show wood cut of their immense establishment.

To any who may want Motors, I have to say that we only sell to one establishment of a kind in a block, and in a town of less than two thousand inhabitants on the same terms. Price, $10 per foot in diameter, that price of motor is to be wound up once a day, three seconds of time in twenty-four hours keeps from twenty-five to six hundred pounds moving at rate required by the owner, as it is entirely regulated by the weight. Two pounds weight will move one hundred pounds nicely, if required to move faster put on more weight. Mention THE TRADER in your letter.

Hoping to hear from you.

I remain, yours truly,

S. T. CULP.

Toronto, May 26, 1884.

S. T. CULP, ESQ.,

Toronto.

Dear Sir,

We take much pleasure in stating that the Motors with which you supplied us are giving every satisfaction.

When nicely trimmed with goods the window display is most attractive. And as they are so easily managed, we find it to be no trouble to take them out of the window when we wish and replace them again—thus continually making a change.

Yours truly,

(Signed) THOS. THOMPSON & SON.

there is a move made. I received a price list of trade work from a gentleman named Knox; in it he asks the question: "Are you in favor of union?"

My reply was in the affirmative. He sent me a post card, stating that the sum of three dollars was required to enrol my name as a member—a sum, in my opinion, which every one in the trade should contribute in order to bring about the needed reforms.

In our village even the dry goods men are selling jewelry, and no men squeal more if they think we buy our dry goods in Toronto.

Hoping you will excuse my troubling you, I remain,

Yours truly,

THE MAN WITH A GRIEVANCE.

May 20, 1884.

Selected Matter.

ARISTARCHIUS PLUMBAGO AND HIS BICYCLE WATCH COMPANY.

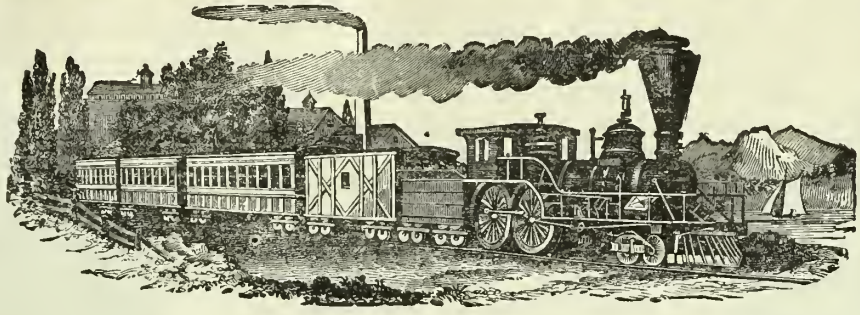
In my last communication to the *Jewelers' Circular*, injustice was done me through the instrumentality of the red-haired son of Erin whom I had employed in a menial capacity at my embryonic factory at Stoneville. I had commenced writing an account of the invasion and siege I was undergoing at the hands of the flop-over button brigade when I became mentally prostrated from their importunities and the large quantities of cod-liver oil I had consumed by way of stimulating my nervous energies. Three bottles of this invigorating beverage had I secured for my personal delectation, and to which I had frequent recourse during my interviews with the flop-over button men, and was finally in a most unaccountable manner reduced to a condition of insensibility. It subsequently transpired that the office boy used the cod-liver oil to grease his hair with, and had filled the empty bottles with a vile decoction of bad whiskey, and this I drank in my bewilderment with the result mentioned. To add to his infamous conduct, that office boy sent off my unfinished letter to *The Circular*, first adding a postcript stating that I had been conveyed to the lunatic asylum. While this might naturally happen to a man who had been besieged by the flop-over button brigade, yet it was not the result in my case. When I fell upon the floor in a state of insensibility a policeman rushed in, hastily placed me in a hand cart and trundled me off to the police court. Here he made the unfounded charge of habitual drunkenness against me, and the magistrate forthwith committed me to an inebriate asylum until such times as my habits should be reformed. Think what an outrage this was! A free and enlightened American citizen, of good moral character, of rare intellect, refined, cultivated, with occasional gleams of transcendent genius, industrious, frugal and abstemious, committed to an inebriate asylum as an habitual drunkard through the devilish machinations of a snub-nose, freckled, Irish office boy with a red head. It was infamous—an act of injustice and persecution for which I should demand redress from the national government were it not for the fact that in the seclusion thus involuntarily forced upon me, I was enabled to mature and put in form some of those grand ideas that have tortured my gigantic intellect for many years, and of which some faint glimmerings have been conveyed to an impatient public in my letters to *The Circular*.

At the asylum I found many congenial spirits—men of almost infinite intelligence—whose brains teemed with rare and philanthropic ideas, to give practical shape to which would be to enfranchise the human race, and lift it to a higher plane of intellectuality and spiritual happiness. Daily intercourse with these incarcerated geniuses gave me renewed hope and courage, and enabled me to give shape and form to many of my own benevolent and industrial plans. These poor imprisoned geniuses were, like myself, confined through a mistake; the world said we were habitual drunkards and must be restrained of our liberties; as a matter of fact we were philosophers, whose ideas were many years in advance of our time; what was regarded by the worldly as beastly intoxication was simply spiritual exaltation; conduct that was deemed evidence of drunkenness was simply the eccentricity of genius manifesting itself in ways incomprehensible to ordinary men. The world did not appreciate us and so placed us under restraint. In the asylum we were treated—Oh! the humiliation of it!—as common drunkards, and efforts were made for our reclamation. Of course, I needed no efforts of this kind, for my habits, with occasional lapses, had always been temperate. Nevertheless, I accepted the treatment in a spirit of investigation and was amply rewarded. I was benefitted by it physically, and also ascertained precisely how much spiritual comfort I can imbibe with safety. There is no danger of my ever becoming a drunkard for the treatment at the asylum demonstrated the precise amonnt of cheering beverage I can carry without befogging my intellect or entangling my organs of locomotion. Therefore, I am safe for the future, and if in the past there have been those who distrusted my capacity, they need have no doubts of me hereafter, for I have ascertained to a finger how much I can take without disturbing my equilibrium. Out of evil good sometimes comes, and out of the malicious proclivities of that son of Erin with Skaneateles hued hair, has come to me this knowledge of my capacity, and beyond this limit Aristarchius Plumbago will never pass.

So much in explanation of the past and my long silence; now for the future. I have been released from the asylum as cured; my friends need have no further apprehensions for my future, but may entrust me with their funds with all the confidence of olden times. I now have a practical proposition to submit to them. In *The Circular* of last month there appeared a notice of a new watch movement which you termed the bicycle movement, said to have been invented by some German. You also appeal to me to come to the front and become sponsor for the commercial fortunes of this new discovery. You are in error in attributing this invention to a German—I, Aristarchius Plumbago, am the designer of this movement that is to revolutionize the watch industry of the world. In this colossal brain was the revolution hatched. I had intended to keep the matter secret for a time, but the ubiquitous press has discovered it; but why you should give credit to a German I do not understand. Probably this was intended as another slap at Chicago, of which wonderfully enterprising city I am now a resident. It is a habit you Eastern men have fallen into of belittling and discrediting everything that originates in Chicago, and I suppose this was another illustration of your petty jealousy; you had rather credit an unknown German with this magnificent invention than give it to a resident of Chicago to whom it rightfully belongs.

But this bicycle movement is, as you

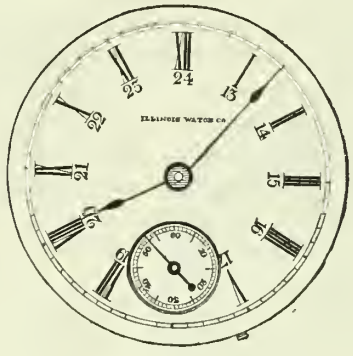
ON TIME!



The ILLINOIS SPRINGFIELD

"RAILROADER."





Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new

EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT.

Warranted by the

ILLINOIS WATCH COMPANY.

FOR SALE BY ALL JOBBERS.

justly said, destined to revolutionize the watch making industry of the world. It has but two wheels, a large and small one, so that the term "bicycle" that you applied to it in evident derision is entirely appropriate. With these two wheels, simple as they may seem and impossible as it may appear, this movement accomplishes everything that has ever been accomplished by the most complicated and costly movement. It is a perfect timekeeper, marks the hours, minutes, seconds and eighths, is an accurate stop watch, has a calendar that records the months and days of the year, chimes the hours and quarters, indicates the changes in the moon, records the fluctuations of stock in Wall Street, is a burglar alarm and a fire extinguisher, and, in short, can be applied to almost any useful and necessary purpose. It is an axiom that almost anything can be done by machinery; how to simplify the machinery has been the problem that scientists have puzzled over since the world was formed. The bicycle watch movement cuts the Gordion knot and supplies the long-lost and eagerly sought for missing link that connects mechanical ideas with accomplished results. And this is the fruit of my intellect wrought out in the solitude of an inebriate asylum with kindly suggestions from my fellow philosophers in confinement.

Having perfected the bicycle movement, the next question that presented itself was how to manufacture them and introduce them to the public. This problem I have also solved. During my involuntary retirement from the gaze of the world, I had an opportunity to study and appreciate the fertility of resources possessed by those whom an unfeeling public place under restraint. I perused the statistics of the State prisons, the lunatic and inebriate asylums, the workhouses and all those public institutions misnamed charitable, and I soon became convinced that there is more genius, talent, mechanical skill and general ability, to say nothing of good morals and personal piety, confined within the walls of these retreats than there are outside of them—in short, that the better part of our population is, owing to peculiarities of genius or temperament, restrained of its liberty—that it is to be found, in fact, among prisoners; those who are classified as convicts or as unfortunate incompetents. So I have resolved that the bicycle watch movement shall be made by what is commonly called convict labour. Look at the convicts in our State prisons—who so competent to work in brass as the men who are provided with such an unlimited quantity of it? If you want an escapement, convicts are constantly devising them; they have known all about piuious from the time of their first arrest; while as for cases, they are all hard cases. From every point of view, convict labor is the best that can be found for the production of watch movements and cases. Then, too, as soon as the bicycle movement is introduced, all the skilled workmen now employed in the various watch factories will be thrown out of employment, and will naturally drift into the workhouses and prisons, so that our labour resources will constantly increase. It will be a simple matter to contract with the different states and municipalities for all the restrained labour we may desire, and this, too, at such low rates as will effectually preclude the possibility of competition. We see daily illustrations of the great wealth accumulated by those contractors who employ convict labour in the manufacture of articles in the sale of which there is great competition; how much more readily wealth can be rolled up when such labour is employed in the production of such an article as the bicycle watch movement, a monopoly, against which there can be no competition.

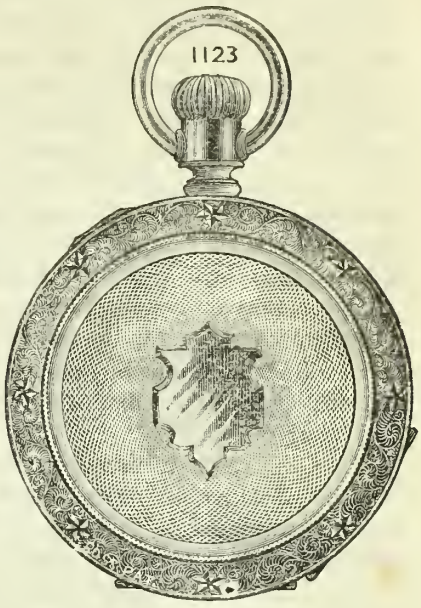
This is a brief outline of my present scheme. I have the movement that is to drive all others from the field; I have shown where the mechanical labour for its production is to be obtained; the commercial part of the undertaking, selling the goods and handling the funds, I reserve for myself. This is right, of course; being the inventor I should have the manipulation of all money derived from it; stockholders will receive their dividends after the inventor has been properly and satisfactorily compensated. What I now want is a small sum of money to enable me to make contracts for convict labour, buy material and maintain myself in a becoming manner while doing so. I have, therefore, organized a stock company with a capital of $250,000, one half to be paid in at once, the remainder to be subject to the call of the president of the company, to which office I have elected myself. Now here is something for the trade to take hold of; a real, genuine, bona-fide enterprise which they must either control or be ruined by it. When the bicycle watch is once on the market their will be no sale for any others; dealers must have them; it is better for them, therefore, to buy the stock and share the profits of the manufacture than attempt to buck against the inevitable. Shares will be issued of $100—I make them small so as to interest the trade in general—and every dealer buying one or more shares will have special privileges, such privileges to be governed by the amount of stock he buys. If he buys one share and pays $50 cash, he will have the privilege of buying as many watches complete as he may want at the regular price to retail dealers; if he takes $500 worth of stock he will be regarded as a jobber, and can have the bicycle watches ten per cent. less than the retail dealer; if he takes $1,000 of stock he can have the goods at twenty per cent. off price to retailers. All the stock is for sale; I do not care to retain any for myself, but desire to see the trade reap the benefit of my invention. By the constitution and by-laws of the company the president is made general manager, treasurer and secretary, and these officers constitute the board of directors. The board of directors has elected the perpetual president, so that it is not necessary for me to hold any stock. Shares are now ready to be delivered, and dealers should not miss this opportunity to obtain control of an enterprise that must inevitably revolutionize the watch making industry of the world. I have not yet fixed upon the price to be charged for the bicycle movement, but it will be so low that it will astonish the manufacturers of even the cheapest watches now known. With the bicycle movement made by convict cheap labor, no limit can be placed upon the wealth that may be accumulated by the stockholders in this company. As soon as I have got this company well established, I shall go to Europe for the purpose of introducing the bicycle movement there. In every country of Europe I shall organize a company and utilize convict labour. Here is a new field for the exercise of my genius that has never been carefully worked according to my plan. I only await the sale of a few shares of stock for cash to commence operations. I propose to personally visit retail dealers and verbally demonstrate the advantages they will derive from taking stock in the company. I want every dealer in the

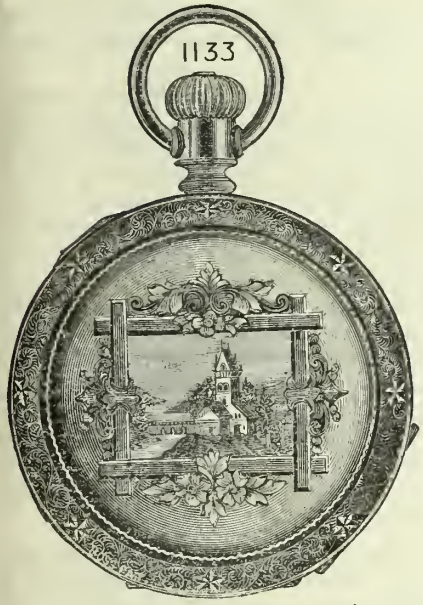


THE NEW

JAS. BOSS

Gold Watch Case





THE PEERLESS

The Handsomest Watch Case ever put upon the Market.





Now in the hands of all Canadian

WHOLESALE HOUSES



country to become interested; if $250,000 of stock is not enough to go around it can easily be increased at any time; it only involves the cost of paper and printing. I am particularly in need of a small amount of funds just at present, and, therefore, make this liberal offer; who-first sends in $100 for stock in the bicycle watch movement company, shall receive 500 extra shares as a gratuity. This is an opportunity no one should miss while but one person can reap the benefit of it. Who will be the fortunate person to send in the first $100? Inquiringly and bicycularly yours,

ARISTARCHIUS PLUMBAGO.

P. S.—I forgot to mention that the bicycle movement is particularly well adapted to running a sewing machine, or to act as governor for a steam engine; it will also do the washing and ironing for a small family, or may be adjusted to rock a cradle or brush flies from the dinner table. It is an exceedingly handy thing to have in the house, besides being the most accurate timekeeper known.

ARISTARCHIUS P.

—*Jewelers Circular.*

BUSINESS CHANGES FOR MAY.

J. C. Bolster, jeweler, Sarnia, Ont., going out of business; Gordon & Ellis, hardware, Simcoe, Ont., dissolved, F. Gordon continues; Davis & Petley, jewelers, Lindsay, Ont., dissolved, S. J. Petley continues; A. V. Galbraith, jewelry, Shelbourne, Ont., burned out; R. C. Bothwell, jewelry and fancy goods, Toronto, assigned in trust; Jackson & Halliday, hardware, Brussels, Ont., dissolved, W. Jackson continues; H. Benham, jeweler, Toronto, admitted J. H. Gregor as a partner, style, Benham & Gregor; W. R. Anderson & Co., hardware, Collingwood, Ont., burned out; McKee & Davidson, hardware, Peterboro', Ont., dissolved, R. B. McKee continues.

BUSINESS NOTES.

MR. H. SMITH, of the firm of Smith & Fudger, sailed for Europe last week. THE TRADER wishes him a pleasant voyage and safe return.

S. T. CULP is so busy selling his patent moter now-a-days that he has no time to eat, and very little for sleep. He is making it go, and will probably make half a million dollars out of it before he gets through. This patent motor business is a long way ahead of jewelry these dull times.

WE had a visit last week from Mr. Fogg, the genial representative of the Boss and Keystone Case Company. He says their business, in spite of the dull times, is flourishing, and they are as busy as they care to be. This is one of the beauties of making a good article that people have confidence in.

A HAMILTON commerical traveler left $100 under his pillow at the Walker house, Toronto, a few days ago. The honest chambermaid placed it in safe hands, and when he rushed in some hours later with every hair on end and found his money safe, his feelings so overcame him that he forgot himself and gave the girl a dollar.

MR. JOHN W. CAMPBELL, formerly with McNaught & Lowe, has gone back on the jewelry business and bought an interest in the Culp motor, which he proposes to run in Rochester, Buffalo, Cleveland, and several other places. We rather think John W. has struck ile this time, and wish him success in his new venture.

ON the morning of May 3rd, as the night express was crossing to Point Edward, Detective Collier, of the Canadian Custom-house, discovered three large trunks filled with gold watches, jewelery, silks, and cashmeres. Twenty-five yards of fine silk were also found concealed in the lining of an old overcoat. The trunk belonged to two strangers, who, upon being detected, jumped from the train and escaped in the darkness.

OBSERVE the progress of liberal ideas in commerce! A clothing dealer in St. Louis having lately offered to give a stem winding watch to every buyer of a suit of clothes, his next-door neighbor, who is a jeweler, has revenged himself by offering to give a suit of clothes to every purchaser of a stem-winding watch. And still we wonder at crime.

THE watch business seems to be booming if one might judge from the number of new price lists of these goods that are being sent out to the trade. McNaught & Lowe have just issued a very concise and handy list of Hampden movements and silver and gold cases which will be found specially useful for pocket reference. P. W. Ellis & Co. are just out with their new catalogue of Waltham and Elgin watches and cases, which is very neatly done up in book form, and certainly a credit to the compilers.

MESSRS. John Kerry, president, Thos. White, M. P., and J. B. Rolland, members of the Montreal Board of Trade, with members of the Commercial Travellers' Association of that city, went last month to Quebec as a deputation to solicit the Government to repeal the law that imposes an annual license fee of sixty dollars on all travellers from outside doing business in the capital. This has been a standing grievance for a long time, and in these modern days should be swept away. A great many expensive law suits have arisen out of the impost.

NOT before it was time a new express company has been started in connection with the Canadian Pacific Railway and Vickers' express for the purpose of forwarding parcels to any part of the North-West. This new Company proposes to take packages via Owen Sound and Port Arthur, and require no invoice or bonding charges as under the old system. To any person who has had experience of the delay, impertinence and expense of shipping by the American Express Company, this new departure will be hailed with the utmost satisfaction, and THE TRADER for one wishes the new express company a long and prosperous career.

WE are sorry to learn that Mr. W. H. Davy, jeweler of Chatham, Ont., was badly injured by the falling of a grand stand at the athletic sports, held at that city on the Queen's Birthday. Mr. Davy, we understand, had his wrist broken, and having had a personal experience of the same thing the editor of THE TRADER is in a position to sympathise with him. We wish him a speedy recovery, that is of course unless he has an accident policy that will bring him in fifty dollars a week, in which case we would advise him to let it heal as slowly as possible.

THERE are many gentlemen in New York who thought they "knew it all" a month ago and believed themselves solid capitalists. To-day they sing sadly with Hans Breitmann :—

O vot is all dis eartly bliss,
And vot is man's sooccess?
And vot is various oder dings,
And what is habbiness?

We make deposits in a pank,
Straightway the pank is preak,
We fall and smash our outsides in
Vere we a den sdrike make.

Dull and all as Canadian jewelery business is, it is ahead of Wall street brokering in panic times.

ONE Saturday night last month, a Windsor policeman saw two strangers loitering about Lowe & Co.'s jewelry store, occasionally peering into the windows. The pair separated, and one of them went up the street, broke into Craig's blacksmith shop, and stole a hammer and other tools. When they met again they were seized by officers and taken to the lock-up, where a lot of burglars' tools, consisting of drills, files, punches, gunpowder and fuse were found upon them. Seven fine steel saws were extracted from the undershirt of one of the men. They gave their names as John Harrison and John McCarney, of Toronto. They were committed to Sandwich jail for examination. On the way to the lock-up Harrison threw a revolver into the ditch.

WE have just received from the publisher, Mr. A. Fischer, of London, England, a copy of his new trade directory of watch and clock makers and jewelers and silversmiths of Great Britain and her colonies. This work, which is neatly bound in crimson cloth, a kind of jewelry Dun Wiman without the financial or credit ratings, is a most complete thing of its kind, and strongly verifies the truth of the old saying: "There's life in the old land yet." Like any other directory which treats of England, London occupies the lion's share, the names alone of that city's dealers in jewelry occupying no less a space than 32 pages. Birmingham follows next in order with 7 pages; hardly a fair method of comparison, as the jewelry trade of Birmingham probably aggregates as much as that of the world's capital. This book is the first of the kind that we have ever seen issued of Canadian jewelers, and speaks volumes for the enterprise of the publisher. The only pity is that Mr. Fischer did not get his information up to a later date, instead of being put off with three year old lists. So far as we know this fault is only in connection with Canada, and we trust he will remedy it in future editions.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

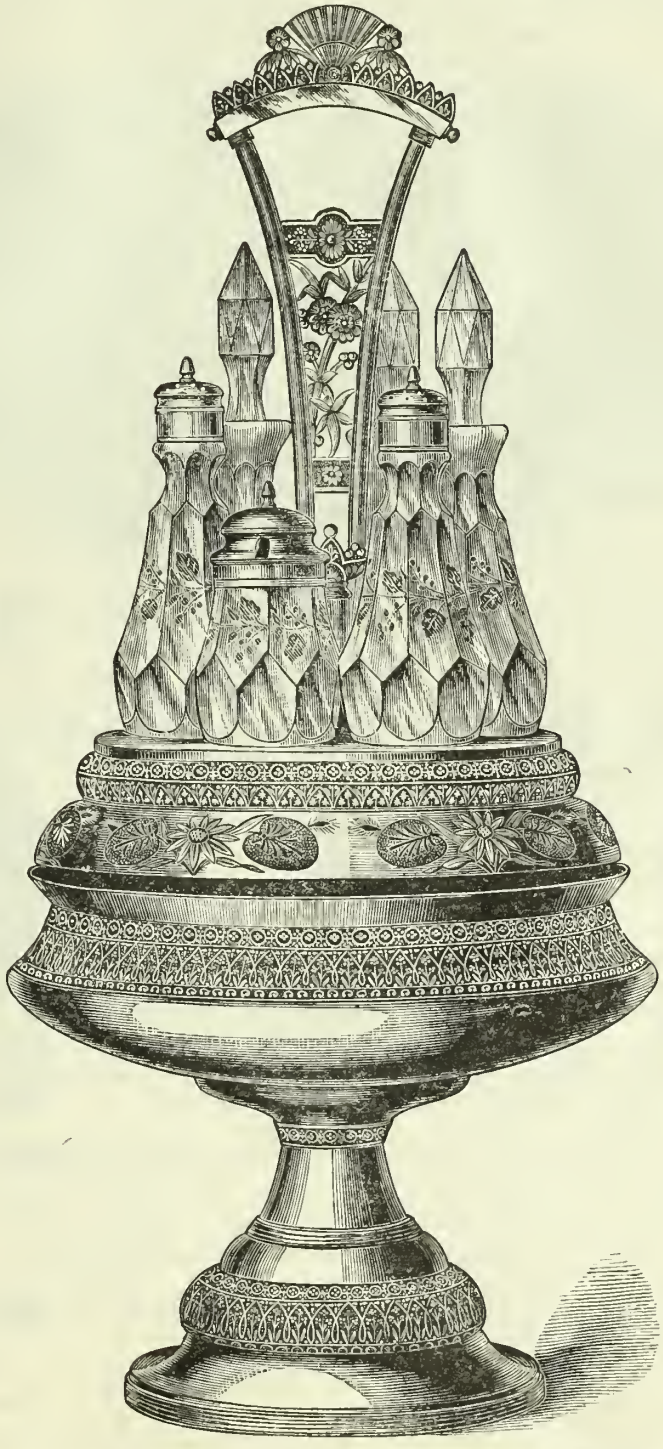
ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,

Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES: WALLINGFORD, CONN, U.S., AND MONTREAL, CANADA.

WORKSHOP NOTES.

CLEANING SILVER.—To produce a frosted surface upon polished silver use cyanide of potassium with a brush; the silver should not be handled during the process, but held between pieces of boxwood or lancewood. The proportion should be one ounce of cyanide of potassium to one pint of water. But be cautious, since the stuff is very poisonous.

TRANSPARENT CEMENT.—A good transparent cement for fastening watch glasses, etc., in bezels or settings is made by dissolving 7 parts of clear gum arabic and 3 parts crystalized sugar in distilled water; the bottle containing the mixture should be placed in a utensil of hot water until the mixture assumes the consistency of syrup. and then left well corked for use.

REDUCING DIAMETER OF A WATCH GLASS.—The diameter of a watch glass can be reduced by centering in a lathe, chucking it between two pieces of cork, or a pair of cork arbors, and applying a moistened piece of glass to the edge, or an emery stick. When the desired diameter is attained, polish the edge with pumice stone, followed by putty powder applied on a wet cork.

CLEANING BRONZE.—A very good recipe for cleaning bronze, steel, brass,etc., and one I have used with great success in cleaning gas holders, troughs, etc., is as follows: Take 1 ounce of oxalic acid, 6 ounces rotten stone, ½ ounce gum arabic in powder, 1 ounce sweet oil, and a sufficient quantity of water to make a paste. Apply a small portion to the article and polish with a flannel or a piece of soft leather.

ELECTRO BRASS PLATING.—Mr. J. J. Heoz uses the following bath, which differs materially from former formulæ; 84 grains sodium bicarbonate, 54 grains ammonium chloride, and 13 grains potassium cyanide are dissolved in 2 liters of water. To render the bath active the sides of the bath are covered with a sheet of brass, which serves as anode, while another piece of brass hangs in the bath and forms the cathode. The current is allowed to pass through the bath for 1 hour, after which it is ready for use. It is better to use cast brass.

TO STRAIGHTEN A STEEL ROD.—When the rod is short use a large pair of sliding tongs or a hand vice, the jaws of which have been softened in order to make a groove in each parallel to the edge. Placing the rod in the cylindrical recess thus formed between the jaws, fix one side of the hand vise in a bench vise, holding a spirit lamp near the jaws, and as the steel changes its color, tighten the slide or screw of the former. When the metal assumes a blue color, and the jaws are as tight as possible, remove the lamp, allowing the whole to cool slowly or by applying water. The jaws should be formed so as to bend the rod rather more than is ultimately required, because steel, on being released is apt to partially recover its initial curvature. When the rod is long, grip its two ends in the frame of a fret-saw, which should be somewhat strong. Then hold a lamp under the rod, at the same time stretching the steel more and more, and allow the steel to remain stretched until quite cold. If it has been sufficiently stretched the metal will be rendered perfectly straight.

OTHER NOTES.

AN engraver in Versailles, whose name is not given, is said to affirm that he has discovered a method for taking photographs in colours, being able thus to reproduce the colours of the individual or landscape photographed.

A MILWAUKEE man has been digging for diamonds in the gravel strata near Waukesha, Wis. He found what is spoken of as a "splendid specimen" last week, and another not so perfect in crystallization. He is also reported to have found good specimens of other stones. Make way for the diamond boom.

The finest rubies are found in Java, Siam, and Peru; others are found in India, Ceylon, Australia, Borneo, and Sumatra. The Burmese mines have long been famous; the working of them is a royal monopoly, and the King has among other titles that of Lord of the Rubies. The Brazilian ruby is declared to be a pink topaz, inferior to the true ruby, yellow in its natural state, and coloured artificially.

THE magnetic pole is constantly shifting to the eastward or westward of the geographical pole, being now 1,000 miles west. In 1657 it was due north; in 1816 at its western maximum, and in 1976 will be again due north, when it will take an eastern trip. These variations must give the surveyors something to do in running over old lines, and showing that the surveyors of early times did not know what they were about – discrepancies that may, in fact, be due to the shifting of the pole and the varying influences on the compass needle.

WE are told that out of the nine telegraph cables that now stretch from Continent to Continent under the Atlantic only three are in working order, and that of these three one only works one way. This last statement seems very singular, but is made on excellent authority. The fact is that the life of a submarine cable is limited at best, and that from eleven to fourteen years generally uses up the best of them. The idea, once prevalent, that a cable once safely laid down was good for all time has had to give way before discovered facts.

A GENERAL impression exists that slow-grown timber is the strongest, but this opinion does not, it is said, stand the test of experiment. There is in London a Government establishment for testing the quality and strength of all woods and metals used for Government purposes, the chronicles of which are said to be very interesting. Among other things which have been proved there is the fact that fast-grown timber—oak at least—is the strongest, and bears the greatest degree of tension.

CYCLING has assumed proportions in England such as no one dreamt of a few years ago, and the invention of tricycles available for ladies gave it a new start. There has been a most active emulation among manufacturers to produce the best article, and it is thought that this has now been attained. The clubs have arrangements with certain hotels throughout the country to accommodate them at exceptionally low rates. The most favorite route out of London is the old Bath coaching road, on account of its smoothness, but in most districts the roads are of a quality to make the American rider very envious.

AN Ohio man has, it is said, succeeded in devising an electric lamp as a headlight for a locomotive that will not prove a failure as many others have. It is so perfectly balanced that the carbons cannot shake together with the jarring of the engine. It is run by a little engine and dynamo placed on the side of the locomotive back of the Westinghouse air brake. The engine is, of course, in constant motion, and fed direct from the boiler by an eighth-of-an-inch tap. This invention will make travelling at night safer than in daytime. The electric light will show an obstruction a mile away. Collisions mostly occur on curves, but the cone of light sent out from one of these headlights would pierce the darkness so far in a straight line as to be seen from any part of the curve.

T. WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

—FOR THE TRADE.—

N.B.—A variety of Stones and Imitations of all kinds in Stock.

BUY THE



BECAUSE THEY ARE THE BEST IN USE.

These Celebrated Cases have lately been reduced in price, and are now the Cheapest as well as the Best case made. Send for Price List to

McNAUGHT & LOWE,

CANADIAN WHOLESALE AGENTS,

16 WELLINGTON STREET EAST, - TORONTO

A FULL ASSORTMENT ALWAYS ON HAND.

GOLD AND SILVER

TORONTO INDUSTRIAL

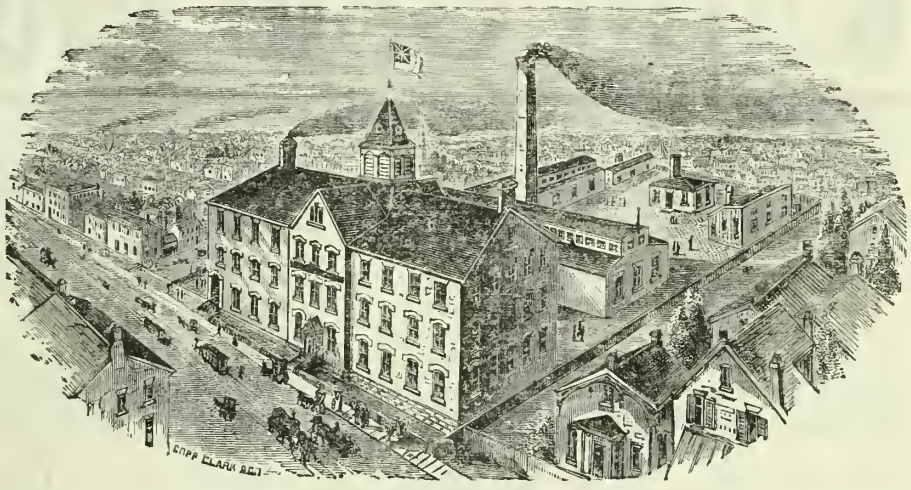
THE TORONTO SILVER PLATE COMPANY,

420, 422, 424, 426 KING ST. WEST,

TORONTO.

MEDALS AWARDED

EXHIBITION 1883.



(THE ABOVE CUT IS AN EXACT REPRESENTATION OF THE COMPANY'S FACTORY.)

Manufacturers of

Silver and Electro-Plated Ware

OF THE FINEST QUALITY AND DESIGN.

SPECIAL NOTICE.

The Toronto Silver Plate Co. is now in thorough running order, and is the first and only Silverware factory in Canada that manufactures the goods it sells from the raw material.

Their machinery is of the latest and most improved design, their labor as skilled as any in America, their designs are elegant and original, and they use all the newest processes for quality and finish now in use in the best United States factories.

They guarantee the quality of their goods to be equal to anything made in America. Prices will be found as low as for any goods of the same quality.

Their Flat Ware is all plated upon a base of 18 per cent. nickel silver, and guranteed to be 25 per cent. heavier plating than the regular standard quality of the best makers.

TRADE MARK.

They will be pleased at all times to show their Customers the very interesting process of manufacture in all its details, from the melting of the metal ingots to the finishing of the article.

They guarantee all goods bearing their Trade Mark.

They have now in stock Shelf and Hollow Ware of their own design and workmanship

SOMETHING NEW IN GOLD CASES

We would call the attention of the Trade to our

10 Karat Gold Cases.

These goods are manufactured by the American Watch Co. of Waltham, Mass., and are made in every Style and Size to fit the Waltham Movements. The outside, or wearing surface, is 14 karat gold. The inside, or not exposed surface, is 8 karat gold, and when taken together the case will assay 10 karat. Thus possessing every quality of a much higher grade of case, and for Style, Finish and Durability are FAR SUPERIOR TO ANY OTHER THAT IS OFFERED TO THE TRADE AT THE SAME PRICE.

FOR SALE BY ALL LEADING JOBBERS IN CANADA.

Robbins & Appleton,

SOLE AGENTS,

New York. Boston. Chicago. London,. Sidney, N. S. W.

ASK YOUR JOBBER

FOR QUIGLEY'S NEW PATENT

INVISIBLE JOINT CASE

THE FIRST

DUST PROOF HUNTING WATCH CASE

EVER MADE.

This Case is made in Key or Stem Wind,

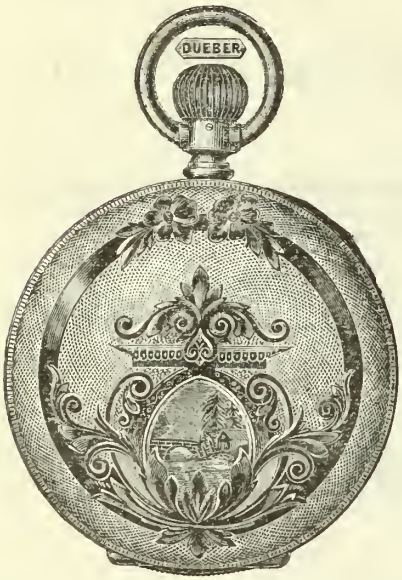
HUNTING OR OPEN FACE

WEIGHTS IN SILVER, 3 oz., 4 oz. & 5 oz.

IN GOLD, ANY WEIGHT OR KARAT.

THE BEST

The Dueber 14 Karat Gold Filled Watch Case.







This new and elegant Watch Case was first introduced to the trade March 1st, 1884, is made under J. C. Dueber's U. S. Patents, No. 290869 and 290870, dated December 25th, 1883, and is constructed throughout from 14 Karat solid gold bars rolled down over composition metal, except pendant bow joints, joint plugs and thumb pieces, which are solid gold. Contains more gold than any other filled case, and is finished and engraved with that degree of excellence which gives "The Dueber Cases" a world-wide reputation for superiority over every other watch case made.







For Sale by all reliable jobbers in watches throughout the Dominion. Send for price list. Purchase a sample lot and you will in future keep no other in your stock.

THE DUEBER WATCH CASE MANUFACTURING COMPANY, CINCINNATI, U.S.A.

A. C. ANDERSON & CO.

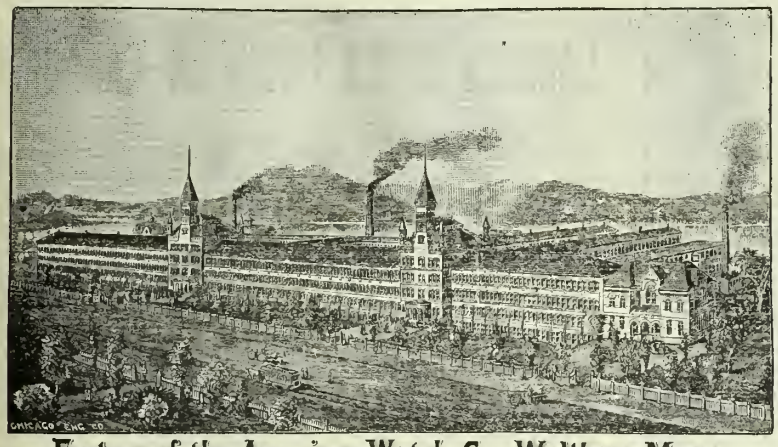
NEW GOODS. **NEW GOODS.**

We have just received a large consignment of New Spring Goods, consisting of Novelties in

CHARMS, LOCKETS, CHAINS,
BAR PINS, DROPS, BRACELETS, &c.

We make a specialty of getting new and fresh Goods for our Travelers to show our customers every trip.

A. C. ANDERSON & CO., - HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

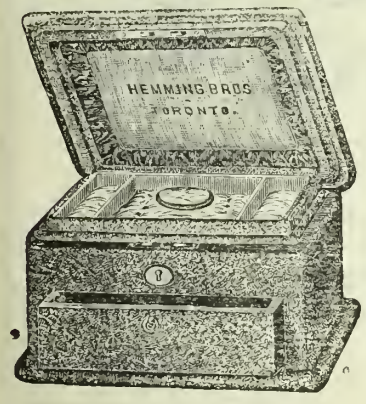
SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y.



52 ADELAIDE STREET EAST,

HEMMING BROS.,

MANUFACTURERS OF

WATCH BOXES. PAPER NEST BOXES.
JEWELRY BOXES. WOOD MAILING BOXES.
SILVERWARE BOXES. JEWELRY CARDS AND FINDINGS
JEWELRY CABINETS. OF EVERY DESCRIPTION.
SILVERWARE CABINETS. MEDICINE CHESTS.
TOILET & ODOR BOXES. SURGICAL INSTRUMENT BOXES.
BRUSH, COMB & MIRROR BOXES. FANCY BOXES, &c.
MUSIC ROLLS AND HOLDERS.

The above made in Plush, Morocco, Leather, Satin and Velvet.

Jewelry Show Case and Safe Trays for Rings, Watches, Lockets, Charms, Chains, BRACELETS, &C.

OUR SPECIALITY:

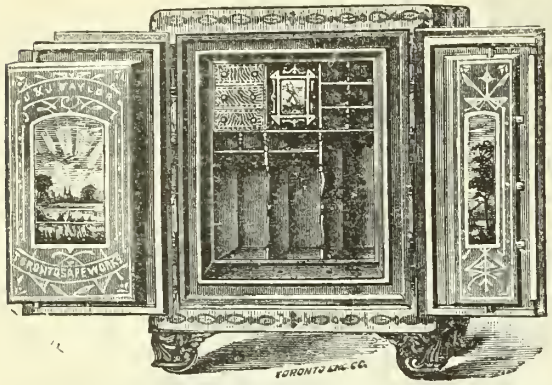
Travellers' Trays for Watches, Rings, Lockets, &c. Plain Canton Flannel Bottom Trays.

THE LATEST!

HEMMING'S PATENT SPRING SELF-LIFTING TOP!

By this ingenious invention Jewelers are saved the endless trouble of keeping open their boxes in the show cases; by simply pressing on the catch, the cover flies back and remains open. Sample box sent by mail.

HEMMING BROS.



J. & J. TAYLOR,

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

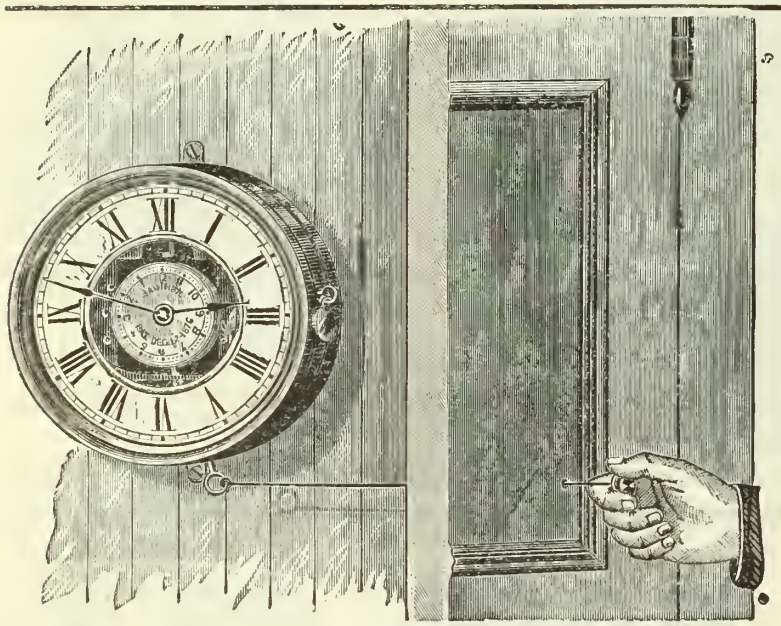
Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion



THE

LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks, Factories, Stores, &c

Also just received The Meteor Illuminated dial clock Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS IN THE DOMINION.

Prices furnished to the Trade only.

N.B.—I keep on hand a Large Stock of Jewelry. Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

SAMUEL STERN,

WHOLESALE IMPORTER,

31 Wellington and 40 Front Streets East, Toronto.

McNAUGHT & LOWE,

WHOLESALE AND MANUFACTURING JEWELERS,

16 Wellington Street East, - Toronto, Ont.

MARBLE CLOCKS.

Received from the French Manufacturers, a large assortment of BLACK MARBLE CLOCKS which we offer to the trade at very low prices. For presentations or regular stock, our assortment will be found equal to anything in Canada. Call and see them.



GOLD AND SILVER HEAD CANES.

We have now in stock a full line of Silver, Gold Filled and Solid Gold Headed Canes. Orders by mail will receive prompt attention.

GOLD AND PLATED JEWELRY.

A full assortment of the latest American and English novelties on hand. Prices low.

THE TRADER

TORONTO, ONT., AUGUST, 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

FIRE.

The destructive conflagration last month at Port Perry, Ont., affords another and a very conclusive argument if any were needed in favor of adequate protection against the ravages of fire. A few weeks ago Port Perry was one of the busiest and most substantial towns in Canada, to-day the entire business portion of it lies in ashes, and it has sustained a loss that will take it many years to fully recover from. Like nearly all other Canadian towns, Port Perry was largely composed of wooden buildings, and the events of the past decade have fully proven that when once fire gets a hold on such a place a clean sweep is almost certain to be made. Very few of our Canadian towns are provided with steam engines and a plentiful water supply and the consequence is that most of them, and especially in dry summer weather, are at the mercy of any tramp who has enough of the devil in him to put a match to the outbuilding of some one who has perhaps refused him shelter. The case of Port Perry merchants is doubly hard, as for a long time they have been agitating to have the town buy them a steam engine and secure them against such a calamity as has just overtaken them. This it appears the majority of the ratepayers have persistently refused, alleging that as it would benefit the merchants more than any one else, they should pay for it themselves. As things have turned out, it would have been wiser for the merchants to have stood the whole expense, but as they could not see into futurity they did not do so. Now, however, that the entire business portion of the town has been swept away, the kickers have come to the conclusion that they were going against their own interests, when they refused to go in for adequate fire protection. Too late they have found that their prosperity depended almost entirely upon the merchants whose energies made it a trade centre. For the merchants who lost their all by this disastrous fire, we have nothing but the heartiest sympathy, and trust that they may very soon recover the financial ground they have lost ; for those, however, who selfishly opposed fire protection when it could have been of benefit, and who now feel the effect of the disaster, we can only say, "served them right." Through the energy of its merchants, Port Perry will soon phœnix-like rise from its ashes, a finer and a more complete town than the one destroyed ; when it does so we are certain the lesson of the late fire will never be forgotten, but that by water supply and fire engines, it will be put as far as humanly possible beyond the reach of a similar catastrophe.

THE LESSON OF THE FIRE.

The individual lesson of the Port Perry fire is not far to seek. "*Be sure you have your stock and buildings fully insured, and then even if you be unfortunate enough to be burned out you are in a position to start afresh without compliment to anybody.*"

We have written up the subject of adequate fire insurance in THE TRADER several times, but it is just as important now as it was the first time we touched upon it. We would earnestly advise every one of our readers to attend to this matter at once, and don't delay it a single day. If you have not got your stock and building fully insured, do so before you go to bed. We don't understand how a merchant can sleep soundly at night, when he goes to bed with the knowledge that should a fire occur during the night, he would rise a beggar in the morning. A word to the wise should be sufficient.

WARNING.

If we were to tell our friend Mr. Blank, the jeweler in Jonesville, that we had certain information that his store was going to be burglarized to-morrow night, we are certain he would not rest until he had exhausted every precaution in making his property secure. If our information were correct and he did not, he would be an ass of the first water.

Now while we are not in a position to telegraph to any of our readers the precise day or hour that an attempt is to be made upon their safes, we wish to draw their attention to the fact that such a thing may overtake them any day. Burglaries have been so common lately that one can hardly pick up a paper without reading of them. Why is this? We think that many if not most of the burglaries that occur are, though not occasioned, made possible by the carelessness of the person robbed. Probably no class of merchants suffer more from the depredations of those midnight prowlers than do jewelers, because their stocks are valuable, small in bulk and easily disposed of, and yet we think we are safe in saying that no class of merchants are more criminally careless in their protection. We have written up this subject at length in THE TRADER on two occasions, and we know for a fact that in spite of our warnings in several instances lately, the ordinary precautions suggested by us were totally neglected. Why this is we cannot tell. In view of the recent burglaries in Aurora, Uxbridge, Peterboro, and Cornwall, we think this an opportune time to sound a few words of warning to some of our readers who may heretofore have neglected this very important matter. In the first place we think that very many of the jewelers in Canada are unaware of the fact that

A FIRE-PROOF SAFE IS NOT A BURGLAR-PROOF SAFE AND CAN BE OPENED BY AN EXPERT IN FIFTEEN MINUTES.

No safe we think is absolutely burglar-proof ; what the ingenuity of one man has constructed, the ingenuity of some other man can destroy, if he has the time and opportunity. A so-called burglar-proof safe therefore is one that although it can be opened, will resist the operations of the burglar so long that he will not dare to tackle it for fear of detection before he can secure the contents. Then again the question of security depends very much

upon the position of a safe and the opportunity the burglar has of cracking it. A safe may be burglar proof in one position, and entirely worthless in another position, the difference being simply that in one position the burglar can work his own sweet will on it without fear of interruption, while in some exposed position he would not dare to touch it for fear that some one should see him before he had the job half done. Any ordinary fire-proof safe in Canada would afford as good protection as the best burglar-proof vault ever built, were it under the watchful eye of the "Sentry go" of the regular army, or had a wide-awake Toronto policeman sitting upon it all the time. In its ordinary position however in a merchant's store or office such a safe of this description

IS UTTERLY WORTHLESS FOR PROTECTION

against a burglar who really wants to get into it. A few minutes' drilling, a smart clip with a hammer on a small steel punch, a turn of the handle, and he is in quiet possession of the contents. Although these safes are first-class as against loss by fire, they are useless to stop even a novice in the art of burglary, and the sooner that the jewelers of Canada realize this the better. We think this is a fact that has never been brought home to the trade before. Most people when they invest in a safe, think they have purchased security, but such is not the case; they have simply purchased a mass of old iron which is no better protection against burglary than a wooden safe. For our part we think

THE SAFE MAKERS ARE VERY MUCH TO BLAME

in this matter, and while it is probably true that they don't misrepresent the goods, and sell a fire-proof safe only as a fire-proof safe, still they do not state the whole truth about it. We think they should state plainly to every customer buying a fire-proof safe that it was not burglar proof in any way and could be opened by an expert in fifteen minutes, and that they took no risk in the matter. As we said before very few jewelers are aware of this fact, and we are certain that had it been properly represented to them at the time they would never have dared to trust their all to the protection of such a sham. In doing this we think the safe makers would have consulted their own interests, for while it would not have deterred any person from buying a safe at all, many if not the most of their customers would have willingly paid a higher price in order to get something on which they could depend. As the matter now stands there are

THOUSANDS OF THESE WORTHLESS SAFES IN CANADA,

and to their tender security millions of dollars are entrusted every night in the full confidence that they can be really depended upon to keep it in safety. When a victim of this misplaced confidence comes down to his store some morning and finds that he has been cleaned completely out during the night, he feels like including safe makers as well as princes in the old scriptural injunction regarding whom to trust. This is a very important matter and the sooner our safe makers awake to the gravity of the situation the better for the future of their business. In the meantime in reference to these fire-proof safes that the country is flooded with we think that the safe manufacturers should devise some means of rendering them secure, and the sooner they provide

A REMEDY FOR THEIR PRESENT INSECURITY

the better. This we think they could do very easily in two ways, each of which would add very much to their security at a very moderate cost. We think that a plate of chilled steel hard enough to resist a drill, should be fastened on the inside of the door so as to protect the lock, and that the part of the lock that is now broken off by the burglar's punch and which is made only of cast iron, should be replaced by one of wrought iron or steel. Both of these things could be easily and cheaply done, and although they would not make an ordinary fire-proof safe into a burglar proof one, they would make it very much stronger and more trustworthy. We don't think there is a merchant in Canada who would refuse to have such an improvement made upon his safe, were it offered to him at a reasonable price, and we think that it would pay every safe manufacturer to offer to fix safes of his own manufacture at as near cost as possible. So much for this part of our subject. There is an old adage and a very true one which says that

AN OUNCE OF PREVENTION IS BETTER THAN A POUND OF CURE,

and in no case is this more true than in the prevention of burglaries. As we said at the outset of this article we have written this matter of prevention up fully in The Trader on two different occasions so we shall not do more here than simply draw the attention of our readers to some of the safeguards we have before pointed out. *The first is position.* Every merchant should have his safe in an exposed part of his shop, facing the window and as near to it as possible. (2) *Plenty of light.* There is nothing a burglar dreads so much as daylight or plenty of artificial light, therefore keep a good clear light close enough to your safe to show it up plainly. A safe well lit up and in such a prominent position that everyone passing the store is sure to see it, is pretty safe from any attempt at burglary. (3) *A good live dog.* Every jeweler's safe should have a watchman of some kind or other. If you cannot get a man to watch it, a good dog is the next best thing, especially if added to a good voice he have the grit to put his teeth into an intruder.

These things are all simple and inexpensive, and better than all, although not absolute protection, they add very materially to the safety of any merchant's stock. There is

STILL ANOTHER PRECAUTION

that we think every jeweler in Canada should adopt regarding their stock, and although it may not do anything towards keeping out a burglar it may add materially in his detection and in recovering the goods. And that is, *let every jeweler keep an accurate list of every watch movement and case he buys or sells*, so that if at any time he should be robbed he can give the police a clue whereby the goods can be at once recognized if offered for sale anywhere. As things now are, the police often get goods into their possession without any idea of who the owner is, but had they such a list of numbers of watches and cases and such like articles they could at once identify them. In conclusion we can only say that the danger of burglary is more real than apparent. A burglar never gives any premonitory warning. He lays his plans, strikes and vanishes, and it is only by accident that the old hands are ever caught. If any of our friends are ever unfortunate enough to have their safes burglarized, remember that the first thing to do, after notifying your local police, is to telegraph to the chiefs of police in all the neighboring towns and along the border, so that their escape may, if possible, be cut off. Prompt action in this way is often productive of good results.

THE BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



24

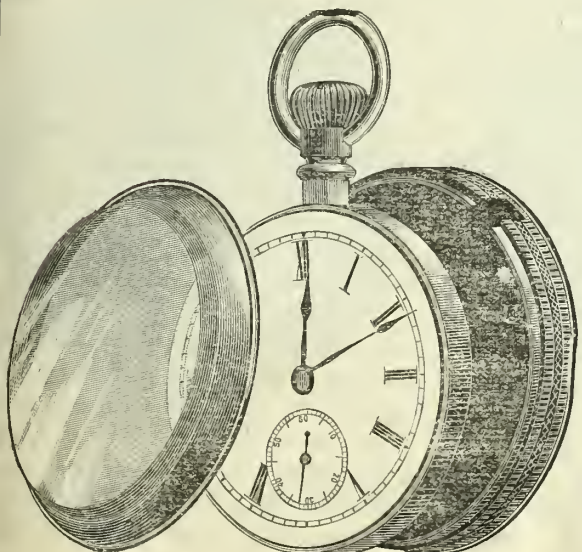
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



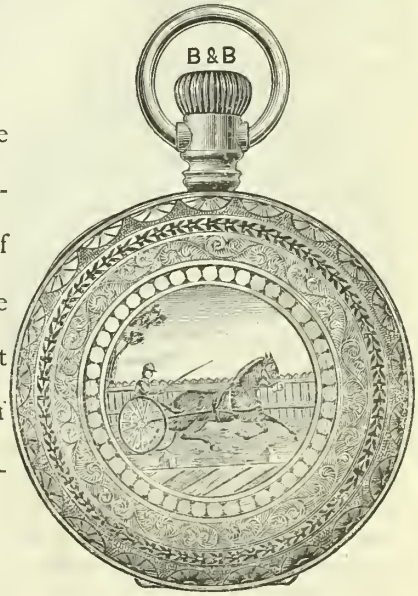
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SOLD BY ALL JOBBERS



Front Sectional View of

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22

Back View of

Selected Matter.

PERIPATETIC SWINDLERS.

There is scarcely any line of legitimate trade that offers so many opportunities to unprincipled adventurers and swindlers to exercise their talents in as the jewelry business. Speculators and swindlers are constantly devising ways and means for deluding the unwary under cloak of being dealers in jewelry or kindred goods, and the legitimate trade not only suffers great loss of custom from their "tricks and their manners," but have to bear the stigma of being engaged in dishonest practices. Not only is the trade injured in reputation by these adventurers, but retail dealers frequently find their market for goods seriously demoralized by reason of its having been flooded with spurious and worthless goods, made expressly to deceive the ignorant and the unsupecting. Among the worst of these unprincipled adventurers is the travelling auctioneer, who goes about the country with a stock of spurious goods which he sells to the lowest bidder as genuine. Their plan is to visit a city or village, hire a vacant store, and therein exhibit their cheap and worthless stock. The residents of the place and the farmers in the vicinity are then notified by handbills and circulars, that there is to be a "bankrupt sale of a stock of choice jewelry, plated ware, cutlery, etc." Assurances are freely given that these goods constituted the stock of some large dealer in a distant city who has just failed, and a peremptory sale of the goods has been ordered. Occasionally these auctioneers claim to represent some manufacturer who has been obliged to take this mixed stock to secure an amount due him, and a quick sale is necessary. The auctioneer swindle has been quite extensively worked, and the auctioneers, strangers of unknown reputations, have induced people to buy their cheap and valueless goods who would scarcely think of spending a dollar with the resident dealer, well known in the community, for fear of "being swindled." In many instances these auctioneers are backed by some eastern manufacturers of bogus goods, made expressly for this business; or by some western jobber in such goods, who keep the auctioneers stocked up with whatever they require. Their gold goods, so-called, have no right to be so designated, for the reason that so little gold enters into their composition that it would be a perfect surprise to it if it were ever detected by the process of assaying. Their plated goods are made of cheap, trashy stuff, having the thinnest possible film of silver plating that can be deposited thereon by the electro plate process. Their other goods are all of the "skin" kind, having no intrinsic value whatever, for when a few days' wear takes away the gloss, what remains is useless. Yet these auctioneers work off large quantities of this stuff every year, the profit on which is very large. The American people, as Barnum says, delight in being humbugged; we may add that they also delight in being swindled, otherwise they would not be caught time after time, and year after year, by the same old dodge and the same artful dodgers. A safe rule to follow is to have nothing whatever to do with auctioneers who sell jewelry unless you know that the stock they offer was the legitimate stock of a legitimate dealer. Occasionally a jeweler is obliged to sell his stock at auction, but when he does so he is very careful to give the public an honest description of his goods. It is the peripatetic, unknown, irresponsible auctioneering adventurers that are to be avoided. It is safe to regard all such as swindlers and their goods as bogus, made, like Hodge's razors, to sell, and whoever buys is sure to be badly bitten.

Another class of peripatetic adventurers who are to be avoided are the vendors of eye-glasses and spectacles. These chaps usually advertise themselves as "celebrated opticians," whose knowledge of the human eye and its many defects, is, like Captain Cuttle's watch, which being set ahead a quarter of an hour in the morning and fifteen minutes in the afternoon, was "excelled by none and equalled by few." They advertise liberally in the local papers, and so gain the favor of the editor, and frequently announce free lectures on "diseases of the eye." Getting an audience, they recite a lot of well known facts regarding the eye, to be found in any text-book on optics, and conclude by offering for sale eye-glasses and spectacles for which they claim especial virtues. A feature usually dwelt upon is the exceeding cheapness of their goods, offering spectacles for one dollar which, they assert, the local dealer would charge them two and a half or three dollars for. They find persons, generally those past middle age, and frighten them by assuming to find defects in their eyes which bid fair to render them blind at an early day. "Madam," said one of these peripatetic quacks to a lady whose eyes he was examining, "the condition of your eyes is alarming; they are not equal in their powers of vision, consequently one is doing the most of the work; the result will be that one will be destroyed from lack of use and the other from overwork; this must be remedied; the lazy eye must be brought to pull its share of the load; here is a pair of glasses especially designed to remedy such defects, one glass being intended to hold one eye in check and to develop the full working capacity of the other; only two dollars for this pair that a jeweler would charge you five for." If the old lady had thought to ask him how many persons have eyes precisely alike, the quack would not have told her that there were very few, but would have invented more lies for her benefit. But these fellows, by their varied and ingenious devices, manage to sell many glasses at good prices that are in fact worse than worthless, for they are so inferior that they are positively injurious to the sight of whoever uses them. Such glasses as they sell can be bought for a few cents each from the manufacturers, and are so poor in quality that the local dealer would be ashamed to have them in stock. Yet people will pay these swindling quacks one, two or three dollars a pair for them, when the regular dealer would be glad to order them for them at twenty-five cents. But great is humbug and immense is quackery. All such itinerant scamps should be prosecuted for obtaining money under false pretences. The law ought to be broad enough to cover their arrest and imprisonment on the *prima facie* evidence of their advertised claims and bogus endorsements. They are unprincipled swindlers, who are robbing the public at every opportunity.

A good way to circumvent these swindling auctioneers and optical tramps is for the local dealers in the places where they advertise to appear, to get out circulars and scatter them broadcast through the community, reciting the facts above set forth. If the names of two or three dealers and well-known citizens are attached to such circulars, they are sure to have the desired effect. We have known

New Patterns of Engraving

ON

KEYSTONE

COIN SILVER WATCH CASES.

Do not sort up your Stock until you have examined them, as they are entirely new, and are to be found only on these goods.



FOR SALE BY

ALL CANADIAN WHOLESALE HOUSES.

instances where this has been done with the effect of driving the peripatetic swindlers out of town before they opened up their spurious goods. Extracts from articles that have appeared in *The Circular* on this subject have been inserted in the local papers, side by side with the advertisements of the quacks with good effect on several occasions. When the public is placed on its guard in this manner, it is usually sharp enough to avoid being swindled.—*Jewelers' Circular.*

THE BURGLAR'S BANE.

It was a small back parlor, overlooking the solitary garden, beyond which was the open country, and the curious inventions in which he manifested such pardonable pride were contained in a large glazed case against the wall. At a cursory glance they did not present a very formidable appearance. Most conspicuous among them was a pair of stout solid, but otherwise ordinary looking boots, two or three door-mats, a couple of high-crowned hard felt caps, and several walking sticks with nothing peculiar in their appearance, excepting the knots and ferrules.

THE MOST ODD-LOOKING ARTICLE

of the collection, however, was an implement that bore some resemblence to a dog's collar, except that it was set round with short curved steel teeth, and that, and at what seemed to be the back of it, there was a short tube like a pistol barrel. In an adjoining case were another collection of curious implements designed to frustrate burglary in all its various branches, but I had not come on purpose to investigate the merits of the "Strangler's Bane," and, therefore, begged of him, as the time at my disposal was limited, to favour me with an inspection of that article in the first place at all events. "If you will accompany me for a few minutes into the garden," remarked the ingenious gentleman, "I will practically demonstrate to you its utility. It is my latest invention, and I think you will say not inappropriately designated it." We proceeded to the grounds behind the house, and, leaving me alone for a short time he returned equipped as though going for a country walk. He had changed his light shoes for a pair of heavy boots, his embroidered silk skull cap had been abandoned for a black hard felt hat, a muffler handkerchief was tied about his throat, and he carried in his hands a substantial-looking walking stick. At first glance I did not recognize the articles enumerated, but closer inspection convinced me that they were among those I had seen in the glass case. "As I now appear," said he, smilingly confident, and pacing up and down in order that I might view him in all points, "I flatter myself that I am a match and considerably

MORE THAN A MATCH FOR THE MOST DETERMINED PAIR OF RUFFIANS

that ever attacked an unsuspecting traveller, though I think I may venture to say that you have no more idea of the secret of my strength than the enemies of Sampson had of his before he was betrayed into revealing it." I knew, at all events, that the secret was not concealed in his hair, as was the case with the slaughterer of the Philistines, since, as already stated, I had seen him with his cap off, and his scanty locks had been somehow scorched off his cranium. I made a guess and suggested that he no doubt relied on his stick for immunity from danger in the event of any unsuspected attack being made on him. "It is an improvement on the ordinary sword-stick I presume," said I. It seemed to gratify him immensely that I should be so wide of the mark. "Well the fact is," he replied, "I could really do without the stick altogether. It is useful but by no means indispensable. Its purpose is to summon assistance to the spot where I happened to be attacked, though, unless more than a couple of fellows set on me, I could easily tackle them without any help. You shall see how the whole machinery works." He called out "Joe," and a man made his appearance. "This is my gardener," said the inventor, "and he is accustomed to assist me in my experiments. You of course are aware that the plan adopted by the villains who lurk in dark and unfrequented places to attack the unwary is to spring on their victim and grasp him round the neck from behind, and so hold him half-throttled whilst the second robber assists in front and dispossesses him of all he may happen to have in his pockets. Joe, here, will

ACT THE PART OF A GARROTER.

You have got your thick leather gloves on, Joe? That's right. You may as well bob down when you grasp me. There is no bullet in the barrel, of course, but the flash of the powder might hurt your eyes." Joe, with a perfectly serious countenance, touched his cap, and retired a few paces to the shade of a large bush of holly near the path, and his master, buttoning his coat and tucking his stick under his arm, proceeded to enact the part of a person walking briskly along the Queen's highway. He took a couple of turns to and fro on the gravel path, and then, as he passed the lurking gardener, he gave him a nod to indicate that now was his time. Acting on the hint, the latter promptly sprang out of hiding, and seized his master from behind, gripping his throat with both hands. What immediately ensued caused me to hold my breath in amazement. Whipping the short stick from beneath his arm, the ingenious inventor of the Strangler's Bane struck the knob of it smartly on the ground, then raised it with an upward jerk, and

INSTANTLY FOLLOWED A TREMENDOUS BANG,

and at the same moment, with a sounding whiz, there mounted into the air something like a rocket, only instead of bursting when it had accomplished its skyward flight it remained in the shape of a blue star floating as high up as the housetop. Nor was this all. It was well for Joe that his hands were protected by the thick leather gloves, and that he bobbed down as he had been directed. No sooner had he spanned his master's throat than a row of crooked steel teeth penetrated the muffler and partially pierced the tough buckskin, while, as though operated by one and the same agency, a crack as of a pistol shot was heard, accompanied by a flash, both proceding from the region of the nape of the attacked one's neck. Even this was not all. He stamped his heel in quick succession on the hard gravel and straightway there sprang out of the toe part of the heavy double-soled boots a bayonet-shaped spike, about three inches in length and evidently sharp as a needle. Two similar though not more than half the length of the others, appeared likewise at the heels. With much more coolness and determination than an actual garotter would have displayed on such bewildering conditions, Joe stuck to his man until the latter kicked out backwards, and then had to skip back with considerable liveliness to escape the spur. Instantly the victim faced round on his assailant and made a stab at him with the dagger that by this time appeared at the ferule extremity of the walking stick, and Joe, instantly succumbing, fell on his knees and was at his victorious master's mercy. —*Exchange.*

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,

Wallingford, Conn.

No connection with any concer in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

ROLLED PLATE GOODS.

We have received numerous inquiries of late from dealers throughout the country who are desirous of knowing why it is that they do not get as good a quality of rolled-plate goods as formerly. Several causes combined have had a tendency of late years to induce manufacturers to make an inferior quality of rolled-plate goods. The principal one is the largely increased demand for cheap goods coming from outside dealers. Dry goods merchants have added to their stocks lines of cheap jewelry, consisting of sleeve buttons, scarf pins, ladies' bracelets, pins, etc., while gents' furnishing-goods dealers now carry full lines of gentlemen's jewelry of the cheaper sort. This is mostly rolled-plate goods,and these outside dealers have been constantly clamorous for cheaper goods. Quality possesses no merit in their eyes—they want cheap goods that are attractive and will sell readily. Not being regularly in the trade, they do not fear after-consequences for no one ever thinks of returning cheap goods bought at a cheap place because they are cheap. A regular dealer, however, must face the consequences if he sells goods that do not give satisfaction. To meet the outside demand for cheap goods, manufacturers have been obliged to reduce the quality, and, as a consequence, much of the rolled-plate goods to be found in the market are far inferior to those made a few years ago. The plate put upon the base metal is not so thick as formerly, while the gold embraced in it is not of so fine a quality. Eight and ten karat plate has taken the place of fourteen and sixteen karat, while the plate has lost its thickness and is but the semblance of what it formerly was. These goods look well when new and fresh, but they will not wear with any satisfaction. Rolled-plate goods of the old sort were good for ten or twelve years' wear, but the modern plate will scarcely wear a year, and, beside, is clumsily made. There are some manufacturers of rolled plate who still maintain the old standard, and whose goods are as meritorious to-day as ever, but there are many others who have so debased their products that they scarcely possess a symptom of gold.

The remedy for this lies in patronizing only those manufacturers of rolled plate goods who make a good article, and who do not seek the orders of outside dealers, but confine their sales strictly within the trade. There are many manufacturers who do this, and such men are entitled to the confidence of the trade. They make cheap goods to be sure, but they sell them for just what they are, and to meet a legitimate demand. A still better way to meet the evil complained of is to educate the people to an appreciation of the better grades of goods; to teach them the difference between cheap and flashy jewelry and goods possessing intrinsic value combined with beauty of design and elegance of workmanship. Fortunately, the people are rapidly acquiring this knowledge, and the demand for the better grades of goods has never been so great as now. But there will be a demand for rolled plate goods, and it is unfortunate that a certain class of manufacturers are so debasing the quality of them as to bring them into discredit. Some of the rolled plate jewelry now in the market is little better than fire gilt, and will tarnish almost as quickly. Legitimate dealers in the trade should refuse to buy such goods, but should leave their sale exclusively to the dealers in furnishing goods and Yankee notions. In France the law will not permit imitation goods to be sold in the same shop where genuine goods are kept. It is not possible to apply such a law to the trade in this country, but retailers themselves should draw a broad line of demarkation between jewelry proper and the "cheap and nasty" stuff that is sold by dry-goods merchants, fancy goods dealers, and curbstone vendors. There is a distinction between the goods broad enough for anyone to see, and they will find it to their interest in the end to refuse to be identified with the latter class. The trade in rolled-plate goods is legitimate, for there is a legitimate demand for them; but the traffic in "skin" goods will not be countenanced by dealers of respectability.—*Jewelers' Circular.*

BUSINESS CHANGES FOR JULY.

W. H. McCaw, jeweler, Port Perry, burned out. Laing & Meharry and T. W. Parrish, hardware, Port Perry, burned out. Von Gunten Bros., jewelers, Chatham, offering to compromise. Wood & Leggatt, hardware, Hamilton, have admitted H. Vallance and W. A. Woods as partners, style as before. W. F. Johnston, hardware, Arthur, Ont., sold out to B. Johnston. Estate of C. A. Rothwell, Strathroy, Ont., jewelry and fancy goods, sold out. C. D. Graham, jeweler, Ottawa, assigned in trust. J. L. Cassidy, wholesale crockery, Montreal, asking an extension.

BUSINESS NOTES.

The Burglar-Proof Safe question is apparently going to be a live one in Canada amongst our jewelers. We would advise every one of our readers to read the editorial on it in this issue, and then look into it at once.

The "Keystone & Boss" case people are making a big push for this fall's trade, and their new line of goods appears to embrace all the novelties and improvements possible in an ordinary watch case. The well-known reliability of their goods makes their continued success beyond a peradventure.

We understand that the Bates & Bacon filled cases, especially those made on their patent dust-proof principle, are having a big run in the States. The manufacturers are a thoroughly reliable firm, whose trade mark is always a guarantee for anything bearing it, and we predict for their goods a favorable reception in Canada.

In our advertising columns will be found a few cuts of Quigley's new patent case, shewing how it appears when open or closed. This case is fast becoming popular in Canada, and we are informed that in the States a manufacturer has purchased the patent, and is pushing it for all he is worth. From this it looks as though Canadian inventive talent were coming to the front.

The recent cut of the Waltham Watch Co. seems to have completely demoralized the watch business in this country. What's next, everyone is asking, and this is a query that no fellow can explain. The probability is that the good crop in the U. S., and consequent revival of trade will make prices advance in the near future all along the line.

The store of Mr. A. M. Gilpin, jeweler, of Uxbridge, Ont., was entered by burglars on the night of the 7th July, the safe forced open and worth about $2,000 of goods stolen. Detectives have been placed upon the job, and as things at present stand, strong hopes are entertained of getting the goods back in the near future. If this can be accomplished and the burglars secured they should be rigorously dealt with.

The filled case business is apparently going to suffer or benefit, which ever way it may turn out to be, from plenty of competition. Formerly there were but two manufacturers in the United States. Now half a dozen are claimants for public favor. Amongst others, the Dueber Watch Case Manufacturing Co., one of the largest in that country, are in the market, and it is needless to say that in this line of goods, as in everything else they turn out, their work is first-class in every respect. Some of their new engravings are very fine, and their goods all around must make a favorable impression amongst the trade.

Amongst the sufferers of the Port Perry Fire, we are sorry to learn, was Mr. W. H. McCaw, the well-known jeweler. Mr. McCaw had, by hard work and close attention to business, succeeded in making himself comfortable, and his friends, and the trade generally, will sympathise with him in the heavy loss he has sustained. We understand that Mr. McCaw

Highest Honors Awarded at the Toronto Exhibition, 1882.

TWO SILVER MEDALS AND A COLD MEDAL!

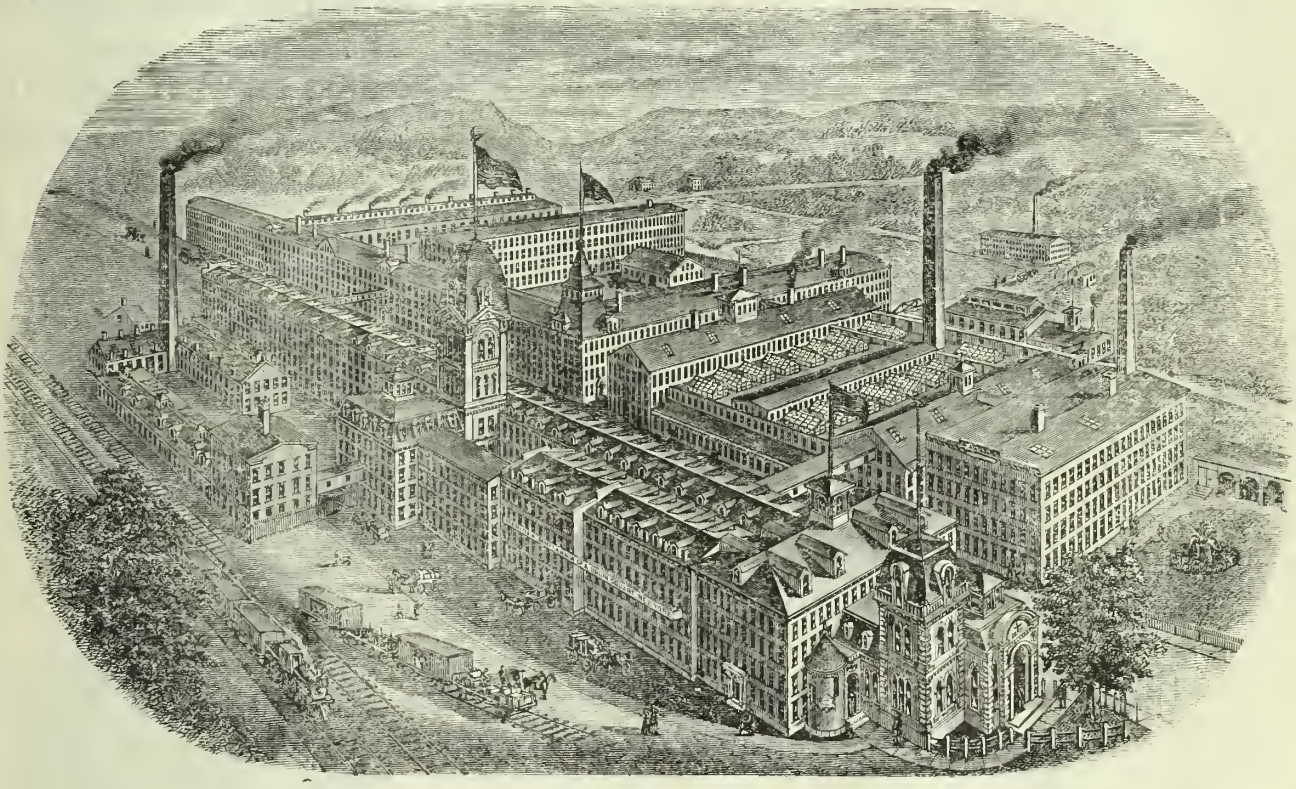
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.



WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

with his accustomed energy, intends rebuilding his store on the old site. In the meantime he has improvised temporary premises.

ANOTHER of the sufferers in the Port Perry fire was Mr. T. W. Parish, hardware merchant. We had a call from him while in the city the other day, and he was loud in his praise of his "Taylor" safe, which he said had received the hardest test that any safe could have been put to. After the building had been burned the safe fell into the cellar into the coal oil tank, and got a second roasting from flames as hot as could be got up anywhere this side of Hades. In spite of this double mishap however, when opened, the contents were found to be all right. Mr. Parish says that the J. & J. Taylor safe is the one for his money.

WORKSHOP NOTES.

CARBOLIC ACID ON METAL CUTTING TOOLS.—Carbolic acid is recommended for moistening the tools with which metals are worked. The efficiency of the grindstone is even said to be increased by the use of the acid. The dark and impure acid can be used for this purpose.

GOLD-COLORED VARNISH.—For preparing a gold-colored varnish, pulverize 1 drachm of saffron and one-half a drachm of dragon's blood, and put them into 1 pint of spirits of wine. Add 2 ounces of gum shellac and 2 drachms of Soccotrine aloes. Dissolve the whole by gentle heat. Yellow painted work varnished with this mixture will appear almost equal to gold.

RE-SHARPENING OLD FILES.—First clean well with scratch brush, then with benzine; see that the file is thoroughly clean, then place it in a bath of the following solution: One part acid, five parts sulphuric acid. Let it remain for three or four days or until the edges of the file are fully restored. Wash thoroughly with water to remove the acid, when the file will cut as good as new.

RE-LACQUERING BRASS ORNAMENTS.—The following is a good method for re-lacquering brass ornaments: Wash the objects in a hot solution of potash (made pretty strong). When the lacquer is removed the articles should be washed and dried, then re-polished before lacquering; clean well and wipe with lime. Then when free from rust or dirt, warm on a stove until just hot enough to hold, then lacquer with either brush or piece of raw cotton.

RUSSIAN NIELLO.—The composition of the Russian tula or niello silver has hitherto been kept a secret to the *Berliner Tageblatt*. The firm of F. Zacher & Co., in Berlin, have discovered the method of manufacture and have made it in large quantities. It consists of nine parts silver, one part copper, one part lead, and one part bismuth, which are melted together and saturated with sulphur. This mixture produces the gorgeous blue which has often been erroneously spoken of as steel blue.

BRITTLE GOLD.—The goldsmith is often puzzled to soften gold so it can be forged out thin without cracking and breaking. Some gold can be forged out easily while others is very hard and brittle, because the impurities or alloys, such as a little lead or zinc, tend to make it so. Melting over a stone coal fire would do the same. Gold should be melted over charcoal or coke, and, if of low grade, should not be exposed to the heat too long. If it has no "grain" melt again. If it does not take grain then melt again and add a little saltpetre, and, a little later, some borax. For ordinary meltings fuse with borax, stir well and add a little sal ammoniac just before pouring it out. In forging gold it should be annealed as often as it begins to get hard and brittle. Low grade gold needs annealing oftener than finer gold. Heat red hot and let cool without tempering.

AN INDIAN BRONZE.—The Hindoos possess a remarkable ability for making alloys of iron, copper, zinc and tin. Let us cite the Biddery; the alloy is called after the city where it is most prepared and found in all its purity. The eminent qualities of this alloy are that it is non-oxidizable in and even if the latter is charged with humidity, under the burning tropical sun. It is perfectly malleable and does not crack except, perhaps, by violent blows. Objects of art manufactured from this alloy are colored black by plunging them into a single solution of saltpetre and sal ammonia or sea salt and blue vitrol. One receipt for preparing the alloy reads as follows: 16 parts copper, 4 lead and 2 tin, melted together. Zinc is combined with this mixture in a proportion of 3 to 10. Doctor Hamilton gives another formula: zinc, 126 parts; copper, 460; lead, 414; no tin. These ingredients are finely crushed and inclosed in a crucible with a mixture of beeswax and resin, to prevent calcination and to simply effect fusion. The fusing alloy is run into an earthen mould and shaped into the desired form. To give it a black color, a solution of sulphate of copper is used.

OTHER NOTES.

A WRITER in England has been trying to remember whether there were not opals among the wedding presents of the Duchess of Albany. He is inclined to believe that there were. "No jeweler in London," he writes, "would let a young man buy an opal for an engagement ring, any more than an emerald."

THE ingenious Dr. Farr, calculates that the march of 1,000,000 children through life will be about thus: Nearly 150,000 will die the first year, 53,000 the next, 28,000 the third, and so on to less than 4,000 in the 13th year. There will be 500,000 alive at the end of 45 years, 370,000 at 60, 90,000 at 80, 38,000 at 85, 2,100 at 95, 223 at 100, and at 108 there will just be one survivor to tell the tale.

THE latest wrinkle in photography is a *fac simile* of a postage stamp with the portrait of any one who chooses to pay for the curiosity in the centre. The stamps are made in large sheets, containing 100 pictures each, and the edges are punctured so that they can be separated just like the government stamps. The portraits are not taken from life, but from ordinary card or cabinet photographs.

TEN years ago neither India, Australia, nor the Argentine Republic, had sent a cargo of wheat to Europe. This year the amount of exportable wheat from India, is estimated at 50,000,000 bushels, from Australia 25,000,000, and from the Argentine Republic at 10,000,000 bushels, a total of 85,000,000 bushels. In each of these countries the opening up of the country by railroads is stimulating wheat production in a surprising manner.

SPONGE-PLANTING is an enterprise that some speculative Frenchmen have on foot. It is proposed to bring the sponges from the waters of Syria and the Archipelago. They will be carefully selected, placed in a box pierced with holes, along with the rocks to which they were found adhering, and transplanted in that part of the Mediterranean that washes the shores of Algeria and France. Three years at least will tell whether Frenchmen will continue to pay at the rate of almost fifty francs a pound for sponges.

T. WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

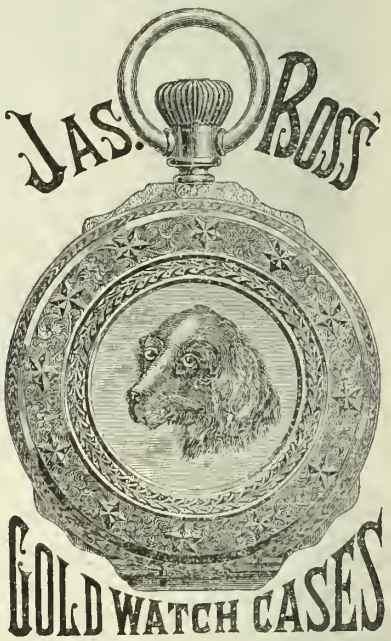
39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

BUY THE



GOLD WATCH CASES

BECAUSE THEY ARE THE BEST IN USE.

These Celebrated Cases have lately been reduced in price, and are now the Cheapest as well as the Best case made. Send for Price List to

McNAUGHT & LOWE,

CANADIAN WHOLESALE AGENTS,

16 WELLINGTON STREET EAST, - TORONTO

A FULL ASSORTMENT ALWAYS ON HAND.

To the Retail Watch Trade of Canada.

Having made a reduction in price of our Movements, and in accordance with our circular of May 26th, 1884, guaranteeing the retailer against further loss on WALTHAM WATCHES from reduction in price, we will rebate as per circular of July 15, 1884.

The amount of rebate will be paid in 18 size Movements and as nearly as possible in such grades as they may designate.

To avoid complications and insure prompt returns, those wishing to obtain the rebate will please conform to the following rules:

Immediately on receipt of the circular forward to MR. P. K. HILLS, Jr., No. 1 Wellington Street East, Toronto, for verification and registration, all Movements you may have in stock of the grades reduced, carefully packed, sealed and plainly addressed.

The business card of the dealer must be enclosed in the package with the goods, and a notification by mail sent when the package is shipped. The goods sent, after verification of the numbers, will be returned by first express, and payment of rebate will be made as soon as account is audited.

AMERICAN WATCH COMPANY.



ASK YOUR JOBBER

—FOR—

QUIGLEY'S

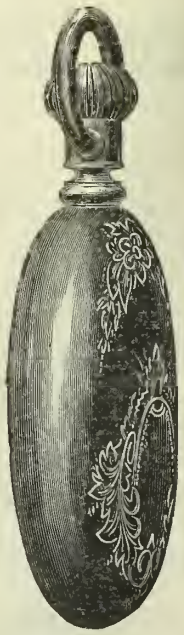
NEW PATENT

INVISIBLE JOINT CASE,

THE FIRST

DUST PROOF HUNTING WATCH CASE

EVER MADE.



This Case is made in Key or Stem Wind, Hunting or Open Face.

WEIGHTS IN SILVER, 3 oz., 4 oz. and 5 oz. IN GOLD, ANY WEIGHT OR KARAT.

INTELLIGENT AND CLOSE BUYERS

Would do well to bear in mind the fact that Watch Cases (Gold and Silver) Manufactured by me and Stamped

"QUIGLEY,"

are now sold to the trade at the same price as American Cases,

LESS THE DUTY.

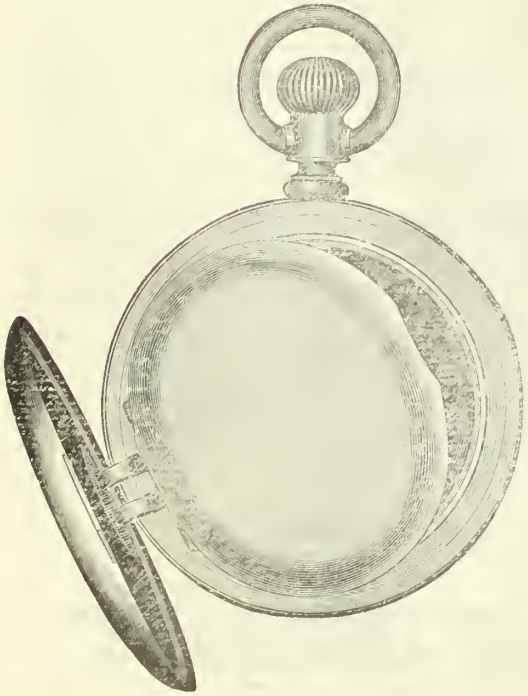
ALL GOLD AND SILVER

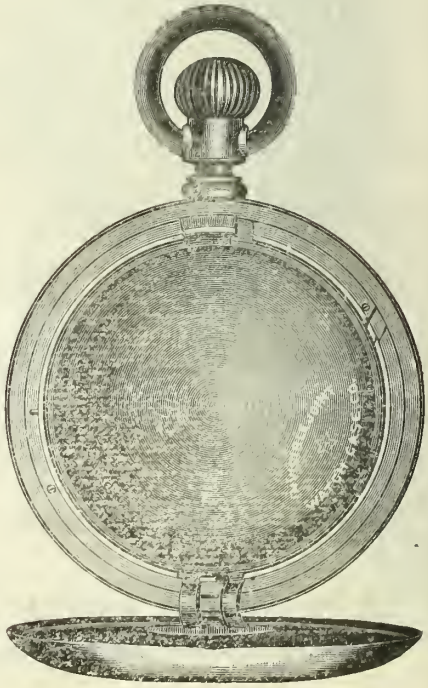
used in the

QUIGLEY CASES

is received from and guaranteed by the

U. S. Assay Office.



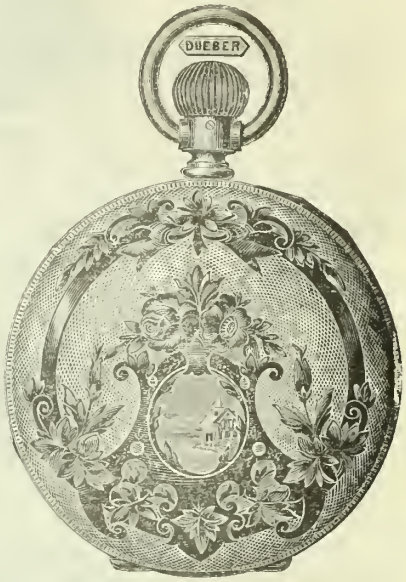


THE BEST

The Dueber 14 Karat Gold Filled Watch Case.







This new and elegant Watch Case was first introduced to the trade March 1st, 1884, is made under J. C. Dueber's U. S. Patents, No. 290869 and 290870, dated December 25th, 1883, and is constructed throughout from 14 Karat solid gold bars rolled down over composition metals except pendant bow joints, joint plugs and thumb pieces, which are solid gold. Contains more gold than any other filled case, and is finished and engraved with that degree of excellence which gives "The Dueber Cases" a world-wide reputation for superiority over every other watch case made.



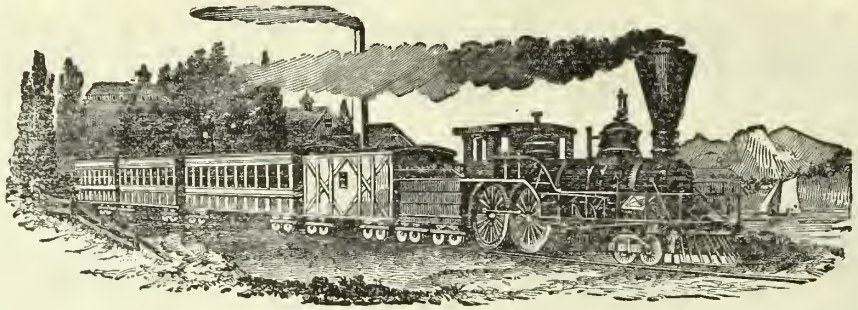




For Sale by all reliable jobbers in watches throughout the Dominion. Send for price list. Purchase a sample lot and you will in future keep no other in your stock.

THE DUEBER WATCH CASE MANUFACTURING COMPANY, CINCINNATI, U.S.A.

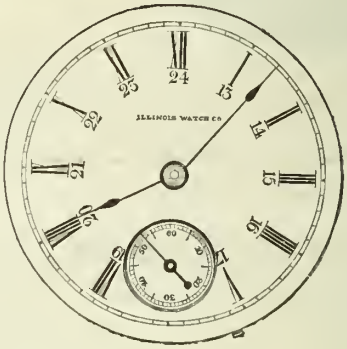
ON TIME!



The ILLINOIS SPRINGFIELD

"RAILROADER."





Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new

EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT

Warranted by the

ILLINOIS WATCH COMPANY.

FOR SALE BY ALL JOBBERS.

A. C. ANDERSON & CO.,

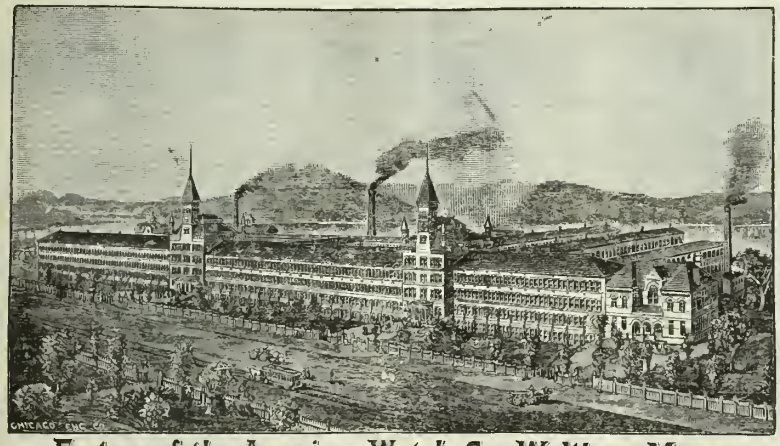
NEW GOODS. **NEW GOODS.**

We have just received a large consignment of New Spring Goods, consisting of Novelties in

CHARMS, LOCKETS, CHAINS,
BAR PINS, DROPS, BRACELETS, &c.

We make a specialty of getting new and fresh Goods for our Travelers to show our customers every trip.

A. C. ANDERSON & CO., - HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

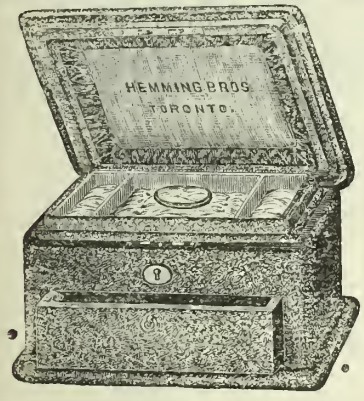
SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y.



52 ADELAIDE STREET EAST,

HEMMING BROS.,

MANUFACTURERS OF

WATCH BOXES. PAPER NEST BOXES.
JEWELRY BOXES. WOOD MAILING BOXES.
SILVERWARE BOXES. JEWELRY CARDS AND FINDINGS
JEWELRY CABINETS. OF EVERY DESCRIPTION.
SILVERWARE CABINETS. MEDICINE CHESTS.
TOILET & ODOR BOXES. SURGICAL INSTRUMENT BOXES.
BRUSH, COMB & MIRROR BOXES. FANCY BOXES, &c.
MUSIC ROLLS AND HOLDERS.

The above made in Plush, Morocco, Leather, Satin and Velvet.

Jewelry Show Case and Safe Trays for Rings, Watches, Lockets, Charms, Chains, BRACELETS, &C.

OUR SPECIALITY:

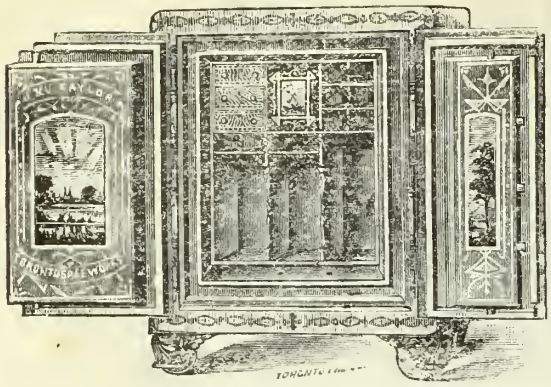
Travellers' Trays for Watches, Rings, Lockets, &c. Plain Canton Flannel Bottom Trays.

THE LATEST!

HEMMING'S PATENT SPRING SELF-LIFTING TOP!

By this ingenious invention Jewelers are saved the endless trouble of keeping open their boxes in the show cases; by simply pressing on the catch, the cover flies back and remains open. Sample box sent by mail.

HEMMING BROS.



J. & J. TAYLOR,

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

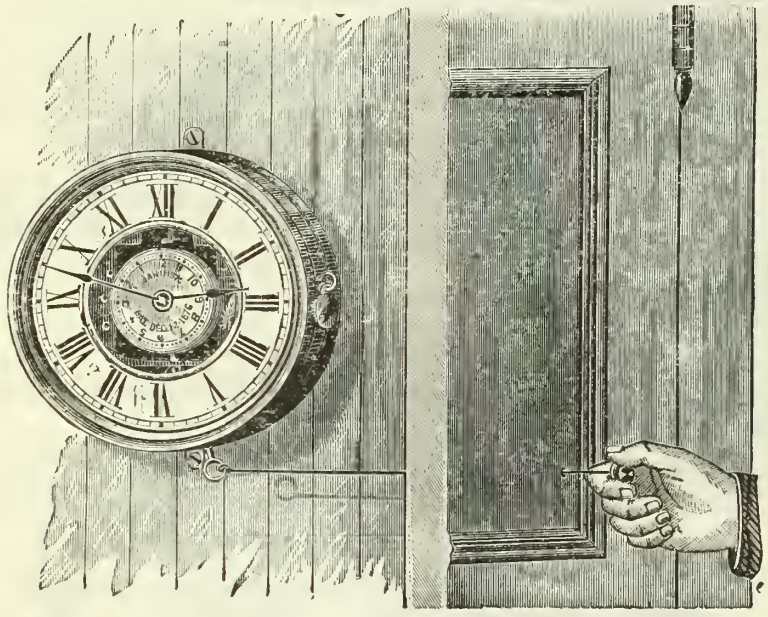
Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.



THE

LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks. Factories, Stores, &c

Also just received The Meteor Illuminated dial clock Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS IN THE DOMINION.

Prices furnished to the Trade only.

N.B.—I keep on hand a Large Stock of Jewelry. Watches of all grades, Silver and Gold. Watch Cases at Bottom Prices.

SAMUEL STERN,

WHOLESALE IMPORTER,

31 Wellington and 40 Front Streets East, Toronto.

Montreal Optical & Jewellery Company,

1685 Notre Dame Street,

MONTREAL.



THE ONLY CANADIAN HOUSE MANUFACTURING

SPECTACLES, EYE-GLASSES AND CASES.

The M. O. & J. Co. keep on hand the Largest and Best Assortment of Specs and Eye-Glasses, in gold, silver nickel, gold plate, steel and rubber, in the Dominion.

OCULISTS' PRESCRIPTIONS AND REPAIRS PROMPTLY ATTENDED TO.

N.B.—Fine Rolled-Gold Plate Jewellery a speciality.

THE TRADER

TORONTO, ONT., SEPT., 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE OUTLOOK.

As usual at the opening of the fall trade every merchant and manufacturer is asking himself, "What are the prospects ahead? Shall I lay myself out for a large or a small trade? What is my best policy?" The lesson of last year has, we think, not been thrown away in this country, and our merchants have profited more by it than many people imagine. The premonitary warnings of a commercial crisis were, we are glad to say, heeded with almost as much alacrity as the whistle of "down brakes" is obeyed by a brakeman on a passenger train, and the result has been that although we did not get off altogether "Scot free," the damage was very slight compared to what it would have been, had the warning not been promptly attended to.

The effect of this action has been a very decided decrease in our imports, and as a consequence, lighter stocks have been carried by both wholesale and retail dealers all over the country. Buying has been more carefully done than formerly, indeed as a rule with the generality of merchants it has been simply a hand to mouth purchase of goods, enough to keep their assortment up. As a rule payments have been fully up to the average, so that in a general way, our merchants to day stand fully better than they did at this time last year. As a rule although their stocks are lighter, they owe much less than formerly, and are in a position to buy if the prospects of trade seem to warrant such a conclusion.

As all our prosperity comes from the soil, we naturally turn to our crop reports in order to form an intelligent idea of what trade may be expected during the coming months. From Manitoba and the North-West we learn on reliable authority, that the wheat crop in those provinces is excellent and they calculate on having at least 5,000,000, bushels of wheat to dispose of after supplying their own wants. The effect of this large crop will be to put the North-West on its feet again and counteract in a great measure the depression that has existed there ever since the collapse of the land boom. In Quebec and the Maritime Provinces, the crops appear to be above the average and if safely harvested there is no doubt that a decided revival of trade will result from this cause. In the Province of Ontario the returns from the Bureau of Industries for August 7th, assure the fact that the crop in this province is the best it has had for years.

The fall wheat gives an average yield of 21⅓ bushels, and the spring wheat of 18⅓ bushels per acre—the average of both being 20 bushels—and the aggregate production exceeds that of last year's harvest by 10,360,000 bushels. Barley was a good crop in the southern and southwestern counties of the province, but in the northern and northeastern counties it was affected by the summer drought. The grain, though plump and heavy, was in large areas discolored by the rain showers of the last week of July. The accounts of the oat crop are much the same as for barley, but, being two or three weeks later in ripening, it has been greatly benefited by the July rains, and the yield will probably exceed the estimate. The area in rye is much less than last year, and the average yield about the same. Peas is a bountiful crop, and it is ripening under the most favorable circumstances.

The area and production of the foregoing crops is as follows :

	1884	
	Acres.	Bushels.
Wheat	1,586,961	31,730,344
Barley	701,435	17,860.777
Oats	1,485,620	49,383,000
Rye	104,141	1,630,417
Peas	570,628	13,106,062

From the above reports it will be seen that in this country the conditions are all favorable to a good trade for the forthcoming season. We shall be surprised indeed if business this fall, although probably later than that of last year, does not largely exceed it in volume and safety.

A NEW COMPETITOR.

It has generally been accepted as sound common sense that no Government should ever engage in any business that can be better accomplished by private enterprise. Thus while we have Government mail service and in some countries telegraphs run by Government, as a rule these private enterprises do not clash with private business.

It seems, however, that the Government of Canada is going to lead the van in a new departure from the above usually recognized lines, inasmuch as they propose to sell direct to the consumer such articles of merchandise as they may from time to time confiscate on account of disobedience to the existing customs regulations.

We have before us this moment a Government advertisement, clipped from a Winnipeg paper, which sets forth, "That an auction sale of $10,000 worth of confiscated jewelry will take place at the ware, house of a well known Winnipeg auctioneer on Tuesday the 12th day of August, at the hour of 8 o'clock p. m. and on the following evenings until all the goods are disposed of." This interesting advertisement is dated from the Custom House at Winnipeg and signed by W. R. Mingaye, Collector of Customs for that Port.

Now we do not know whether this auction sale of jewelry is run by Mr. Mingaye on his own account, or whether it is with the consent of the Customs Department, but whichever it is, it is a disgrace to the country. It is however very much in keeping with many other arbitrary things that the Customs Department do at the present time, which many good conservatives will retaliate for by voting against the Government at the next general election. How any Government possessing an ounce of brains, expects to keep in power by exacting 20 or 25 per cent duty upon the goods imported by merchants, and then spoils the business of these merchants by offering to their customers at public auction, similar goods upon which neither duty nor original cost had been paid, we fail to understand. The merchants of Canada in general and Winnipeg in particular may be long suffering but they are not fools, and when they do take action as

they will shortly be compelled to do regarding the present customs abuses, the Government will either have to take back water or stand from under.

It is possible that the Customs Department at Ottawa are ignorant of Mr. Mingaye's action in this matter, if so the sooner they go to work and straighten Mr. Mingaye out, the better for Winnipeg and themselves. Mr. Mingaye has the reputation locally of being a crank of the first water, and judging the man from his arbitrary and usually absurd decisions, we should say that if he has not the whip hand of the Department, that the sooner he is bounced from his present position the pleasanter things in the Winnipeg Custom House will run. As it is, his usefulness in that port is gone, and we think we only express the general feeling amongst Winnipeg merchants when we say that he is entirely unfitted for his position and should speedily give place to some person better qualified to fill such an important position.

If Government have to sell confiscated goods it should be done *en bloc* to merchants, and not in small quantities to the consumer. Such a course as has just been pursued is disastrous to the interests of the honest merchant who pays the duty levied by the Government, and is an injustice that should only require pointing out to the Department to be remedied. If, however, the stupidity or greed of Customs officials should again override common sense and public opinion on this particular, every effort should be made to have them ousted from a position that they have more than proved themselves unfitted for.

CUSTOMS TROUBLES.

A good deal of excitement has been occasioned in jewelry circles by the report that the Customs authorities in Montreal had seized stocks of watch cases in Montreal and Toronto for undervaluation. From what we can learn, there is more smoke than fire about the present seizures, and had the inspectors known their business, they would have made certain of their ground before they proceeded to make the matter public.

When boiled down, it appears to be simply a question of what is the value of the goods, and from what we know of the question we think the Customs people are in the wrong. It seems absurd that such firms as Schwob Bros. and H. & A. Saunders who have never had any complaint whatever lodged against them in the Customs Department during their entire business career, should be pilloried before the public as law-breakers by some ignorant Customs officer before even an official investigation had revealed the fact whether they were guilty or innocent. However, it is a way our Customs authorities have of doing, and we suppose that the trade ought to thank their stars that they are allowed to pass goods at all, even though they pay the duty demanded.

Perhaps it may dawn on those worthy *public servants* some day that they are not masters of the people, but the people's servants, and that importers have rights as well as the Department. Until then, the trade of Canada will "grin and bear" the imposition as best they may.

Regarding the *cash* or *credit* value of goods, and the amount that duty should be levied upon, we may have something to say upon it in a future issue; in the meantime the trade will wait the decision of the Customs Department with considerable interest. The government side of the story as published in their organ is as follows :—

THE MONTREAL SEIZURES.

"The seizures made here have caused considerable consternation and surprise, some of the firms being among the oldest and wealthiest in the city, whose characters have always stood high for conducting their business in a straightforward and conscientious manner. These observations apply especially to Messrs. Schwob Bros. and Messrs. H. & A. Saunders, who have never had any complaint lodged against them by the Government. For those now under the consideration of the Customs Department both these firms claim to have acted in a straightforward manner in making their entries, having had no knowledge, they say, that there was any trickery being resorted to by Messrs. Joseph Fahey & Co., of New York, in making out the invoices of the goods shipped to their order here.

Messrs. Schwob Bros., who feel the indignity of being mixed up in defrauding the Government, have placed their case in the hands of Mr. D. Girouard, Q.C., and will show that they have made the entry in a *bona fide* spirit, and in the belief that they were acting entirely in accordance with the tariff laws.

DISHONESTY OF AMERICAN IMPORTERS.

The class of goods which the Customs officials have seized, both here and in the west, is silver cases for watches, and the charge is that the firm of Messrs. Joseph Fahey & Co., of New York, have been furnishing fraudulent invoices for the purpose of enabling their customers in Canada to defraud the Customs. In the invoices sent here by the firm the terms of sale are printed as being with a discount of 15 per cent. trade discount, with 6 per cent. for cash in ten days and 5 per cent. in thirty days, but no discount after a month. Now in the invoices supplied to the purchasers in Canada the pen is run through the figures five and six, and sixty days net for cash substituted in red ink.

CONCLUSIVE PROOF OF FRAUD.

There is no doubt of this being done deliberately for the purpose of defrauding the Canadian Customs, is proved by a letter which has fallen into the custody of the Customs Department, and has been impounded there for the purpose of proving the premeditated intent of the American manufacturing firm to connive at the fraud upon the Customs. The letter of Fahey & Co., from which I have taken an extract, says in answer to a customer here who wanted to take 60 days for payment, as stated in the invoice, that the firm knows no such terms as 60 days; that at the request of Canadian customers, for reasons best known to themselves, the firm so marked their invoices, but all their payments were to be in ten days or thirty days, which was the longest time to give the five per cent. discount. In making the entries the tariff law expressly lays it down that they be made at the fair credit value, but to make it appear otherwise the invoice was falsified to 60 days. Besides this letter showing the intent, the Customs Department has an affidavit solemnly made before a proper officer at the time of making the entry that the value was properly stated in the invoice. In the books of a firm here which have been examined by the officials of the Customs the facts contained in the letter of Fahey were confirmed, but the absolute falsity of the affidavit shown. It was demonstrated that all the firms here had paid within the ten or thirty days so as to get the cash discount.

STRIKING AT THE ROOT OF THE EVIL.

The Department of Customs has resolved upon confiscating every dollar due Fahey & Co., by the firms where seizures have been effected, as the law here directs, as no firm can legally collect money due on goods that have been fraudulently entered on a false invoice in the Customs. This is intended to strike at the root of the evil."

A BANKRUPT ACT.

We notice in the Government organ of last month a despatch to the effect that a deputation from our London (England) Chamber of Commerce had upon the 9th August, waited upon Sir Leonard Tilley, Finance Minister of Canada, at the Grand Hotel, Charing-cross, to urge upon the Government of the Dominion the advisability of supplying the lack of a bankruptcy law in Canada. The deputation, which was introduced by Mr. Samuel Morley, M.

New Patterns of Engraving

—ON—

KEYSTONE

COIN SILVER WATCH CASES.

Do not sort up your Stock until you have examined them, as they are entirely new, and are to be found only on these goods.



FOR SALE BY

ALL CANADIAN WHOLESALE HOUSES.

P., having stated their views, Sir Leonard Tilley said he would take an early opportunity of conveying to his colleagues the views of the deputation, and he thought he might say for the Government that before Parliament met they would give the matter their earnest consideration.

This "earnest consideration" dodge is the one usually resorted to by the powers that be, when they want to put anything off and still remain friendly with those making the application. Now that our Minister of Finance knows that the manufacturers of England, as well as the merchants of Canada desire such a law, we trust that the matter will not be allowed to end at the "earnest consideration" of the Government, but that they will really bestir themselves and do what they should have done two years ago, pass a Bankruptcy Act worthy of the name. This the country demands, and is what the country will have sooner or later, whether those at present in power do it or not

OBITUARY.

We are sorry to learn through the columns of our esteemed contemporary the *Jeweler's Circular*, of New York, of the death of its founder and proprietor, Mr. Daniel H. Hopkinson.

Mr. Hopkinson, like many other men who have made their mark in America, was an Englishman by birth and education. Finding his native land unsuited to his energies, he emigrated to this country, and after years of toil and adventure achieved a marked business success by starting the trade journal indicated above. Of Mr. Hopkinson's abilities as a journalist we need not say more than that in a comparatively short space of time his new literary venture had achieved a success which placed it in the forefront of all trade journals and made it one of the most elegant, readable and reliable periodicals we have ever seen. *The Jeweler's Circular* will be Mr. Hopkinson's best monument, and it is not probable that his memory will fade during the life of the present generation of jewelers in the United States.

Correspondence.

We do not hold ourselves responsible for the opinions of our correspondents.

TORONTO OFFICE OF GOLDIE & McCULLOCH, 50 CHURCH ST.

August 4th, 1884.

The Editor of THE TRADER :—

DEAR SIR :—I have read with much interest the article headed "Warning" in the August issue of your valuable paper, and know that if your "words of warning" were more generally heeded, the business community, more especially the jewelers, would largely profit thereby, and the burglars' profession (?) would not enable them to realize such rich harvests as we frequently hear of them doing.

Many merchants, and especially jewelers, who require large safes for their goods as well as their books, feel that, owing to the expense necessarily incurred, they cannot afford to purchase burglar-proof safes.

Messrs. Goldie & McCulloch realized this fact and, being determined to give their customers all possible protection in their fire-proof safes, they, from the first safe manufactured, and ever since, have made of brass that part of the lock you speak of as generally made of cast iron, and so easily broken by the burglar, and about a year ago they also commenced introducing a *plate of drill-proof steel* (the same as is used in making their burglar-proof safes), as now suggested in your article, in the door of every fire-proof safe manufactured by them, for the very purpose of preventing the lock being drilled.

This they have ever since continued to do, and their fire-proof safes have thus been made inaccessible to the burglar by the drilling process you refer to. They cannot be opened except by the use of powder, which is a very noisy and dangerous process.

Yours respectfully,

GEO. F. BOSTWICK,

Toronto Agent for Goldie & McCulloch.

To the Editor of THE TRADER :

DEAR SIR,—Knowing that your columns are always open to promote the good of the trade, I send you an account of the manner in which Gus Kleiser does business on the road. About the 21st of last April, a man by the name of J. H. Flood, a tea agent for Jas. Laut & Co., Toronto, came into my shop with a nickel case, S. W. Co. watch, and asked me what I would allow him for it in trade for a new silver one—one of the best I had—upon which I showed him some. He then said he would buy a gold one, upon which I showed him an open-faced one, which did not suit, as he wanted a hunting case. I offered to send to Toronto and have two or three sent on approbation, but that did not suit. Gus had to appear to complete the arrangements, which he did a few minutes after, and when I inquired if he had any gents' gold watches, he informed me that he had two, and left them with me, naming the price. One I thought rather high, but he said it was a 14 k. with Montauk movement, the other was reasonable and an Elgin watch with 10 k. case.

A few minutes after Mr. Flood appears upon the scene, which would not have been complete without him, as you will see by the sequel. Upon my showing him the watches he agreed to take the Montauk, and made a great display of money, pulling out, I should think, from one to two hundred dollars, or perhaps more. But instead of paying for the watch and taking it away (which was not in the programme) he paid $5 on it and agreed to take it in the afternoon, but forgot, and left along with Kleiser on the next train.

I wrote him in May in care of Messrs. Laut & Co., when he sent me word to sell the watch. I did not then suspect anything wrong, but as Mr. Kleiser never made his appearance after, I began to have suspicion all was not as it should be.

I happened to have a young man working for me who told me of the trick played by the same parties upon Mr. Vick, of Owen Sound, upon which I wrote him and received the enclosed card.

I then came down to Toronto to see Kleiser to make some arrangements for him to take it back, but failed. He first sent me to Mr. A. Kleiser and said I was to leave the watch with him and he would pay me, but he refused. I then went and saw him again, when he wanted me to leave the watch and he would send me the money in two weeks. I know I am a fool, but did not think others thought me such a one as that. He tells me that if I sue him I cannot get anything. What I want to know is whether it is a civil or a criminal act, as, in my opinion, they are a pair of confidence men and nothing more. Hoping to see your opinion,

I remain, yours truly,

B. RICHARDSON.

P.S.—He told me he had sold a dozen in the same way.

We would advise Mr. Richardson to consult a lawyer and if these men can be indicted criminally to put them through. The whole transaction is only another warning to jewelers of the folly of dealing with irresponsible parties when there are so many reputable houses in the trade, from whom goods can be bought cheaper than from these "trunk jobbers."

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,

Wallingford, Conn.

No connection with any concer in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES : WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

Selected Matter.

THE ART OF COLORING CORNELIANS, CHALCEDONIES, AND OTHER KINDRED MINERALS.

In the name of *Gemmæ*, the ancients embraced more precious stones than we of modern date do by that of jewels; this only comprises precious stones which, from their color, transparency, fire, hardness, scarcity and other properties, are eminently qualified to serve as adornments. The ancients held in high esteem the many varieties of quartz, half jewels, parti—as well as singly colored, or veined, cloudy, or spotted, because they furnished an excellent material for the pursuits of art, and as being better adapted to the art of cameo cutting. Pliny mentions an agate which, with its natural spots, represented Apollo surrounded by the nine muses. It is not a matter of astonishment that the ancients should have practiced every means within their knowledge to alter or heighten the colorization of the various tinged quartz classes, and, indeed, Pliny states that there is no falsification as lucrative as that of the artificially coloring gems. They were manufactured of glass and paste, and cemented upon tablets; especially the sardonyx was much imitated. The same author states that, among other manipulations, the quartzose gems were boiled in honey for seven days. The agate cutters of Idar and Oberstein made use of the same means to change feebly-colored gems—chalcedonies. cornelians, into pronounced and very beautiful onyxes. The gem cutters of Italy in former years visited these gem-producing regions and eagerly bought up everything in the market, as they understood the art of artificial staining, until some traitor among them gave or sold away the secret which Pliny already mentions as being practiced at the time of the birth of Christ.

This art is based upon the peculiarity that some of the bands of the chalcedony are more porous than others, and will imbibe coloring fluids, whereby they may be changed into onyxes, specially adapted to cameo cutting, owing to their different shades; and even agates intended for other purposes, may be considerably enhanced by the procedure.

An empyrical way of ascertaining whether a stone will imbibe color is practiced by the gem merchants, by breaking off a small piece and wetting the larger one with the tongue; if several strata imbibe the fluid, the stone is deemed good. Very large ones plentifully veined, especially those containing red streaks, are valued highly, increasing with the number of veins. One was found in 1844, weighing 100 pounds, which sold for $600 on the spot; it was cut into cameos, at an expense of $150, which brought, when sold, $2,000.

The coloring is done in the following manner: The stones are first washed very clean, to free them from all extraneous matter, and dried in the ordinary temperature; they are next emersed in a solution of honey and water; the pot must be new, or at least, very clean, above all, free of grease. It is placed into hot ashes, or upon a warm stove, the fluid, however, must never come to ebullition, and the stones are at all times kept under water by adding a quantity every day or two, to replace that which evaporated. The stones thus are left for two or three weeks, then taken out, washed, and put into another pot, into which sulphuric acid is poured, to completely cover them. The pot is covered with a slate, placed into the hot ashes, and surrounded with live coals. The large so-called soft stones will be found colored within a few hours, others require an entire day, while again others do not become stained. When to satisfaction, the stones are taken out of the acid, washed, dried upon a stove, cut and put into oil for a day, which causes any previous little cracks to disappear, the stone becomes more fiery; the outward oil is afterward removed by rubbing with bran.

The previous insignificant-looking light grey veins will, in proportion to this porosity, be found stained brownish grey or black; the white ones have turned purer, and their veins have become brighter in color. The chemical process which took place is very easy of solution; the honey penetrated into the pores and has become carbonized by sulphuric acid. White and many red streaks appear to be unimperceptible, but the intensity of their color is heightened.

The so called Brazilian cornelian is also "cooked" as in the preceding manner. Great quantities of the crude stone are imported into Northern Italy, and those adapted to cameo cutting bring high prices sometimes $2,000 per cwt. These cornelians contain an oxyhydrate of iron, and are generally entirely unimpregnable; the reddish tints are often deadened by being carbonized, and either are not visible, or appear as an admixture of the grey and black colors, hence they often play into brown.

Pliny, who simply speaks of the method from hearsay, mentions the treatment by honey alone, and omits the sulphuric acid, without which, as is clearly perceptible, no colorization can take place. But as his mention may be acceped as proof positive that the Romans understood the art of coloring, we may go a step further and accept that they were also acquainted with sulphuric acid and its action. No direct proofs can be cited, but the acid is, as is well known, a product of volcanoes, and it is not difficult to imagine that they fully understood it, since they were very well acquainted with sulphur and the natural sulphurets. If they possessed no direct sulphuric acid, they at least were acquainted with solid and liquid substances which contained the free acid, and which answered their purposes.

In the already mentioned districts of Oberstein and Idar, the parties engaged in the art also understood how to produce a beautiful citron yellow. The following is the process: The stone is dried for several days upon a stove, which must not be too warm, however; it is next put into a clean pot, which is filled with commercial muriatic acid; a cover is cemented over it with clay, and the pot is left untouched for two or three weeks, remaining in a warm place. The chemical action is open to debate, whether the yellow color is produced by a salt in the acid, which unites with some free element contained in the stone, or whether the coloring principle is contained in the acid itself, and is imbibed by the stone.

Among the gems cut by the Greeks and Romans, many specimens are found with blue veins. It is supposed that they were colored artificially, but the secret has died with them. The cameo cutters of Idar use the following method for blue: The stone is placed into a solution of salt of oxide of iron, and afterwards saturated with a solution of prussiate of potash. The color called Prussian blue is thus produced.

Or a solution of ferrous salt is made. The stone is placed at first into a solution of prussiate of potash, chloric gas is conducted upon it, whereby potassium ferridcyanide is produced, which, when the stone has been saturated in the solution of ferrous salt, produces Prussian blue, and colors the different bands. A third

Highest Honors Awarded at the Toronto Exhibition, 1882.

TWO SILVER MEDALS AND A GOLD MEDAL!

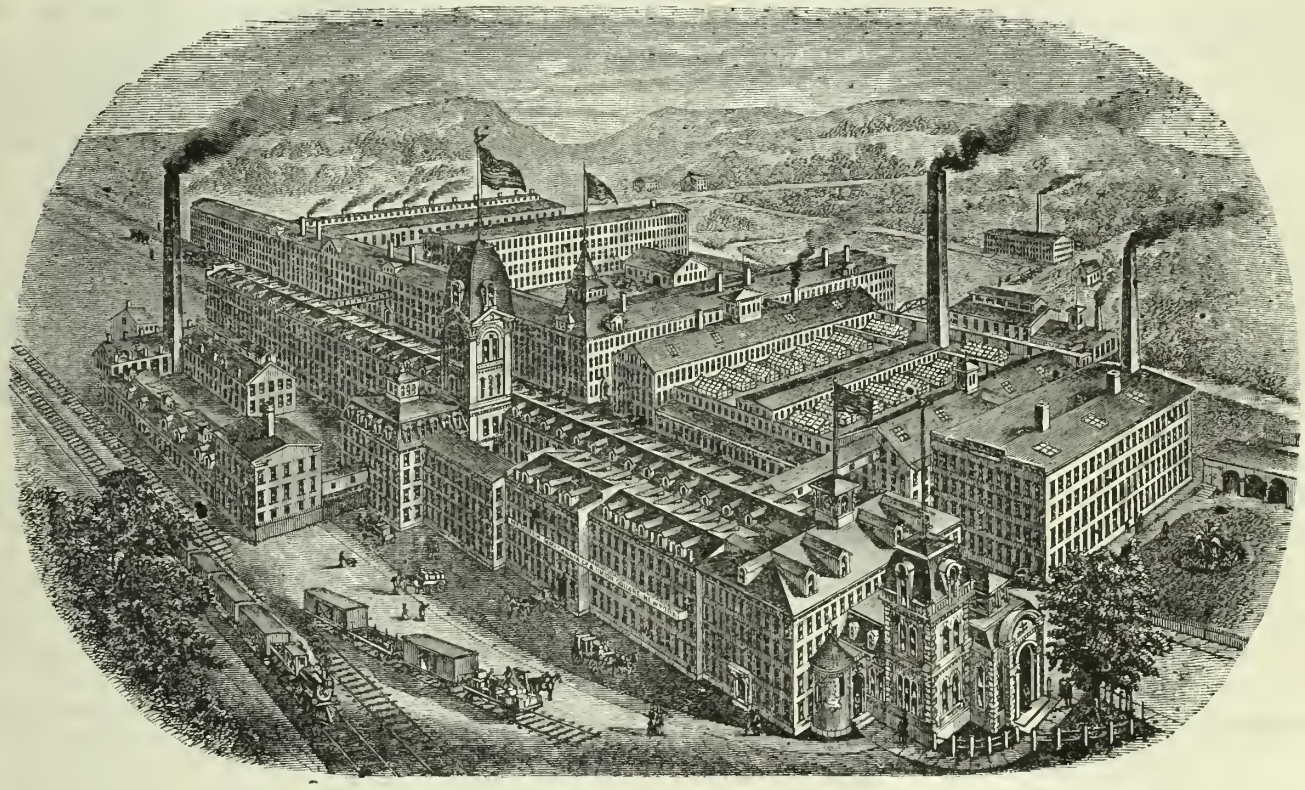
Meriden Britannia Co.

MANUFACTURERS OF STANDARD

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TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

method is used which gives an evanescent color, by conducting a gaseous solution of prussic acid upon the stone saturated with a solution of chloride of iron. The method is dangerous as well, owing to the poisonous qualities of the acid.

The color is agate, chalcedony and Brazilian cornelian may also be altered by exposing them to a gentle heat, The white chalcedony often becomes purer of color, the red tints become more pronounced, and the dead yellow will change into a beautiful red, which is especially the case with the cornelian, whereby a veined stone is changed into a handsome cornelian, and a single colored one receives its true cornelian lustre and fire. The following is the method : The stone is placed for two or three weeks upon a hot stove, and its water thoroughly dried out, then it is put into a crucible and dampened, not saturated, with sulphuric acid. The cutter simply dips the stone into the acid, and places it into the crucible. This is well covered and placed in a strong fire until red hot ; the fire is permitted to die down slowly, and the crucible is taken out only when thoroughly cold. The burning effects a thorough anhydration of the oxyhydrate of iron, which permits the color to become more lustrous and to assume the peculiar cornelian tint. Smaller articles are burned before being cut ; larger ones, such as dessert plates, vessels, vases, etc., after cutting ; for the reason that smaller articles are not liable to crack, larger ones will, however, and it is sought to reduce them as much as possible by cutting.—*Exchange.*

MOTHER-OF-PEARL AND PEARL INLAYING.

Mother-of-Pearl is chiefly obtained from the pearl oyster (*Meleagrina margaritifera*) which is found in the Gulf of California, at Panama, Cubagua, Ceylon, Madagascar, Swan River, Manila, and the Society Islands. The black-lipped shells from Manila are most highly prized. The Society Islands furnish the silver-lipped sort, and Panama the " bullock " shells.

The genera *Haliotus*, turbo, etc., also furnish some mother-of-pearl. Technically the mother-of-pearl obtained from the pearl oyster is known as white pearl ; that of *Haliotus* or sea-ear as aurora or ear shell ; it is easily distinguished from the former by its prismatic colors and wrinkled appearance.

The peculiar and varied tints exhibited by mother-of-pearl is due to the structure of its surface, which, owing to the great multitude of minute grooves upon it—often many thousands to the inch—decompose the light which falls upon it and reflects different hues.

The pearl shell is lamellar in structure, and admits of being split into laminæ, but this method of dividing it is seldom resorted to owing to the liability of spoiling the shell.

In working up the mother-of-pearl the saw file, and grindstone are the principal tools employed. A shell is selected with a coating of the substance of a thickness as nearly as possible to suit the required purpose. Square or angular pieces are cut out with a small circular or buck or fret saw to suit convenience, the piece being held and manipulated with the hand or clamped in a vise. Buttons and such circular pieces are cut with an annular or crown saw fixed upon a mandrel. All such tools used in cutting pearl must be kept well moistened with water to prevent over-heating. The pieces are usually dressed upon a grindstone, the edge and face of which are grooved, or ridged to prevent clogging. The stone is kept wet in use ; for this purpose weak soapsuds are better than water alone.

When the pieces have been properly shaped on the stone they are dressed with pumice stone and water. In some cases the better plan is to have the piece of pumice stone shaped so as to adapt it to the form required and held in a vice while the work, held in a clamp, is revolved in contact with it on the lathe. After the application of the stone fine powdered pumice stone, free from coarse grit, is applied with a cork or cloth moistened with water. In the final polishing rotten-stone is employed. This is moistened with dilute sulphuric acid (1 acid 15 water) and applied with a cork. The acid is said to develop finely the striated structure of the shell. In some works it is thought necessary to use emery before the rotten-stone and to use a limpid oil in place of the acid.

Knife and razor handles of pearl, after being roughed out, are drilled where the rivets are to be inserted, lightly riveted together, shaped on the stone, and finished as above described, the last finishing touch often being done by friction of the hand of the workman.

In some shops much of the polishing is done on cloth-covered wheels, the moist cloth carrying the polishing materials. Separate wheels are used for the different materials. For some common work powdered chalk or Spanish whiting is used in place of rotten stone.

Pearl is etched by a process very similar to that used in etching copper. The designs or patterns are drawn upon it with asphaltum varnish, and all parts not intended to be etched having been similarly protected, the piece is submitted to the action of nitric acid. When the parts unprotected have been sufficiently eaten away by the acid the piece is rinsed in cold water and the varnish washed off with a little turpentine or benzine.

Thin pieces of mother-of-pearl of a like pattern are usually gang-cut ; that is, the thin plates are glued together, then held in a clamp and cut, drilled and dressed as one piece, after which they are separated by being thrown into hot water, which separates the glue.

In common pearl-inlaid work, films or very thin pieces of mother-of-pearl are connected to a background, usually of *papier mache* or iron by japan varnish. The plate having been cleaned and dried receives a coat of the varnish, and when this is nearly dry the pieces of pearl, cut out with a scissors by the artist, to represent leaves or designs, are pressed against and adhere to the varnish. The plate is then put in the japanner's oven until the coating becomes hard. A second coating of varnish is then put on—indiscriminately over the pearl and all—and when this has been dried or hardened in the oven the portions adhering to the pearl pieces is removed with a knife blade, and the whole surface is rubbed smooth with pumice water and stone. With the aid of a little gold size, gold leaf and color, and camel's-hair brush the artist then developes the design, the beauty of which depends of course upon his skill. Finally the article receives a coat of clear spirit varnish.

Besides the white and aurora shell referred to above, the glistening green snail shell is very frequently used. Its tints are light and dark green, yellow, and pink, blended. The varnish surface is sometimes ornamented with transferred drawings or engravings. When the varnish is nearly dry the engraving is spread out face downward upon it and carefully pressed so as to exclude air bubbles. After the varnish is thoroughly dry the paper is well moistened with warm water by means of a sponge. It may then be rubbed off, the lines of the print remaining adhering to the varnish.—*Exchange.*

BUSINESS CHANGES FOR AUGUST.

Thomas Coles, hardware, Parkdale, burned out ; Gavin Hume, hardware, Galt, assigned ; B. Kingan, hardware, Peterboro, burned out ; P. C. Lemon, tins, Brockville, burned out ; D. C. Tabc & Co., hardware, Montreal, assigned ; Frank Gordon, hardware, Simcoe, sold out to A. D. Ellis ; Evans & Haultain, hardware, Collingwood, assigned ; J. A. Cameron, jewelry, Wiarton, burned out.

American Watch Company.

THE LARGE increase of our plant during the last three years, and the economies resulting therefrom, enable us to make a substantial reduction in some of the grades of our goods, and to give the benefit of it to our customers and the public, without sacrifice to ourselves or the standard excellence of our productions.

We do not, however, intend to pursue the policy adopted by some other companies, of selling any grade of our goods at a loss, for the purpose of inducing the sale of higher grades which, although giving good value for the money, yet, from their higher price, must naturally meet with a limited sale.

All our prices are regulated by cost and intrinsic value, and an experience of nearly thirty years has so far satisfied watch buyers and watch wearers of this and other countries of the superior quality of our watches as timekeepers, that we are enabled to maintain a slightly higher range of prices throughout our entire list than any of our competitors, with entire satisfaction to ourselves and the public.

We disclaim any intention or desire of making a watch to compete in lowness of price with the cheapest grade of goods steadily poured upon the market. On the contrary, as we never, under any circumstances, intend to put other than good timekeepers on the market, we consider the constant reducing of prices below the cost of really good work, as practiced by certain watch companies, to be prejudicial to the permanent good name of American watches.

We could, of course, by the employment of cheap and unskilled labor and the use of inferior materials in manufacture, make goods for as low and no doubt much lower prices than other companies, but the tendency of lower prices reached in this way is not consistent with the uniform excellence we wish to maintain, and, if persisted in, must inevitably result in a general deterioration of workmanship and of product, by which the public and ourselves would be, in the end, the great losers.

We challenge competition in the price and quality of our WATCH CASES if gold is weighed against gold, but not if our gold is weighed against steel springs and other base metal which our competitors weigh in and sell at the price of gold. Our movements are often sold by dealers in cases of other make than our own, and it frequently happens that a good movement is used to sell a bad case, or that a badly made inferior case throws discredit upon a good movement. In either case purchasers are warned against the results of this practice. We intend, in the future, as we have largely in the past, to case our own product, and thus avoid all question as to the character of either the watch case or the watch movement.

To reiterate :—The WALTHAM WATCHES are deservedly popular, because the purchaser as a rule, gets the best value for the money expended. The dealers are enabled to sell the goods with comparatively little trouble, and, at the same time, please their customers and make a profit for themselves.

AMERICAN WATCH COMPANY,
WALTHAM, MASS.

ROBBINS & APPLETON, GENERAL AGENTS,

New York. **Chicago.** **Boston.** **London, Eng** **Sydney, Australia.**

BUSINESS NOTES.

Mr. George A. Bray, formerly with P. W. Ellis & Co., has made an engagement to travel east and north for Messrs. McNaught & Lowe.

We understand that Mr. Manning, for some years traveler for Messrs. John Segsworth & Co., has left that firm's employ and will travel for Messrs. Eves & Co. in future.

Mr. John W. C. Campbell who has, until recently, been pushing the "Culp" moter in the United States has made an engagement to travel for Messrs. Rothschilds & Co.

Mr. Thomas Marshall, the well-known traveler, formerly of Carrier, Marshall & Co., has left the employ of that firm and will now travel with jewelry upon his own account.

Mr. Charles Segsworth with an experience of half-a-dozen years in the office,has been promoted to the road, and in future will look after his trunks instead of driving a quill.

Mr. Feely the well-known and popular traveler of Simpson, Hall, Miller & Co., has, we understand, made an engagement to travel for the Meriden Britannia Co., of Hamilton.

We were glad to notice upon the street the other day the portly figure of Mr. Samuel Stern who has only lately returned from Europe where he has been for the past three months selecting goods for his fall trade. Mr. Stern's trip has apparently agreed with him and he looks as though he could go through the fall trade with more than his usual energy.

The Boss & Keystone Watch-Case Company in order not to be behind the times have also arranged with Mr. Frank Ross to do missionary work for their goods in connection with Illinois movements. Boss & Keystone Cases, as a rule, don't require very much talking up, but whatever they do want in that way can be amply supplied by Frank Ross. He's-a-dandy.

The Illinois Watch Co. have again reduced their prices in order to meet the last cut of Waltham, Hampden and Elgin Companies, and now advertise that they are as low in price as any. They are represented in Canada by that well-known "missionary" Mr. Frank Ross, who has lately made his first tour of theDominion and alked up these goods with marked success.

Mr. P. K. Hills, Jr., representative of the Waltham Watch Co., in Canada, for the purpose of looking after and allowing the rebate on movements,completed his work satisfactorily and returned home to New York about the middle of last month. Mr. Hills is a thorough gentleman and won golden opinions from all the dealers with whom he came in contact, and the general verdict of the trade was that they would'nt mind being rebated in a similar manner once a month.

Messrs. McNaught & Lowe, the Canadian agents of the "Hampden Watch Co," have just issued a new list of that Company's movements by which it will be seen that the Hampden people have taken the bull by the horns and made good solid reductions all through their goods. Although their movements are now as cheap in price as any in the market, the Company guarantees that the old standard of finish and reliability will be maintained throughout, and that as heretofore they intend to make the finest goods of any Company in America.

The big Exposition at Toronto on the 10th of September and following days, bids fair to be a bigger success than any of its predecessors. The management, in addition to the usual features, have added a long list of attractions amongst which are the Electric Tower and the Electric Railway, each of them novelties that will be well worth seeing. As usual the railways will make specially low rates from all points east and west during the two weeks of its continuance, so that we may expect to have a large number of visitors to enjoy the sights afforded by Toronto's great Semi-Centennial Exhibition.

Messrs. McNaught & Lowe have just to hand a very fine assortment of fine Marble Clocks direct from the best manufacturers in France. These clocks are large and extremely suitable for presentations. They also show a novelty in the shape of French Wall Clock Movements set in heavy enamelled metal placques which are embellished by elegant paintings done by hand by first-class artists. This firm have also on the way, shortly to arrive, several very rare and expensive French Marble Clocks with Westminister Cathedral chimes in them.

The perpetrators of the Wagoner robbery at Cornwall still remain undiscovered, although every effort has been made to trace them out. Mr. Wagoner's loss will be nearly $3,000 and he has the sympathy of fellow-townsmen and of the entire trade. The sooner that a Jeweler's Protective League is formed in Canada to follow up such robberies as this, the better for the trade. We propose in our next issue to write up the project, and in the meantime would advise every one of our readers to put in practice the hints we gave in our editorial,headed "warning" in our last issue.

As will be seen in another place it appears that we did our Canadian Safe Makers an injustice in our editorial article headed "warning" in our last issue. Messrs. Goldie & McCulloch, the well-known Safe manufacturers, Galt, Ont., send us a letter which appears in another place, stating that they have been in the habit of doing exactly as we advised in regard to safes, in order to make them more secure. We are glad to know this and willingly insert their letter of correction as our strictures were entirely in the interests of the retail trade, and made with the view of obtaining greater security for them.

In a conversation with Messrs. J. & J. Taylor, the well-known and reliable Safe makers of Toronto, we find that as far as they are concerned they use the brass, instead of the iron casting in their combination locks as suggested by us. They also state that they will willingly put the chilled steel plate to protect the lock,on any new fire-proof safe to order without any extra charge. Every jeweler ordering a new safe should see that this is done, and, if he can at all afford it, should see that he buys a Burglar-Proof and not simply a fire proof safe. A couple of hundred dollar's worth of safe is cheap compared with the loss occasioned by a general clean out such as several of our jewelers have experienced during the new year. Those who have fire-proof safes and can afford it should only keep them as long and no longer than they can arrange to replace them by somethingworthy of the name of a safe. If you can't afford that, then you had better sit on it all night and protect it with a shot gun.

WORKSHOP NOTES.

RUBY PIN.—If it is necessary to tighten a ruby pin, set it in asphaltum varnish. It will become hard in a few minutes, and be much firmer and better than gum shellac, as generally used.

TEMPERING BRASS.—Brass is rendered hard by hammering or rolling; therefore, when you make a thing of brass necessary to be tempered, you must prepare the material before shaping the article. Temper may be drawn from brass by heating it to a cherry red, and then simply plunging it into water, the same as though you were going to temper steel.

POTATO CELLULOID.—According to a Vienna journal, a substance may be produced from potatoes possessing the properties of celluloid. For this purpose the peeled potatoes are boiled for 36 hours in a fluid consisting of 8 parts sulphuric acid and 100 parts water, then dried between blotting paper and relieved of the superfluous water by pressing. Pipe bowls are at present made therefrom in France that can barely be distinguished from real meerschaum, and billiard balls are likewise made from it by strongly pressing.

ESSENCES FOR CLEANING WATCHES.—Essences for cleaning watches are rapidly coming into custom. They are to be obtained at many of the material dealers and at all drug stores. The object is immersed and left in them for a few minutes, to permit all adhering matter to dissolve; not too long, however, since several qualites are apt to leave stains. The piece is to be dried on removal, and finish by passing a fine brush over that has been charged with chalk and subsequently rubbed on a hard crust of bone. This will produce a brilliant surface on either gilding or brass. The following composition, the ingredients of which may be obtained in a drug store, has been highly recommended: 90 weight parts of refined petroleum and 25 parts of sulphuric ether. The object is immersed for several minutes, in fact they may remain for a longer period without danger, and on removal from the bath are found to be clean and bright. It must not be forgotten that many of these essences are liable to ignite with the mere proximity of a lighted lamp.

T. WHITE & SON,

MANUFACTURING JEWELERS,

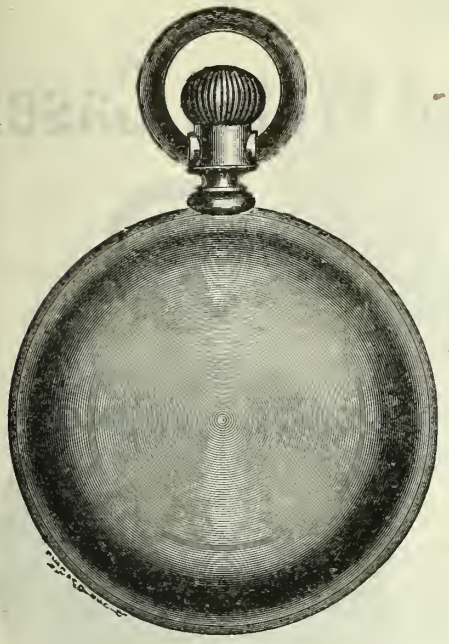
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39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

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N.B.—A variety of Stones and Imitations of all kinds in Stock.



ASK YOUR JOBBER

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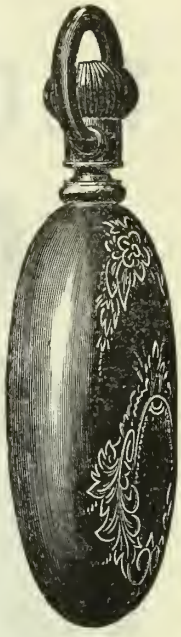
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INVISIBLE JOINT CASE,

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This Case is made in Key or Stem Wind, Hunting or Open Face.

WEIGHTS IN SILVER, 3 oz., 4 oz. and 5 oz. IN GOLD, ANY WEIGHT OR KARAT.

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Would do well to bear in mind the fact that Watch Cases (Gold and Silver) Manufactured by me and Stamped

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ALL GOLD AND SILVER

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THE BEST

The Dueber 14 Karat Gold Filled Watch Case.







This new and elegant Watch Case was first introduced to the trade March 1st, 1884, is made under J. C. Dueber's U. S. Patents, No. 290869 and 290870, dated December 25th, 1883, and is constructed throughout from 14 Karat solid gold bars rolled down over composition metals except pendant bow joints, joint plugs and thumb pieces, which are solid gold. Contains more gold than any other filled case, and is finished and engraved with that degree of excellence which gives "The Dueber Cases" a world-wide reputation for superiority over every other watch case made.



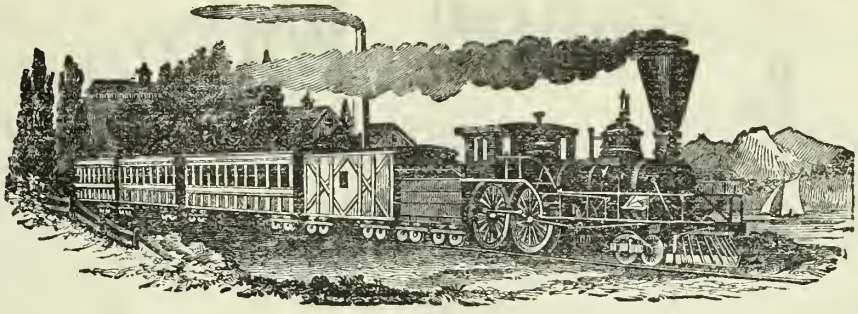




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THE BATES & BACON WATCH CASES,

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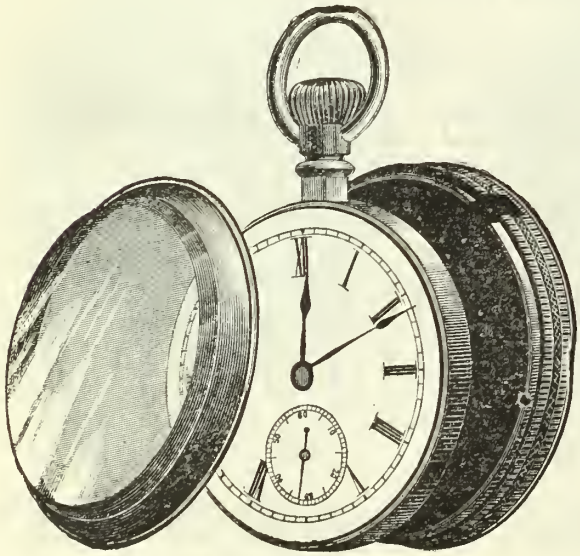
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



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SOLD BY ALL JOBBERS



Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



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Back View of
PATENT SNAP BEZEL CASE.

A. C. ANDERSON & CO.,

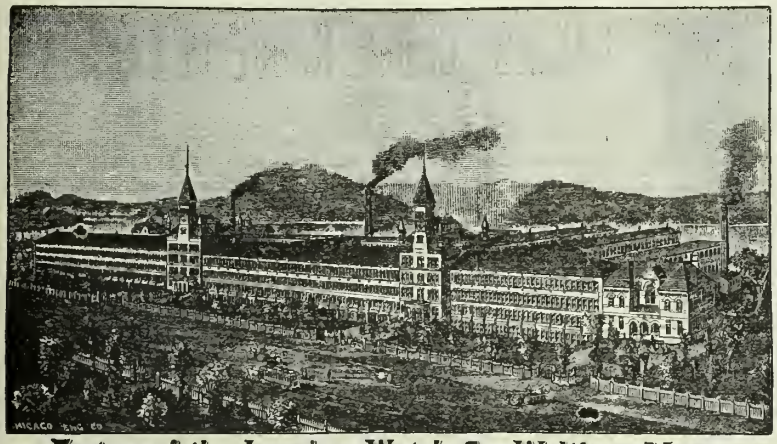
DIAMOND RINGS. DIAMOND RINGS.

9 K. GEM RINGS. GEM RINGS.
12 K. GEM RINGS. GEM RINGS.
15 K. GEM RINGS. GEM RINGS.

AMERICAN JEWELRY.

We have just received an extra large stock of above the goods. They are New, Neat, Tasty and Remarkably Cheap.

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Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y.



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HEMMING BROS.,

MANUFACTURERS OF

WATCH BOXES. PAPER NEST BOXES.
JEWELRY BOXES. WOOD MAILING BOXES.
SILVERWARE BOXES. JEWELRY CARDS AND FINDINGS
JEWELRY CABINETS. OF EVERY DESCRIPTION.
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BRUSH, COMB & MIRROR BOXES. FANCY BOXES, &c.
MUSIC ROLLS AND HOLDERS.

The above made in Plush, Morocco, Leather, Satin and Velvet.

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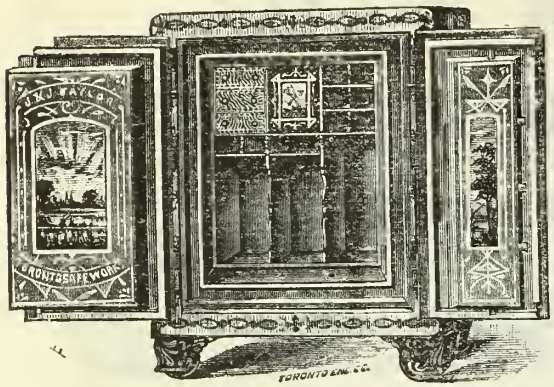
Travellers' Trays for Watches, Rings, Lockets, &c. Plain Canton Flannel Bottom Trays.

THE LATEST!

HEMMING'S PATENT SPRING SELF-LIFTING TOP!

By this ingenious invention Jewelers are saved the endless trouble of keeping open their boxes in the show cases by simply pressing on the catch, the cover flies back and remains open. Sample box sent by mail.

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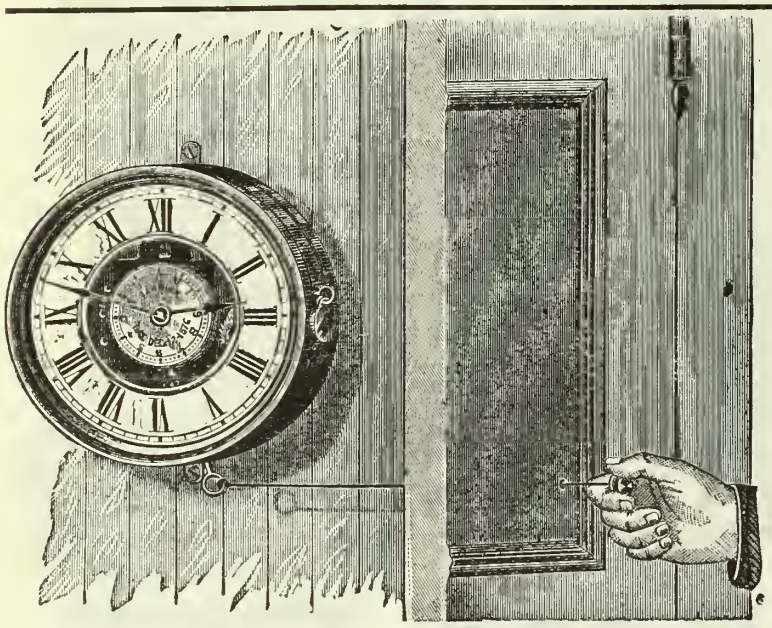
Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof ecurities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.



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LARGEST CLOCK HOUSE IN CANADA.

This Cut represents a Watchman's Clock made by Seth Thomas Clock Co. This Clock registers correctly the exact time when the watchman was at his post. A fine lever movement in Nickel Case, suitable for Banks. Factories, Stores, &c

Also just received The Meteor Illuminated dial clock Nickel Case, 4 inch dial,

SHINES ALL NIGHT

time seen distinctly in darkness or daylight. A very large stock of American Clocks of the Newest and Handsomest Designs.

THE LARGEST VARIETY OF FRENCH MARBLE CLOCKS IN THE DOMINION.

Prices furnished to the Trade only.

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WHOLESALE IMPORTER,

31 Wellington and 40 Front Streets East, Toronto.

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THE ONLY CANADIAN HOUSE MANUFACTURING

SPECTACLES, EYE-GLASSES AND CASES.

The M. O. & J. Co. keep on hand the Largest and Best Assortment of Specs and Eye-Glasses, in gold, silver nickel, gold plate, steel and rubber, in the Dominion.

OCULISTS' PRESCRIPTIONS AND REPAIRS PROMPTLY ATTENDED TO.

N.B.—Fine Rolled-Gold Plate Jewellery a speciality.

THE TRADER

TORONTO, ONT., OCT., 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

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Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE PRICE OF WHEAT.

The price of wheat is a thing that is of interest to every man, woman and child in the Dominion of Canada, because upon the price as well as the quality of our wheat crop depends very much of the volume and success of our next year's trade.

A bountiful harvest is an assured fact in almost every wheat producing country in the world, and as a result the price of grain will be low. It is low at present, and the probability is that it will be lower before the year is over. This being the case, every dealer should exert himself to get his customers who are farmers, to market their produce as soon as possible. It is their safest plan, as they will save on the weight of the grain as well as have the advantage in price and the interest on their money. The sooner this year's crop can be marketed and the money put into circulation amongst our storekeepers the better for the general prosperity.

The outlook is favorable, for although the price of grain is low, our harvest is far more abundant than usual, and we therefore look forward with confidence to a very prosperous mercantile year.

CANADA'S GREAT FAIR.

The citizens of Toronto delight to dignify their annual exhibition with the name of "Canada's Great Fair," a title which some of the other cities in Canada were disposed to resent as being an appropriation to which they had no real title.

Especially was this the case with the directors and supporters of that moribund institution hitherto known as the Provincial Exhibition, which has apparently outgrown its usefulness and only manages to exist by having itself grafted upon the Dominion. In spite, however, of such jealousy and opposition, the Toronto Exhibition has grown and prospered until it has, without any shadow of a doubt, become the most important annual Fair in the Dominion, and is now really entitled to the much disputed distinction of being "Canada's Great Fair." Indeed, our own individual opinion is, that outside of the Centennial Exhibition of Philadelphia, in 1876, as regards the size of its buildings, the quantity, variety and quality of its exhibits, or the great assemblage of visitors from all parts of Canada and the United States, it is equal, if not superior to any similar Exhibition on the American continent.

It is an institution that reflects the highest credit upon the management that originated it and brought it to its present high state of efficiency, and every citizen of Toronto should feel proud of its success. The increase in the gate receipts over last year is $2,941.61, and as it may be interesting to our readers to compare the daily receipts of this year with those of previous years we give them below:

D'y's	1879.	1880.	1881.	1882.	1883.	1884
1...	$ 85 50	$ 34 00	$ 18 20	$ 44 75	$ 108 45	$ 6 20
2...	90 20	261 67	101 75	311 25	1,099 80	220 95
3...	325 40	524 83	555 75	511 90	821 05	578 40
4...	2,214 46	845 49	1,423 95	903 35	1,091 70	705 35
5...	1,050 50	1,175 85	792 75	8,885 89	3,572 95	2,277 90
6...	678 90	1,414 13	1,657 00	1,068 16	2,380 45	5,859 34
7...	4,151 11	1,599 68	1,350 70	3,210 35	5,206 50	8,233 84
8...	1,724 62	3,051 09	3,006 00	6,463 50	8,901 53	9,683 64
9...	1,360 25	4,010 47	6,496 85	5,225 50	6,920 03	6,042 50
10...	1,293 25	1,458 20	5,615 90	1,639 25	2,957 75	2,263 70
11...	859 95	6,072 64	1,271 45			
12...	825 55	36 25	13 95			
13...	2,208 60					
14...	3,356 50					
15...	4,086 65					
16...	1,147 00					
Tot'l	$25,318 53	$23,484 30	$22,301 15	$28,293 90	$32,930 21	$35,871 32

A COMMON SENSE VALUE.

Our readers will recollect that in our last issue we passed some strictures upon the absurd way in which our Customs Department make their valuations upon the goods imported into Canada.

We said then that we thought the watch case seizure was pretty much on a question of value, and that from what we knew about the subject the Government were in the wrong and the importers in the right. Recent developments have strengthened this view, and it now looks as if the Department will not only have to give the goods back, but may think themselves lucky if they escape an action for damages. There is surely something wrong, either with the law or its administration, when any customs understrapper has it in his power to have an importer's stock seized and his good name taken away, on the merest suspicion. Surely if our Customs Officials are not to be men thoroughly conversant with the goods they attempt to appraise, they should, at least, be men endowed with enough common sense to know that they should make sure of their ground before they proceed to jeopardize the good name of any importer. We have not the slightest doubt but that both Messrs. Schwob Bros. and Saunders & Co. will come out of this affair with clean hands; and that the reputation for honorable dealing, which they have enjoyed for a quarter of a century, will not suffer in the least; but it surely is no credit to our law that the reputation of such merchants can be at any time menaced and themselves put to expense and inconvenience simply at the caprice of some greedy official, who imagines he has a chance of making a haul out of them.

As we said before, the seizure was made pretty much on a question of difference in value between the importers and the Customs Department.

Boiled down, the difference is this: The Customs Department claim that they are entitled to levy *ad valorum* duties on the *Credit* value of an article, while importers, as a rule, contend that the real value of any article is what it cost in *gold*.

We think that the case has only to be stated in cold blood, without any arguments, in order to have any intelligent man make up his mind that the importers are right and that the Department is wrong.

The basis of all commercial intercourse

is *gold* or its equivalent. Foreign nations trading with each other do not want to exchange merchandise for promises to pay, but they want in exchange either goods or specie, and gold being the only medium of exchange which has a universally recognized value, has therefore been adopted as the standard of all values.

That this principle is correct can be easily proved from the action of the Canadian Government itself; for when, during and after the American War, U. S. currency was only worth fifty or seventy-five cents on the dollar, they allowed importers to bring the prices of American imports to a gold value by deducting from the face value of the invoices the difference between its greenback and gold value, and then levied duty upon its gold and not its original value. The nearer the greenback approached the value of gold the less discount was allowed, until American currency became like our own, redeemable in and equivalent to gold.

If you go into the open markets of the world and ask any manufacturer what is his price for an article, he will, if he wants to get your trade, quote you his cash price. If you want to buy on time the price will be greater, according to the amount of time you require. The price of the goods, however, remains the same as in the first quotation, the difference in price simply being a charge for the use of the money for the time specified. That "Time is Money," is a truism, and it is just as true in this case as in any that we know of.

A great many of the large American factories who do business in Canada do it almost upon a cash basis. Their outside limit of time is thirty days, and if the purchaser cannot pay them in that time they are content to go without his trade. To those who pay their accounts in thirty days they allow a trade discount of five per cent., and if they want any cash discount they are allowed to take off one per cent., if the bills are paid in ten days after the goods are invoiced. Our Customs Department in their wisdom have, in many cases, decided that this trade discount is not legal, and that Canadian importers must pay on the gross value of the goods. That is to say, that the Canadian importer has to pay duty on 5% more value than the United States jobber pays for the same goods. This may be common sense, but we doubt it, and it may be expedient in order to exact another one per cent. of duty from Canadian importers; but one thing we are certain of, it is a suicidal policy for the Government, as the next general election will prove. The importers of Canada are the persons who, in the first place, pay the duties by which the work of the Government is carried on; and they have the power, if they have the will, to hoist the present or any other Government that treat them with injustice and scant courtesy. The importers are a power, and they will be here and doing business long after the present Government has given place to others. They are long suffering, but it is not good policy to grind them down too much. Very few of them object to pay the duty demanded by Government, and all they ask is to have it levied in a fair and impartial manner, as is not now done. Let them pass their goods at their gold value, and if the duty is not high enough raise it; but don't hoodwink them by pretending to levy 20 per cent., and exact 25 per cent. by raising the face value of the invoices. It is neither justice nor common sense.

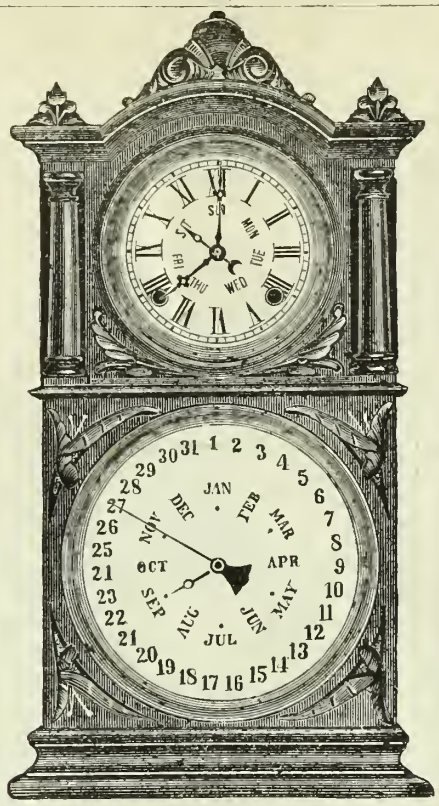
Selected Matter.

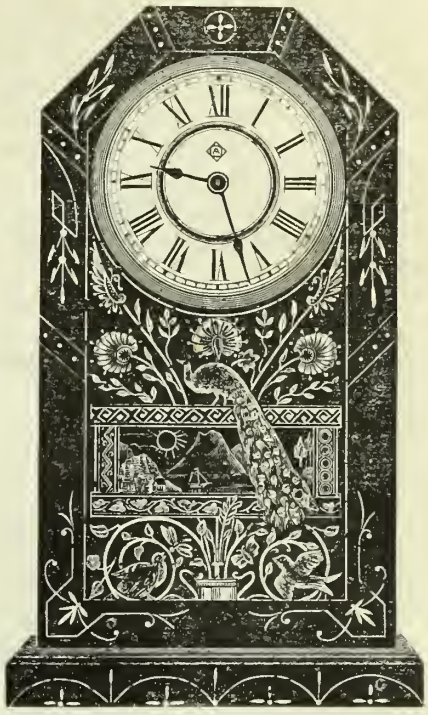
THE SILVERSMITH AND HIS STRANGE VISITOR.

"Many, many, years ago, even before the last century was old enough to go into knickerbockers at the corner of Cock Lane and Snow Hill of the olden time, before the railway station grew there, when the crystal Fleet river tumbled down from the northern heights into the silvery Thames, at the historical corner there lived, moved, and had his being, along with a sharp little wife and noisy big family, a certain silversmith. *Laudatur temporis acti*—a praiser of the times past—let us be. Unto this silversmith there came one day a middle-aged man comfortably clad in the work-a-day costume of the period, and asked him if he could make models in tin and copper as well as in silver, according to drawings which were produced. Now the sharp little wife, who was always on the listen from the room overhead, where the family dwelt, shot her last baby on to the bed, and herself down the rickety stairs like an arrow, and, before her manly husband could utter a word in reply, exclaimed, "Aye, that he can, better than any man in the City of London! It was only this very week that he made a six-quart copper kettle for Mr. Alderman Snoozle's wife; and I took it home myself, wrapped up in one of my best Sunday aprons, to the alderman's house in Austin Friars.'

The two men looked at each other silently, the stranger scratching his wig with some of his spare fingers. An outburst of infantile music aloft took the small body away as quickly as she had come, and the conference was resumed. In about twenty minutes down she came again, arrayed in cap and curls—she had only just taken the last named out of paper, her Sunday gown and ditto apron. Her sturdy husband looked upon her with real, pleasurable pride; in fact, he was lovingly fond of his morsel of womanhood; and the morsel knew that well, and she had glided into the belief, and acted upon it, that he could do nothing properly unless she had her 'say' in it. She made a most graceful courtesy to the stranger, and begged that he would step up stairs and have 'a dish of tea." He, nothing loth, bowed and followed madam, and was ushered into a commodious, well-furnished room, ornamented with a comfortably laid tea-table, upon which silver was prominently shining—quite a contrast to the dingy place below. Two large windows looked into a small garden, whilst the greensward of Smithfield could be seen at no great distance, whither the elder had been sent to play. A neat handmaiden was bustling about the tea-table; and when all three had taken their seats, the infant silver-blosson was handed to her, and she left the room. The stranger, in looking around, smiled, for upon the walls in nice frames were portraits of William and Mary, Queen Anne, and Lord Godolphin—her Prime Minister. He went on with his tea, listening to his hostess, who was eloquent about the Queen and about Common and Alderman of the city, and the city itself. And the little lady could talk! There was no hitch nor stammer, nor 'trying back' with her; like the Fleet river within sight of one of the windows, she could roll along a constant stream of loquacity. The stranger did not recommence his conversation about model-making, and it was evident to the smith that he desired to be alone with him. The latter thereupon made signals to his spouce, but she was not to be so easily disposed of. Where ever he was, and whatever he was talking about, she felt that







SAMUEL STERN.

THE LARGEST CLOCK HOUSE IN CANADA.

The Best Make of American Clocks and the Largest Variety. The finest stock of French MARBLE CLOCKS ever brought to this country.

Will furnish prices on application to the Trade Only.

You will find my prices lower than any other house in Canada. When you are in the City give me a call.

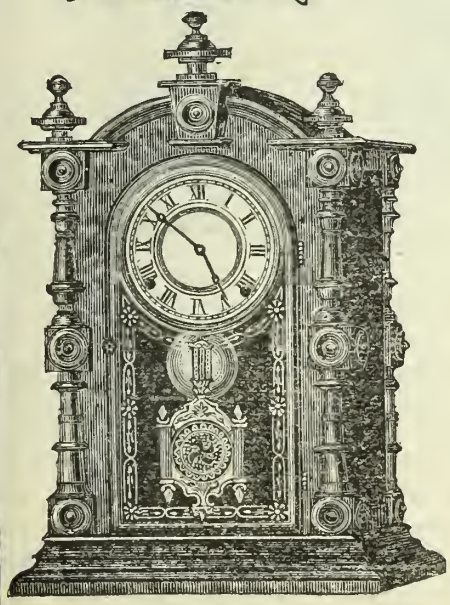
Do not forget the address,

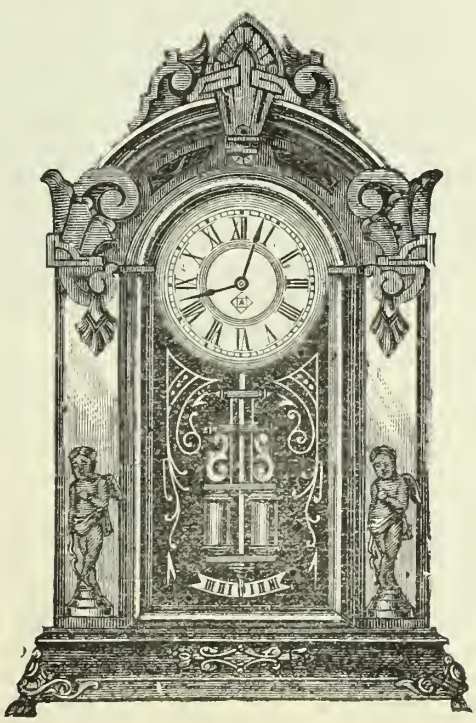
31 WELLINGTON and 40 FRONT STS. EAST, TORONTO.

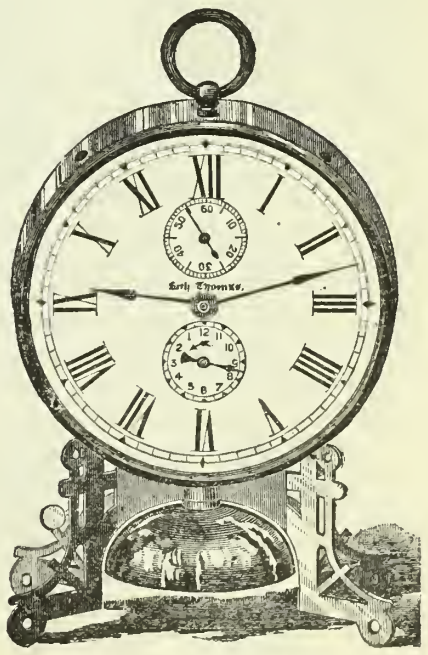
SAMUEL STERN.

N. B.—I keep on hand a Large Stock of Jewelry, Watches of all grades, Silver and Gold Watch Cases at Bottom Prices.









she had a right to be there too, and to have her 'word in' as well. Acting upon that, she became suddenly stupid as to the meaning of his signs, and nods, and jerking of his elbows, and so on ; in fact, all his coughs and sneezings and signs were thrown away upon her, and for that matter he might as well have made them to the Sphinx of the great Pyramid. But there were times occasionally when even the silversmith felt that he was the head of the family, and acted upon it. At length the stranger hastily drew his Tompion out of his fob, and rubbing the thumb of his left hand across the glass as he scanned the dial breathed, as it were, into the smith's ear, 'Had I not better call in some other day?' That whisper electrified the smith, and he jumped up and motioned his by far stronger half to the door. ' Wife', he exclaimed, in tones that she could not mistake, ' wife, hadst thou not better go into Smithfield and take the air along with the children ? Dolly, the maid, will stay at home for thee : *I mean thee to do it.*' The little lady knew by the tone of his suppressed voice that he did mean it. Experience had taught her that much ; furthermore, experience had also taught her that it would have been an easy matter for him to have whipped her up in his arms and landed her with all gentleness upon the doorstep, Dolly following with her hat and cloak. None knew better than she when the limit had been reached, and when the time came to beat a 'masterly retreat.' So she gave the soft answer that turneth away wrath, went into the kitchen, left a few directions with Dolly, and reappearing in her hat and cloak before her husband and his strange visitor, told them whereto she was going, and that Dolly whould gladly attend to all their wants, and courtsyed herself out of the room. A significant ' Hem, hem !' caused her husband to follow her ; and when he got upon the landing, she pulled the room door to a close, and, springing upon her little tiptoes, flung her arms round his neck and kissed him several times. She hoped that he would look over it, and she would never do so again. It was very stupid of her, so it was, not to leave the room when he first wanted her to go ; but it shall not happen any more, &c., &c., &c. Ah, the little story-teller ! Why, they had been married some dozen years or so ; she generally managed to have ' tiffs' of one kind or another about once a month, and this was how they ended. ' She would never. never, do so again ; it should not happen any more' ; and all the rest of it.

" When they were alone, the stranger unfolded some drawings that a man-servant had carefully carried, and he asked the silversmith if he could work from them, the latter replied, ' that he could,' but he was unable to name a price. The stranger answered, ' We shall not fall out about the price, if you will only do what I tell you. But that has been my difficulty all along. Workmen will insist in thinking for me, and in making the models as they please ; so that I have been nearly driven to despair. You work according to my plans and orders, and it shall fare you well. As you see by the drawings, I am interested in ships of various kinds, and I want to find out which form of model will sail fastest. I am having them now made of copper, because if I went to a regular model-maker, down by Wapping or Redriff, he would be curious to know my business ; and that I would not allow. On the other hand, should I be seen coming in to you, nobody would suspect my errand, and, as I have said, if you follow my advice and keep my secret, it shall fare you well.'

" And having thus delivered himself, the stranger took his departure. But he had only been gone time enough to enable the drawings to to be locked away, when in rushed the silversmith's wife, quite out of breath. " Oh, Jacob, Jacob,' she exclaimed in gasps, that stranger is a man of quality, I am sure ; for I saw him get into a hackney coach, and his man-servant get up beside the driver.' Did he see you?' asked Jacob, nervously. ' No, that he didn't,' said she, for when I saw him get into one of the best hackney coaches, and have a man-servant, my heart told me he was one of the higher gentry ; maybe from the Queen's court. When I placed my eyes upon him, I drew the hood of my cloak over my head, and got behind a Fleet Porter, so that there was no chance of him seeing me.'

" ' Thou art a dear, thoughtful, good wife—worth thy weight thrice over of gold from the mint. Let me kiss thee for a brave wench.

" ' There is something, in this, I tell thee, Jacob ; and if any of our neighborfolk should seek to know who he is when he comes again, tell them that he is an uncle of mine from Hampshire, who is a hog-breeder ; and that, having to come to London about the lease of his farm, he has called upon thee to get a copper to boil pigs' feet in.'

" And so that was settled. The stranger came about twice a week, and he expressed great satisfaction with the silver-smith's work, and with the admirable way in which the instructions had been carried out.

"At length the settling day arrived, the last model having been delivered. The stranger, having had another ' dish of tea,' shook the little lady warmly by the hand she never giving the least sign of what she thought him to be. As he was leaving, he carelessly threw a small bag-full of gold upon the table saying, ' I hope thou will find enough to pay thy husband for what he has done for me. I now know that thou keepest the purse, and so I hand it over to thy care ; ' and away he went.

" 'Jacob, Jacob ! ' she exclaimed, with tears in her eyes, which were shared with the corners of her apron, as she tumbled the glittering guineas out of the bag upon the tea-board, ' I think now, Jacob, that there will be some hope of getting one of the boys into the Bluecoat School.'

" A great deal passed in the way of public events, and in less than two years the silversmith, by the aid of the mysterious stranger, made a large fortune at a stroke, in taking the contract for the silver services of the numerous messes of the Officers of the Royal Navy.

" The stranger was a member of the Board of Admirality, and the silversmith was Jacob Arugross, sometime an alderman of the city of London — AND MY ANCESTOR."

C. STUART MURRAY in the *Metalworker.*

CAMEO SHELLS AND CAMEO CUTTING.

The word *cameo* is derived from the Arabic, and is equivalent in signification to bass-relief. It was originally restricted to hard stones, such as onyx, sardonyx, etc., engraved in relief, but the term has since been extended to include gems cut on shell, lava, and other substances. Certain descriptions of univalve shells are well adapted for cameo cutting, from their substance being made up of different colored layers, and also from a difference of hardness and texture and the various layers, some approaching more nearly to the nature of a nacreous than of a porcelanous material. The good workman always carefully puts his work

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

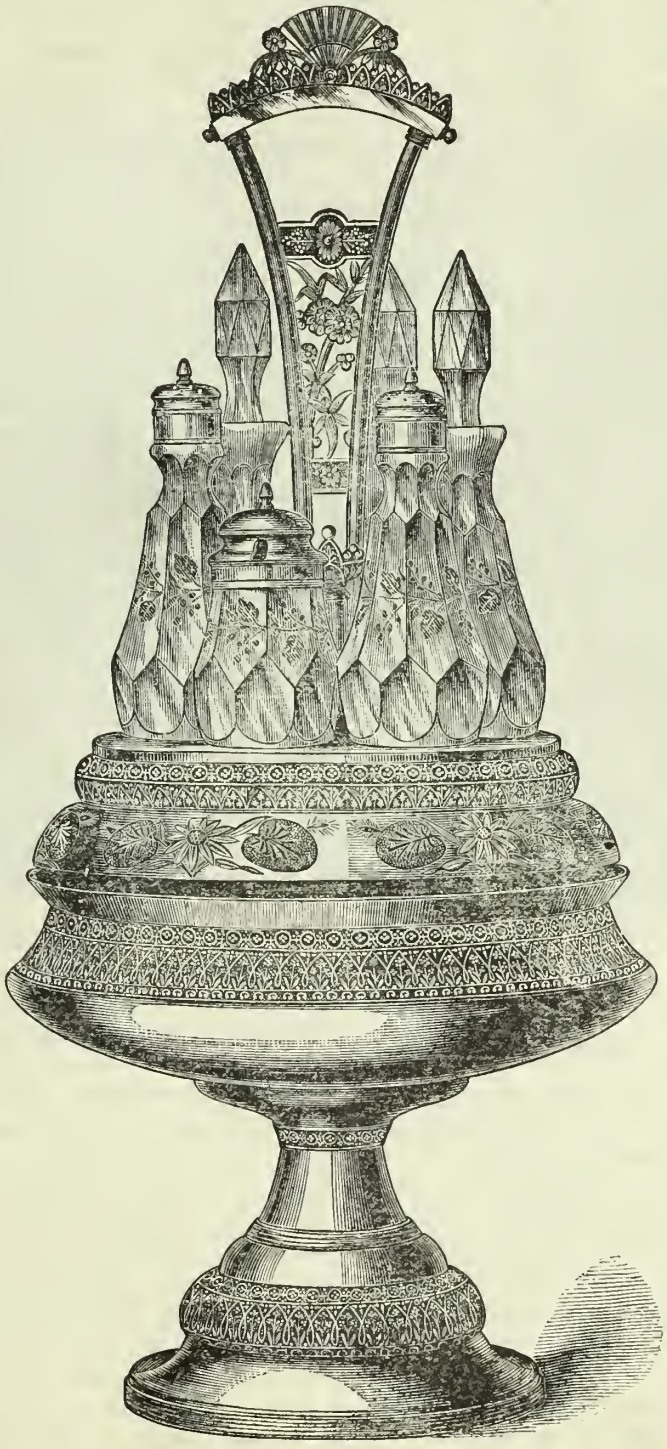
ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,

Wallingford, Conn.

No connection with any concer in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES : WALLINGFOD, CONN, U.S, AND MONTREAL, CANADA.

on the shell in such a manner that the direction of the laminæ of the central coat is longitudinal. In cameos the central layer forms the body of the relief, the inner layer being the ground, and the outer the third or superficial color, which is sometimes used to give a varied appearance to the surface of the figure. The cameo cutter selects from the shells which possess the three layers: (1) those which have the layers strongly adherent to each other; (2) those in which the middle layer is thick; (3) those in which there is a good distinction of color between the layers; and (4) those in which the inner layer is of the color suited for his purpose.

The kinds of shells now employed, and which experience has shown to be the best for the purpose, are: The "Bull's Mouth" (*Cassis rufa*), which has a *red* inner coat, or what is known as a *sardonyx* ground; the "Black Helmet" (*Cassis madayascariensis*), which has a blackish inner coat, forming what is called an *onyx* ground, and which shows up white on a dark claret color; the "Horned Helmet" (*Cassis cornuta*), which has an *orange-yellow* ground; and the "Queen Conch" (*Stombus gigas*), with a *pink* ground. The latter shell is about ten inches long, with a rose-colored aperture and an extremely broad lip rounded above. The bull's mouth and the black helmet are the best shells, for the horned helmet is apt to separate from the ground or to "double," as the French workmen express it. The queen conch seldom has the two colors distinctly marked from each other, and the pink of the ground fades on exposure to light. The red color of the bull's mouth extends but a short distance within the mouth of the shell, and becomes paler as it proceeds inwards. Hence this shell affords only a single cameo large enough for a brooch and several small pieces for shirt studs, etc., while the black helmet furnishes on an average about five brooches and several stud pieces. The queen conch yields only a single good piece. *Cassis flammea*, which is about six inches long, and *C. decussata* and *C. tuberosa*, which are white upon a dark claret color, are also occasionally used. The bull's mouth shells are derived from India and Ceylon, and the black helmets and queen conchs from the West Indies.

Genoa and Rome are the seats of the best work in cameo cutting, although many common ones are cut in France. In Rome there are about 80 shell cameo cutters, and in Genoa 30. The art of cameo cutting was confined to Rome for upwards of 40 years, and to Italy until the last 26 years, when an Italian began the practice of the art in Paris, and now over 3,000 persons are employed in the industry in the latter city. In the practice of cameo cutting the shell is first cut into pieces the size of the required cameo by means of diamond dust and the slitting mill, or by a blade of steel fed with emery and water. It is then shaped into a square, oval, or other form on the grindstone, and the edge finished with oil stone. It is next cemented to a block of wood, which serves as a handle to be grasped by the artist while tracing out with a pencil the figure to be cut on the shell. The pencil mark is followed by a sharp point, which scratches the desired outline, and this again by delicate tools of steel wire, flattened at the end and hardened, and by files and gravers for the removal of the superfluous portion of the white enamel.

The careful manipulation necessary in this work can only be acquired by long experience; the general shape must first be wrought, care being taken to leave every projection rather in excess, to be gradually reduced as the details and finish of the work are approached. Throughout the cutting great caution must be observed that in removing the white thickness the colored ground is not damaged, for the natural surface of the dark layer is far superior to any that can be given artificially.

In order that the finished cameo may posess a distinct outline at all points of view, it is desirable to adopt the system followed in antique cameos, viz., to leave all the edges of the figure quite square from the ground, and not gradually rounded down to the dark surface; for should the latter practice be followed the outline would be found to be undefined in many places, owing to the color of the white figure in relief gradually merging into that of the dark ground. The surface of the cameo is finished as nearly as possible with the cutting tools, as all polishing with abrasive powders is liable to remove the sharp edges of the figures and deteriorate the cameo by leaving the form undefined. When, however, the work has been finished as smoothly as possible with cutting tools, the final polish may be given by a little putty powder used dry, upon a moderately stiff brush, and applied with great care, and rather to the dark ground than to the carved surface. This is the concluding process, after which the cameo is ready for removing from the block prior to mounting.

The various styles in which these works of art are mounted depends a great deal upon the country where they are to be worn. There are tricks in this business as well as in most others; a fraud is frequently practiced by cutting away the engraved part of old shell cameos, and attaching this to a base of agate, by means of which an appearance of onyx is obtained.—*Read at the Saratoga meeting of the American Association for the Advancement of Science.*

IS STOREKEEPING EASY?

Many a man is carried away by the apparent ease of a shopkeeper's life, and by what he hears of the profits obtainable in a country store. It is plain sailing, he thinks, for, "all I have to do is to make from ten to fifty per cent. upon everything I sell, and that I can surely do." Let us see whether this is so:—

A storekeeper buys a book for 75 cents and sells it for $1; he makes 25 cents profit. But he cannot put that 25 cents in his pocket; he has to pay rent, taxes, clerk-hire, fuel, &c. out of his profit.

If he could sell 50 such books a day, representing a profit of $12.50, he would make money over and above expenses, but he can sell only two, which means fifty cents profit. Take an article yielding a smaller per centage; say tobacco, at a profit of two cents a plug; how many plugs must he sell to pay for the fire which warms the feet of the loafers who surround his stove? But there is tea, says a sanguine critic; he can make 15 to 30 cents per pound on that. Ah, yes; he will have to sell a chest of it every week, to pay his rent, and it takes a great many two ounce packages and quarter pounds, and half pounds to make up a chest. Dry goods, we are reminded by another, pay good profits, and are universally sold. True, some dry goods do pay a decent profit, even now-a-days, but grey and bleached cottons are hardly among them; all a country retailer would make in a year off these would not pay his taxes.

And so we might go on. Profits of 50 per cent. are rare; ten per cent. ones are

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

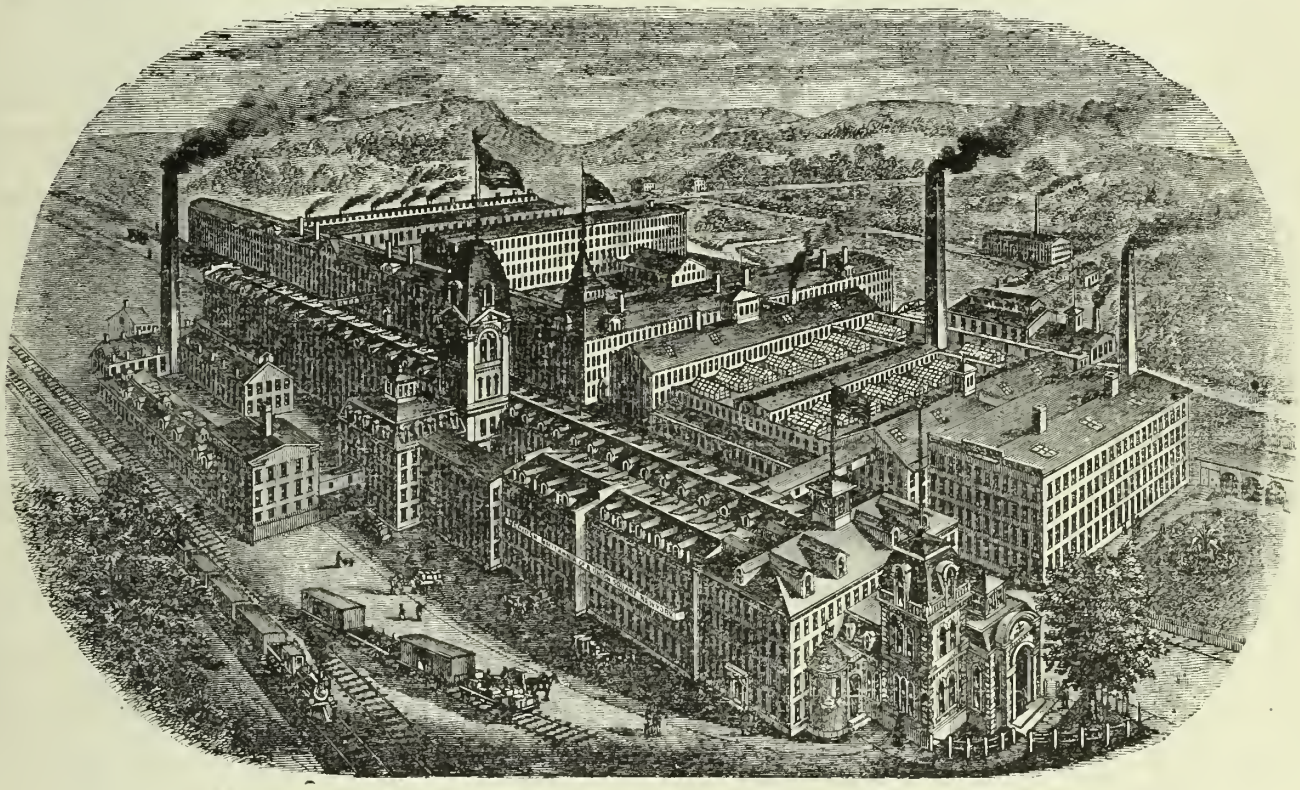
ELECTRO, SILVER AND GOLD PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

more near the average, and unless the sum of these amounts to more than the running expenses of his shop, how is a shopkeeper to keep house and clothe his family? There are numbers of shopkeepers, in towns and cities, striving to make a living out of transactions whose aggregate profit will hardly pay pew-rent. And there are country dealers carrying a stock of $2,000 to $5,000. "To turn over" this stock once in a year, implies sales of $6.50 per day in the one case, and, say $16 per day in the other. An average profit of 20 per cent. on this, would yield daily, $1.30 and $3.20, respectively, out of which to pay for rent, fuel, light, household expenses and clothing! Suppose a livelier trade, turning over the stock twice a year, at a close profit, then 15 per cent. on $10,000 per annum equals $4.78 profit per day, to cover all the expenses of a business and a family establishment, interest, depreciation and bad debts. The man must be an economist who can lay by much out of even this performance. No; the life of a retail shopkeeper to-day is not, as a rule, either an easy or a prosperous one, and it is a mistake to encourage ignorant experimenters in it. Wholesale men as well as retail, may study with advantage, such analyses as these.—*Monetary Times.*

BUSINESS CHANGES FOR SEPTEMBER.

Brodrech & Feick, Hardware, New Hamburg, Ont., damaged by fire; L. Lewis Jeweler, Watford, sold out; J. W., Hastings, Jeweler Midland, burned out; Geo. Stratheron, jeweler Midland, damaged by fire; F. C. Paulin & Co., Hardware, St., Thomas, Ont., dissolved, Paulin continues alone; A. Jakeway, Hardware, Stayner, sold out to R. E. Bingham & Co.,; Wm. Nowry, Hardware, Palmerston, sold out to R. S. Shields.

BUSINESS NOTES.

We regret to learn that Mr. George A. Bray, eastern traveler for the firm of McNaught & Lowe, has been confined to his bed through sickness for the past three weeks. He is now almost convalescent and expects to be on the road again very soon.

In our last issue we said that Mr. Manning, formerly with John Segsworth & Co., had made an engagement to travel for Mr. Eves & Co., of Montreal. It seems that we were mistaken about this and that Mr. Manning is going on the road for Smith & Fudger of this city instead.

Mr. S. T. Culp, the wholesale jeweler of Toronto, has lately returned from Europe, where he has been spending his honeymoon, and we trust making money at the same time. He looks very much improved by his trip, and, if not too late, The Trader offers its congratulations and wishes him all the happiness incident to the occasion.

A Drummer's Cheek.—An original idea has been struck by a drummer. He has sent ahead to his customers postal cards reading as follows: "Dear Sir: I shall be in your town Aug. — with a full line of —. Please stop your ears against all comers with this cork until I have a chance to see you, etc." Attached to each card by a string is a small cork.

A well-executed photographic forgery of five dollar notes on the Port Hope issue of the Bank of Toronto has been detected in circulation. Eight of these forgeries found their way to the Port Hope agency, and one into the Standard Bank, Toronto. The counterfeit is not very well executed on the back, but the front has a genuine appearance, barring a certain greasy covering, which, however, makes detection harder.

A dealer in hardware at Goderich, J. A. Naftel is in trouble. In 1882 he began business by purchasing the stock of Geo. H. Parsons, at 57 per cent. Previously to this he was a retired farmer and was reputed to have considerable wealth, but evidently not much experience in business, as he has failed, owing $5,400. To pay this he has a stock valued at $7,600. His creditors have given him one week to obtain security and an extension will likely be granted.

We have heard nothing of late from Mr. Knox about either his Horological School or his Jewelers' League. We had hoped, in the interests of fair play that Mr. Knox would have come forward and given the jewelers of Canada an explanation of his scheme and its benefits. In the meantime, if the Jewelers' League is not to become an accomplished fact, what has become of the money Mr. Knox collected for it? We pause for a reply.

R. J. Quigley, the well-known watch manufacturer of Toronto, has just moved into his new and commodious premises on Adelaide Street, a few doors west of Bay. The new premises are very much larger than the old ones, and will give Mr. Quigley about double the capacity for turning out goods that he formerly had. In other senses than following Horace Greely's advice to "go west," Mr. Quigley's move seems to be one in the right direction.

It is stated on pretty good authority that the "Meriden Britannia Co." has bought out the Canadian business of the "Meriden Silver Plate Co.," and will shortly close up the plating rooms in Toronto and do the work at the Hamilton factory. The electro-plate business has heretofore been overdone, but now that the "Derby Silver Co." has closed up altogether and the "Meriden Silver Plate Co." is practically out of the race, there is an improved prospect for those that are left. As usual, it is the survival of the fittest.

The Way of the Transgressor.—Some time ago a man named Symond or Simmons, engaged with Messrs. Kriel & Bothgay, Yonge Street, jewelers, as traveler, while on the road got on a spree in Montreal, the result of which was that after spending all his money he sold and pledged a considerable quantity of his samples, and what remained he left as security for his board. A warrant was issued for his arrest, but when he got sobered up he entered into an arrangement with the firm to pay them back. He gave them a guarantee purported to be signed by certain parties, but afterwards, the firm allege, they discovered that the guarantee was a forgery, and a second warrant was taken out. The telegraph wires were put into requisition, and a few days ago the "crooked" traveler was arrested at Beachville, near Woodstock. He will probably be committed for trial.

The competition in Silverware at the Toronto Exhibition was very keen, both the "Meriden Britannia Co." and the "Toronto Silver Plate Co." having put forth every effort to win the coveted honors. We don't know who the judges were, but they seem to have been under the impression that "honors were easy," as they awarded each of them gold and silver medals. In both cases the exhibits were exceedingly handsome, and reflect the highest credit upon the manufacturers. We understand that in both exhibits, all the goods were made from the metal in their respective factories. This branch of manufacture has certainly made great strides in Canada since the advent of the N. P.

Sensible.—The Africans do not believe in long-winded essays even in their diplomatic treaties. The extradition treaty between the King of Ethiopa and the Khedive of Egypt is as follows, and embraces every criminal case;—"His Majesty the Negossa Negust and His Highness the Khedive engage to deliver up, one to the other, any criminals who have fled to escape punishment from the dominions of the one to the dominions of the other." This is just about the kind of a treaty Canada wants with the United States. If it were made we would have fewer burglaries and embezzlements and absconders on either side.

We cannot too strongly impress upon Canadian jewelers the importance of looking thoroughly into the question of protection against burglary. From fire they can be protected by adequate insurance, but protection from the midnight mechanic can only be secured by exercising every possible precaution. It is said that "Eternal vigilance is the price of liberty." and it is also the price that our trade have to pay for the security of their goods from the clutches of the burglar. Take The Trader's advice on this matter and get a first-class safe and employ all the other precautions that we have suggested, and you will lessen this risk very materially.

Some ten thousand dollars has been subscribed by the citizens of Windsor, Ont., to maintain the E. T. Barnum Wire and Iron Works branch in that town. For several weeks the managers of the new works have been making arrangements with Mr. Eason to get the works out of the hands of a stock company. Last week the Managers, F. S. Evans and G.G. Booth, agreed with Mr. Eason that if those who held stock in the concern would take back their subscriptions the three would run the works in partnership, Mr. Eason to furnish the capital which would be required. This was agreed to, says the London *Free Press*, and the concern is now solely in the hands of the

American Watch Company.

THE LARGE increase of our plant during the last three years, and the economies resulting therefrom, enable us to make a substantial reduction in some of the grades of our goods, and to give the benefit of it to our customers and the public, without sacrifice to ourselves or the standard excellence of our productions.

We do not, however, intend to pursue the policy adopted by some other companies, of selling any grade of our goods at a loss, for the purpose of inducing the sale of higher grades which, although giving good value for the money, yet, from their higher price, must naturally meet with a limited sale.

All our prices are regulated by cost and intrinsic value, and an experience of nearly thirty years has so far satisfied watch buyers and watch wearers of this and other countries of the superior quality of our watches as timekeepers, that we are enabled to maintain a slightly higher range of prices throughout our entire list than any of our competitors, with entire satisfaction to ourselves and the public.

We disclaim any intention or desire of making a watch to compete in lowness of price with the cheapest grade of goods steadily poured upon the market. On the contrary, as we never, under any circumstances, intend to put other than good timekeepers on the market, we consider the constant reducing of prices below the cost of really good work, as practiced by certain watch companies, to be prejudicial to the permanent good name of American watches.

We could, of course, by the employment of cheap and unskilled labor and the use of inferior materials in manufacture, make goods for as low and no doubt much lower prices than other companies, but the tendency of lower prices reached in this way is not consistent with the uniform excellence we wish to maintain, and, if persisted in, must inevitably result in a general deterioration of workmanship and of product, by which the public and ourselves would be, in the end, the great losers.

We challenge competition in the price and quality of our WATCH CASES if gold is weighed against gold, but not if our gold is weighed against steel springs and other base metal which our competitors weigh in and sell at the price of gold. Our movements are often sold by dealers in cases of other make than our own, and it frequently happens that a good movement is used to sell a bad case, or that a badly made inferior case throws discredit upon a good movement. In either case purchasers are warned against the results of this practice. We intend, in the future, as we have largely in the past, to case our own product, and thus avoid all question as to the character of either the watch case or the watch movement.

To reiterate :—The WALTHAM WATCHES are deservedly popular, because the purchaser as a rule, gets the best value for the money expended. The dealers are enabled to sell the goods with comparatively little trouble, and, at the same time, please their customers and make a profit for themselves.

AMERICAN WATCH COMPANY,
WALTHAM, MASS.

ROBBINS & APPLETON, GENERAL AGENTS,

New York. Chicago. Boston. London, Eng. Sydney, Australia.

above-named gentlemen, Mr. Evans being manager, Mr. Booth Secretary, and Mr. Eason Treasurer. The works will be immediately removed to the new building near the ferry landing.

IT IS SAID that one of the recent jewelry seizures in Winnipeg for evasion of Customs' duties were the result of a deliberately put-up job. It appears that a well-known jeweler was induced to smuggle by a Government official, in the pay and confidence of the Customs' Department,and when the seizure was made there was a division of the spoils. Now that the thing is over it seems that the small fry complain that they did not get their fair share of the plunder, but that those "higher up" gobbled the most of it. In this connection some interesting developments may shortly be expected. It is also rumored around Winnipeg that sundry persons in Her Majesty's service, and supposed to be gentlemen, are sporting around watches and other jewelry that were never either bought or paid for. It seems to us that it would be in order for some member at the next meeting of parliament to move for all the papers and particulars of the Winnipeg jewelry seizures, and of the management of the affairs of that port generally. If this were faithfully done we think there would be a general cleaning out to the very great benefit of the public in that region.

WORKSHOP NOTES.

COPYING INK.—Fine writing on glazed paper will give one or two fair copies without calling in the assistance of a press or water if use is made of a writing solution of three parts of good jet-black ink and one part of gelatine.

LUMINOUS PAPER.—A luminous water-proof paper, which may be of use in places not well adapted for the application of the so-called luminous paint, may be made from a mixture of 40 parts pulp, 10 parts phosphorescent powder, 1 part of gelatine, 1 part of potassium bichromate, and ten parts of water.

MAHOGANY STAIN.—A wash of one part nitric acid in ten parts of water will impart a stain resembling mahogany to pine wood that does not contain much resin. When the wood is thoroughly dry shellac varnish will impart a fine polish to the surface. A glaze of carmine or take will produce a rosewood finish. A turpentine extract of alkanet root produces a beautiful stain which admits of French polishing. Asphaltum thinned with turpentine makes an excellent mahogany color on new wood.

TEST FOR GLUE.—The following simple and easy test for glue is given in the *Tichler Zietung:* A weighed piece of glue (say one third of an ounce) is suspended in water for twenty-four hours,the temperature of which is not above 50°. The coloring material sinks, and the glue swells from the absorption of water. The glue is then taken out and weighed ; the greater the increase in weight the better the glue. If it then be dried perfectly and weighed again, the weight of the coloring matter can be calculated from the difference between this and the original weight.

HARDENED CAST IRON.—The *Manufacturers Gazette* says that cast iron may be hardened as follows: "Heat the iron to a cherry red then sprinkle on it cyanide of potassium and heat to a little above red, then dip. The end of a rod that has been treated in this way could not be cut with a file. Upon breaking off a piece about half an inch long it was found that the hardening had penetrated to the interior, upon which the file made no more impression than upon the surface. The same salt may be used to case-harden wrought iron.

OTHER NOTES.

THE PESKY MOSQUITO.—Yellow fever is said to be propagated by the sting of the mosquito, on the authority of Dr. Carlos Finlay, of Havana, who has seen under the microscope spores and filaments of a particular nature on the sting of one of these insects that had just bitten a patient suffering from yellow fever.

WATERPROOF CLOTHING.—Waterproof clothing which allows a free passage for respiration can be prepared by dipping in a solution of acetate of alumina. The latter is made by adding a solution of acetate of lead to a solution of alum, and decanting the mixture from the sulphate of lead which is precipitated. The articles are dipped into this liquid and allowed to dry without wringing them.—*Rundschau fur Pharm, etc.*

THE BEAUTIFUL SNOW.—The first snow fall examined by Floegel gave in the purest melted snow water nine forms of diatoms, confervæ, spores, alive or apparently alive, fourteen forms of pollen or other parts of animals and plants, and five forms of mineral substances. The subsequent snow fall, however, besides these forms of dust invariably gave iron, and the total amount of the latter was in one can about 1,830,000,000th of the volume of freshly fallen snow.

TESTING WATCHES.—A great Swiss marine and pocket chronometer competition is now going on at Geneva, to last over eighty-three days. A special stove in which an invariable temperature can be maintained for several consecutive days, was built. For five days the chronometers placed therein will be placed at one temperature, which will afterwards be raised by degrees at a time from 5° to 35° Centigrade, and then reduced in like manner from 35 to 50 per cent.

T. WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.

FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

C. WRIGHT,

WHOLESALE DEALER IN

Watch Materials.

FINE AND COMPLICATED WATCH-REPAIRING A SPECIALTY.

71 Yonge Street, Cor. King,

TORONTO.

JEWELERS ATTENTION.

—TWO—

Walnut Wall Cases

FOR SALE AT A BARGAIN.

MADE EXPRESSLY FOR THE JEWELRY TRADE.

Apply to

F. CHINNOCK,

NAPANEE, ONT.

SPECIAL.

For the next three months we will give our customers special net prices on our stock of

SWISS SILVER WATCHES.

These goods are all of first-class quality, and, at the reduced prices we now quote, are lower than watches of similar quality ever before offered to the trade in Canada.

We are also offering big bargains in Black Goods, and our cut prices on

HORN, RUBBER AND JET JEWELRY

will be found lower than any house in the trade.

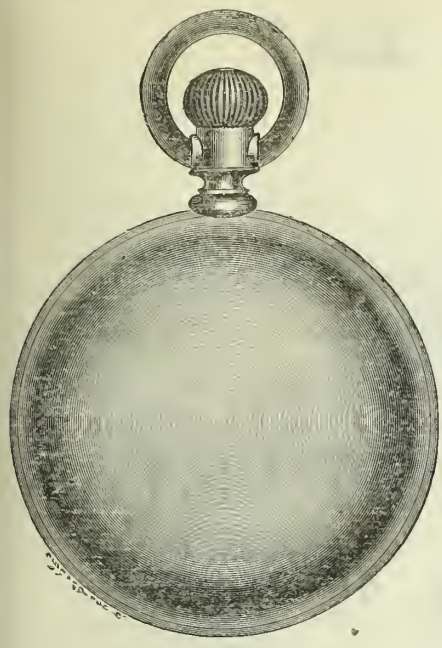
Send for a sample of our new

CHEAP

AMERICAN LEVER WATCH.

This watch is now offered in Canada for the first time, and is a reliable timekeeper and the cheapest American Lever Watch ever offered to the jewelry trade.

McNAUGHT & LOWE.



ASK YOUR JOBBER

—FOR—

QUIGLEY'S

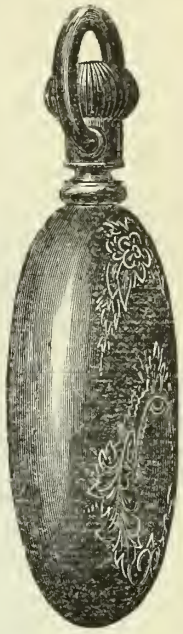
NEW PATENT

INVISIBLE JOINT CASE,

THE FIRST

DUST PROOF HUNTING WATCH CASE

EVER MADE.



This Case is made in Key or Stem Wind, Hunting or Open Face.

WEIGHS IN SILVER 3 oz., 4 oz. and 5 oz. IN GOLD, ANY WEIGHS OR KARAT.

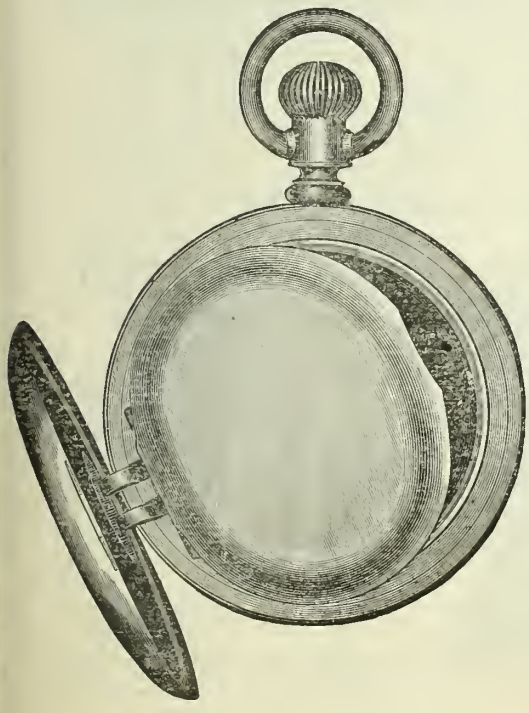
INTELLIGENT AND CLOSE BUYERS

Would do well to bear in mind the fact that Watch Cases (Gold and Silver) Manufactured by me and Stamped

"QUIGLEY,"

are now sold to the trade at the same price as American Cases,

LESS THE DUTY.



ALL GOLD AND SILVER

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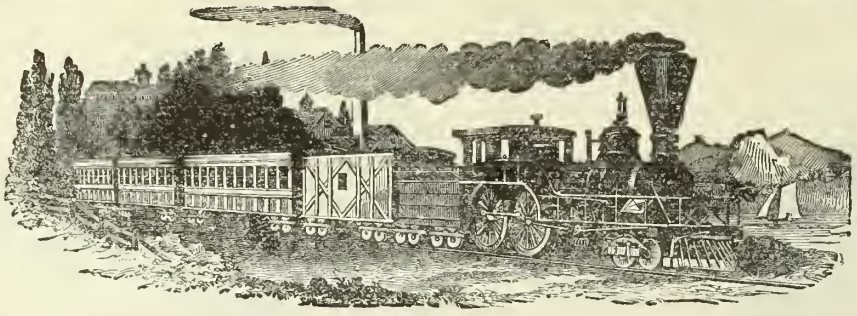
QUIGLEY CASES

is received from and guaranteed by the

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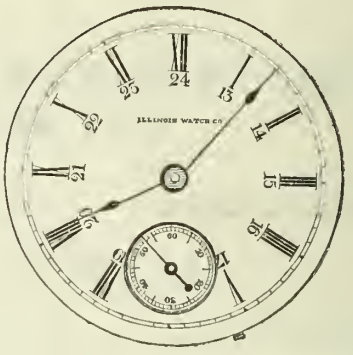
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"RAILROADER."





Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new

EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT

Warranted by the

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FOR SALE BY ALL JOBBERS.

THE BATES & BACON WATCH CASES,

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ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



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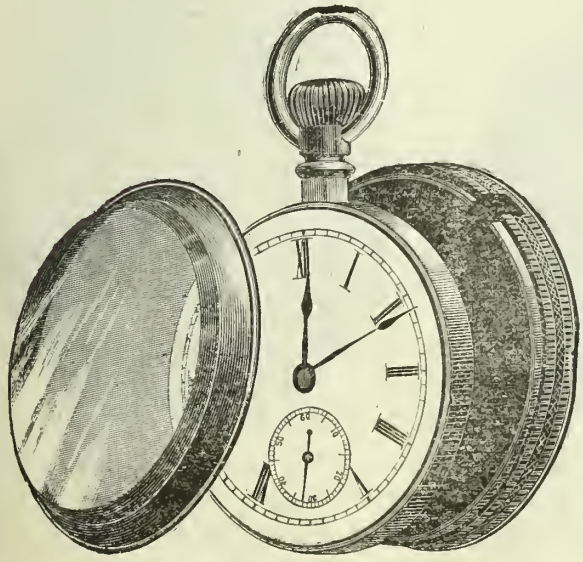
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



85

SOLD BY ALL JOBBERS



Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22
Back View of
PATENT SNAP BEZEL CASE.

New Patterns of Engraving

ON

KEYSTONE

COIN SILVER WATCH CASES.

Do not sort up your Stock until you have examined them, as they are entirely new, and are to be found only on these goods.













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ALL CANADIAN WHOLESALE HOUSES.

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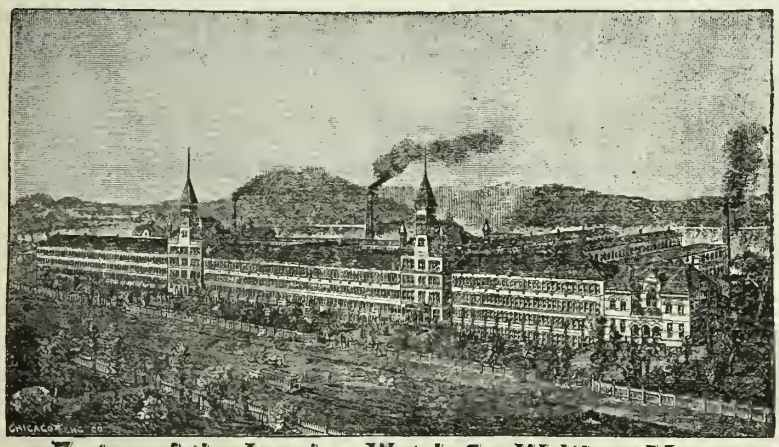
DIAMOND RINGS. DIAMOND RINGS.

9 K. GEM RINGS. GEM RINGS.
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15 K. GEM RINGS. GEM RINGS.

AMERICAN JEWELRY

We have just received an extra large stock of above the goods. They are New, Neat, Tasty and Remarkably Cheap.

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Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

W. G. A. HEMMING. H. K. S. HEMMING.

TORONTO CASE CO'Y.



52 ADELAIDE STREET EAST,

HEMMING BROS.,

MANUFACTURERS OF

WATCH BOXES. PAPER NEST BOXES.
JEWELRY BOXES. WOOD MAILING BOXES.
SILVERWARE BOXES. JEWELRY CARDS AND FINDINGS
JEWELRY CABINETS. OF EVERY DESCRIPTION.
SILVERWARE CABINETS. MEDICINE CHESTS.
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The above made in Plush, Morocco, Leather, Satin and Velvet.

Jewelry Show Case and Safe Trays for Rings, Watches, Lockets, Charms, Chains

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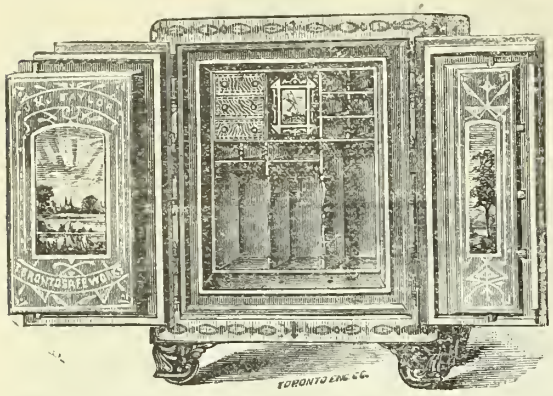
Travellers' Trays for Watches, Rings, Lockets, &c. Plain Canton Flannel Bottom Trays.

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By this ingenious invention Jewelers are saved the endless trouble of keeping open their boxes in the show cases by simply pressing on the catch, the cover flies back and remains open. Sample box sent by mail.

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J. & J. TAYLOR,

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

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FOR THE BEST AND LARGEST STOCK OF

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McNAUGHT & LOWE'S,

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Montreal Optical & Jewellery Company,

1685 Notre Dame Street,

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THE ONLY CANADIAN HOUSE MANUFACTURING

SPECTACLES, EYE-GLASSES AND CASES.

The M. O. & J. Co. keep on hand the Largest and Best Assortment of Specs and Eye-Glasses, in gold, silver nickel, gold plate, steel and rubber, in the Dominion.

OCULISTS' PRESCRIPTIONS AND REPAIRS PROMPTLY ATTENDED TO.

N.B.—Fine Rolled-Gold Plate Jewellery a speciality.

THE TRADER

TORONTO, ONT., NOV., 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE OUTLOOK.

There is no use of disguising the fact that trade is comparatively dull for this season of the year, and there are not wanting croakers who would fain have us believe that the country is going to the dogs, and that we are on the verge of national bankruptcy. It is true, as we have said, that times are dull, but we cannot see any great reason for alarm; in fact, we regard the prevailing dullness of trade as an evidence rather of mercantile soundness and caution than of impending ruin.

Our merchants are buying cautiously, and for their immediate wants. This, coupled with the fact that grain is low in price, and their own trade consequently not so brisk as it usually is at this time of the year, makes things appear duller than they really are. This state of trade, however, is a healthy sign, and is very much better for the country generally than if orders were plentiful in spite of the present depression. We regard the prospects ahead as encouraging rather than discouraging Our crops are very much larger than usual, and although prices are low, still Canada will, in spite of all this, obtain a good many millions of dollars more money from the products of the soil than last year. This increase of resources on the one hand, and our apparent self denial in making purchases (for that is what dull trade means) on the other, must have the effect of placing the country in a sounder financial position than it occupied last year. The outlook, as far as we can see, is hopeful, and if our merchants only combine energy with prudence, they may certainly look forward to a fairly prosperous year. In this connection we cannot help quoting the remarks of Mr. Workman, President of the Molsons Bank, at their late annual meeting. After referring to the prosperity of the institution over which he presided during the past year, Mr. Workman said:

"We enter upon another year with a clean sheet, strong reserves, a moderate demand for money at paying rates, and a hopeful feeling among our customers. The farmers throughout the Dominion have secured an abundant harvest in prime condition, and are now bringing their grain, root crops, butter, cheese and cattle to market, thus creating an active demand for currency. Our circulation has lately gone up rapidly, a certain proof of increasing prosperity and great activity in business. Profits are doubtless not so large as in former years, and I do not anticipate another boom such as then prevailed, yet I believe the worst has been passed, and every change will be for the better. It is too true that severe losses and great depression have been experienced by our merchants and manufacturers the past eighteen months, and some time will yet be required to overcome them. A prudent economy now pervades all classes, our foreign imports have decreased very considerably, and a general reduction of indebtedness is going on. These will soon produce better times and a more active condition of trade, in which our banking institutions will participate."

The Molsons Bank has long been known as one of the most conservative institutions in Canada, and a forecast so hopeful as this coming from such a source is therefore entitled to additional weight.

A WISE PRECAUTION.

We would like to impress upon every jeweler who reads THE TRADER, and that ought to be every jeweler in Canada, the advisability, not to say the necessity, of keeping an accurate and reliable list of his stock. Many if not most of our jewelers when taking stock content themselves with simply taking down the name of the article and its cost. It is of the utmost importance that not only these particulars, but description and numbers should be taken down whenever it can be done. In articles such as watch movements and gold and silver cases, that are each stamped with a number of their own, this is easily managed, and should never be neglected. Every jeweler should keep a stock book for watches and cases, and enter in it regularly the number of every watch or case he receives, and opposite to it when sold the name of the party buying it. By this means he would have an exact account of his watch business; and in case of a burglary, or robbery by employees, the goods could be more easily traced. Detectives tell us that if all jewelers kept such a record as this, and sent the numbers and description of such goods broadcast at once, that in more than half the cases the goods would be recovered. As it is, they might and often do come into the possession of the officers of the law, but not having anything to guide them they remain in ignorance of their ownership. Nearly every watchmaker keeps such a list of his watch repairs, why not introduce the same system for keeping a record of new goods bought and sold? In this connection we notice a letter from Mr. F. K. Jenks, of Hagerstown, Ind., in the *Jewelers' Journal*, which commences as follows:—

"On the night of August 19th, myself and wife were chloroformed and robbed by burglars, who entered my house and stole between forty and fifty watches, besides my wife's gold watch, an Elgin stem-wind, lever movement, and my pocket book, which contained the last cent I had. I sent that day all the money I had, previous to closing the mails, to the E. N. Welch Clock Co., of your city, or my loss would have been greater. The watches of which I have a record are as follows."

Then follows a list of the numbers of the watches he had kept. Robberies and burglaries are going on around us every day. We can scarcely pick up a paper that we cannot read of something of the kind. This being the case, our jewelers should take every precaution in their power not only to keep these midnight mechanics out, but to catch them afterwards if they are successful in getting into their premises and securing their stock. Precaution is always better than cure; but if such things occur in spite of all preventive measures, it is wise to be in a position to make the best of it.

ACCOMMODATION PAPER.

The failure of James Campbell & Sons, Wholesale Stationers and Booksellers, of Toronto, although affecting only their line of business, is one of the most disastrous and far reaching in its effects that has ever occurred in Canada. The amount of liabilities is placed at about $300,000, and from present appearances it would seem that the unsecured creditors will not receive more than ten cents on the dollar, if they are lucky enough to get even that. The worst feature of this failure, and the only reason why we go out of our usual course to moralize upon what concerns another line of business almost exclusively, is that most of the disaster attendant upon this failure will result from the fact that this concern, which has been financially rotten for years, has been bolstered up by accommodation paper obtained from their customers. The result of this system of financial juggling is that the assignment of this firm alone will probably be the immediate cause of the failure of some sixty of those customers who had sufficient confidence in their integrity and sound business standing to put their names to paper merely to oblige them, and for sums they never owed, and that the accommodation paper discounted by them will aggregate nearly $100,000.

A more practical comment than this upon the folly of any merchant ever giving accommodation paper it would be hard to imagine, but we very much doubt whether this warning will deter merchants from asking and granting such dangerous and unbusiness like favors.

It is a well known fact that a good many firms are in the habit of getting notes from their customers for which no value has ever been received, and thus bolstering up a rotten business, long after it has become practically bankrupt. When the after clap comes and the firm is declared insolvent (which, in fact, they may have been for months or years previous), people read the list of victims of this kite flying system and say they have their sympathy. If they were bluntly told that they had been a parcel of fools, and that the result was but a certain consequence of their own folly, it would be but the truth, and probably do these victims of misplaced confidence more good than the pleasant but misdirected sympathy of which they are generally the recipients.

"But," says one of the victims, "although we knew well enough that it might be dangerous, we couldn't very well help it; the wholesale house with whom we were dealing asked us to give them our note as a favor, and as we sometimes require favors ourselves from them, could not refuse, although we knew well enough we had never received value for it; besides, they assured us that it would never trouble us, as they would take it up themselves when due." A more absurd argument than this, when you come to analyze it, could hardly be imagined, for in the first place none but a weak house would ever ask or require to use accommodation paper. The very fact of a house being compelled to ask their customers to lend them their names on which to raise money, ought to be proof positive of its financial weakness, and in itself the very strongest reason for refusing it. It is true they may take up the note at maturity, so that their customers are never troubled about it at all, but this apparent security and freedom from risk only makes the danger greater by inducing recklessness on the part of the dealer, who argues that if he can put the wholesale house he deals with under an obligation to him by so "cheap" a favor as simply signing a note, it cannot be a bad investment. When the assignee is in possession of the estate and the dealer is officially notified by the bank that they look to him for one hundred cents on the dollar for the amount of his accommodation note, he begins to realize that he will have to pay pretty dearly for his whistle, but unfortunately for him the knowledge came too late to be of practical use to him, except as an experience not to be repeated.

The ease with which wholsale dealers in fair credit can discount even inferior paper, is often a great incentive for unfortunate or unprincipled men to make use of their friends and customers by obtaining notes to be used in this way, but the danger would be greatly lessened if all the retail dealers could be brought to understand and believe, that with the aid of a financier with plenty of cheek and a judicious use of accommodation paper, a business utterly rotten to all intents and purposes can be floated on for years. In the end it must go down in the maelstrom of bankruptcy around which it has been so long circling, but until the crash comes it presents to the unthinking outsider a fair but deceitful appearance.

Our advice to all dealers, whether wholesale or retail, and we cannot too strongly emphasize it, is to have a watchful care with whom you deal. Especially in this matter of accommodation paper, rest assured that a house that has to ask for it is a weak house, and should either be avoided altogether, or dealt with on hard business lines. In conclusion, we offer as a maxim to all traders, "*Never give your paper to any firm, unless you owe them the money and have received value for it.*"

Selected Matter.

WHY BUSINESS MEN FAIL.

Let me give your readers, says a correspondent of the *United States Economist*, the benefit of the replies I have received from leading men of our country to the question, "What in your observation have been the chief causes of the numerous failures in life of business and professional men?"

Governor St. John answers: "Idleness, intemperance."

Alexander H. Stephens answered: "Want of punctuality, honesty and truth."

Hon. Darwin R. James answers: "Incorrect views of the great end and aim of life. Men are not contented to live plain lives of integrity and uprightness. They want to go ahead too fast, and are led into temptation."

President Bartlett, of Dartmouth College, names as causes of failure: "Lack of principle, of fixed purpose, of perseverance."

President Eliot, of Harvard, replies: "Stupidity, laziness, rashness, and dishonesty."

Dr. H. M. Dexter, of the *Congregationalist*, answers: "1. Want of thoroughness of preparation. 2. Want of fixedness of purpose. 3. Want of faith in the inevitable triumph of right of truth."

Anthony Comstock's answers are: "Unholy living and dishonest practices, lust and intemperance, living beyond one's means."

Mr. H. E. Simmons, of the American Tract Society, replies: "Fast living, mental, spiritual, and bodily; lack of attention to the details of business."

General O. Howard answers in substance: "Breaking the divine laws of the body by vice, those of the mind by overwork and idleness, and those of the heart by making an idol of self."

Professor Homer B. Sprague, of Bos-

READ -:- THE -:- EVIDENCE!

THE MANUFACTURERS OF JAS. BOSS GOLD WATCH-CASES NOBLY UPHELD BY THE TRADE AND THE PEOPLE.

THE MOST CONVINCING TESTIMONY FROM ALL QUARTERS.

The Correspondents of the Keystone Factory vie with each other in unmistakable approval of the unequalled qualities of Jas. Boss Gold Cases. The aim of the manufacturers of Boss Cases being to make only first quality goods, and having facilities to that end possessed by no other concern in the world, it is in accordance with the fitness of things to have the almost universal support of the trade in that endeavor. From among hundreds of letters recently received at the Keystone Factory, all breathing unqualified praise of Boss Gold Watch Cases, the following are printed as showing the spirit which pervades the writers:

CADILLAC, MICH., Sept. 19, 1884.

I have sold the Boss case for twenty years, and have yet to find a poor one; in fact I swear by the Boss.

F. H. HUNTLEY.

WATER VALLEY, MISS., Sept. 1, 1884.

I have been selling the Boss filled cases for eight years, and take pleasure in saying they have given entire satisfaction to my trade. J. ALTER.

LITCHFIELD, ILLS, Sept. 15, 1884.

We sell no other filled case but yours because we believe them to be the best, and feel safe in recommending them.

NOTERMAN & HUBBEL.

SEAFORTH, ONT., Sept. 13, 1884.

The Boss is the Boss of all filled cases. The cheap Swiss gold cases are things of the past with me.

M. R. COUNTER.

TROUPE, TEXAS, Sept. 17, 1884.

I have been selling the Boss case, and think it the BEST filled case ever made. T. C. SAMMONS

MORRISON, ILLS., Sept. 19, 1884.

Your filled cases I have handled ever since I have been in business. F. E. HEWITT.

CENTRE, ALA., Sept. 12, 1884.

I strive to do good, and in selling Boss and Keystone cases I am serving my calling. They are the best. The doubting Thomas is converted. J. J. B. MCELRATH.

THAMES CROSSING, O., Sept. 11, 1884.

Boss cases sell better than any other kind, and give the best satisfaction. We handle but few of any other make.

McKEE & NETH.

MURRAY, KY., Aug. 5, 1884.

We take great pleasure in handling your goods, as they give universal satisfaction. We have never sold any other filled case than the Boss, and to parties desiring a first class silver case we always sell the Keystone. S. HIGGINS & CO.

ADRIAN, MICH., Sept. 11, 1884.

I sell no other case than the Boss, and will not as long as I can get it. J. WILL KIRKE.

PARIS, ILLS., Sept. 16, 1884.

We handle the Boss case and we think it the best. Perfect engraving, elegant, and appearance grand. We find no trouble in selling it, as its reputation is established.

REED & SWINFORD.

MARTINSBURG, W. VA., Aug. 7, 1884.

Your goods will stand on their own merits. I have a filled case of your make that has been in use seventeen years, and from appearances will last ten years more, having but very little of the engine-turning worn off. JOS. A. MESSMAN.

HAYWARDS, CAL., July 21, 1884.

Your cases give the best satisfaction of all I ever sold.

B. HAAS.

BONHAM, TEXAS, July, 24, 1884.

There is a case of your make (Jas. Boss) in this county that has been in constant use since 1858 and looks well yet. We consider the Boss the boss of all. The case referred to was purchased in Charleston, S. C., in July, 1858.

M. A. BRIDGES & CO.

WAYCROSS, GA., June 19, 1884.

I have been selling the Jas Boss Cases for the last ten years, and they always give perfect satisfaction. T. E. LANIER.

LISTOWEL, ONT., June 7. 1884.

We can honestly say that we do not know of one of your cases which we have sold that has in anyway failed to give satisfaction. BARKER & CO.

FREMONT, NEB., April 28, 1884.

I handle the Boss case to the exclusion of all other filled cases, and can assure you that among the 185 Boss cases I sold from January 15, 1883, up to April 20, 1884, I have yet to hear a single complaint. CHAS. MARSHALL.

DILLON, MONTANA, May 18, 1884.

I have handled Boss Cases for fifteen years, and have yet the first one to find that failed to give satisfaction either to the customer or myself. MRS. L. KUFFER.

SAN MARCOS, TEXAS, Aug. 8, 1884.

I have been in the business about fifty-three years, and believe the Boss case can't be excelled or equalled.

W. H. ROBBINS.

OAKLAND, NEB., Sept. 9, 1884.

I sell nothing but Jas. Boss and Keystone cases, and it is not overestimating or exaggerating to say they are the best in the world. J. W. BATTERSHALL.

FARMER, OHIO, July 15, e884.

I have carried one of your watch cases (80623) for two years and you cannot tell that it has been in use. I have a solid gold case, but prefer the Boss to it. R. E. FOOT.

ton, answers: "1. Ill-health. 2. Mistake in the choice of employment. 3. Lack of persistent and protracted effort. 4. A low ideal, making success to consist in personal aggrandizement, rather than in the training and development of a true and noble character."

Dr. Lyman Abbott answers: "The combined spirit of laziness and self-conceit that makes a man unwilling to do anything unless he can choose just what he will do."

Judge A. W. Tenney, of Brooklyn, replies: "Outside of intemperance, failure to grasp and hold, scattering too much, want of integrity and promptness, unwillingness to achieve success by earning it in the old-fashioned way."

The attorney-general of a neighboring State replies: "Living beyond income, and speculating with borrowed funds; unwillingness to begin at the foot of the ladder and work up. Young men want to be masters at the start, and assume to know before they have learned." And another reason in the same line: "Desiring the success that another has, without being willing to work as that man does. Giving money-making a first place and right-doing a second place."

Judge Tourgee, author of "A Fool's Errand," considers the frequent cause of business collapse to be: "Trying to carry too big a load." As to others he says: "I don't know how about a professional man's failing, if he works, keeps sober, and sleeps at home. Lawyers, ministers and doctors live on the sins of the people, and, of course, grow fat under reasonable exertion, unless the competition is too great. It requires real genius to fail in either of these walks of life."

Hon. Joseph Medill, ex-mayor of Chicago, answers: "Liquor drinking, gambling, reckless speculation, dishonesty, tricky conduct, cheating, idleness, shirking hard work, frivolous reading, lack of manhood in the battle of life, failure to improve opportunities."

Among the causes of failure given by my correspondents many may be classified under the general fault of wavering, such as "wavering purpose," "non-stick-to-it-iveness," "failure to grasp and hold," "scattering too much," "trying to do too many things, rather than stick to the one thing one knows most about." A young man spends seven years in a grocery store, and when he has just learned the business he concludes to go into dry goods. By failing to choose that first he has thrown away seven years' experience. Probably, after learning the dry goods business, he will conclude to become a watchmaker, and at last becomes a "jack-at-all-trades," good at none. A prominent merchant says: "Nearly all failures in legitimate business come from not serving an apprenticeship to it," that is, from leaving a business one knows for another which he does not understand.

Another cause of failure is the disposition to escape hard work, and get rich in haste—"desiring the success another man has, without being willing to work as that man does, and begin, as he did, at the foot of the ladder." How many who were in haste to get rich, to reap without patient industry in sowing, have learned the truth of the old proverb: "The more haste, the worse speed!"

THE STORY OF A WATCH.

One day I was passing through the Green Park. Let me recall that eventful day. I have been working hard all day to catch up lost time, am now walking slowly through the park, when a sight meets my eye which makes me forget fatigue and change my stroll into a sharp walk. A crowd. I am soon in it. What is the matter? Indeed! Then I must stop. One does not see a Sultan every day. This is something like. An Oriental potentate, in all his magnificence, is about to enter the palace of the great Queen upon whose dominions the sun never sets. Hark! Music! Here they come! Hurrah! A rush, a squeeze, a man pushes rudely against me; I glance around at him; he is working his way quickly through the crowd, very quickly. A suspicion flashes upon me. One touch of my hand to my side makes it a certainty. My watch is gone! I plunge fiercely after that man. I think of my wife's tears, of my own vexation; I think, with a tender regret, of winding up time; I feel like a father as I think of the times I have corrected my treasure by the church. I picture Blogg's pretended sympathy and secret glee. I imagine him flaunting his gold Geneva in my face, and myself without my good old forty guinea English lever to put him down with; and all because of that black whiskered vagabond now making his escape. These thoughts—the thoughts of a moment—give me the strength and energy of a lion. I dash and push and squeeze through the people, who give me no aid, but curse me volubly as I stamp on their toes and dig my elbows into their ribs. I make a clutch at him. Missed by a hair's breadth. Oh, if that man between us had been thin! Another attempt; I touch his coat. Once more—I have him! Oh, the ecstacy of that moment, mingled with the fear of his having passed the watch to a confederate! Before I can gasp out a word he turns half round, slips it into my hand, and as I place it in my pocket he makes off once more, this time unpursued, for I have regained my treasure and am satisfied. I do not venture to take it out of my pocket, but walk home at once, keeping my hand on the watch all the way. No one shall come near me till I reach home. I feel very hot, but at the same time a hero. Have I not had an adventure, and have I not come through it triumphantly? No tears now from my wife, no sneers from Blogg. How shall I enjoy winding my watch to-night! Its value is enhanced, it has a story! I wish I could go home on horseback or by steam. I am bursting to tell my wife all about it. At last I am home. I am sitting down. I begin my tale. I tell of the crowd, of the thief, of my loss. My wife tries to interrupt me, I won't allow it, I describe the deed, the chase, the capture, the restitution! I pause for my wife's word of admiration and congratulation, which I am sure will now follow. She says quietly: "My dear, you know you left in a hurry this morning. If you look on the mantelpiece you will see your watch, which you left at home." She was right. I have now two watches!—*London Society.*

GEORGE GRAHAM AND HIS WATCHES.

Under the above title we find a very characteristic anecdote of George Graham, the celebrated inventor of the anchor movement, in a German contemporary; whether true or not, at least it speaks of a man held in reverence by all watchmakers.

As it is well known, Graham was a quaker. He one day sold a watch to a stranger, and guaranteed its correct rate. The purchaser said he was on the eve of embarking for East India and desired to know how long he could depend on the good rate of the watch.

"My friend," said Graham, "I have constructed and regulated the watch myself; thee can wear it, whenever thee

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

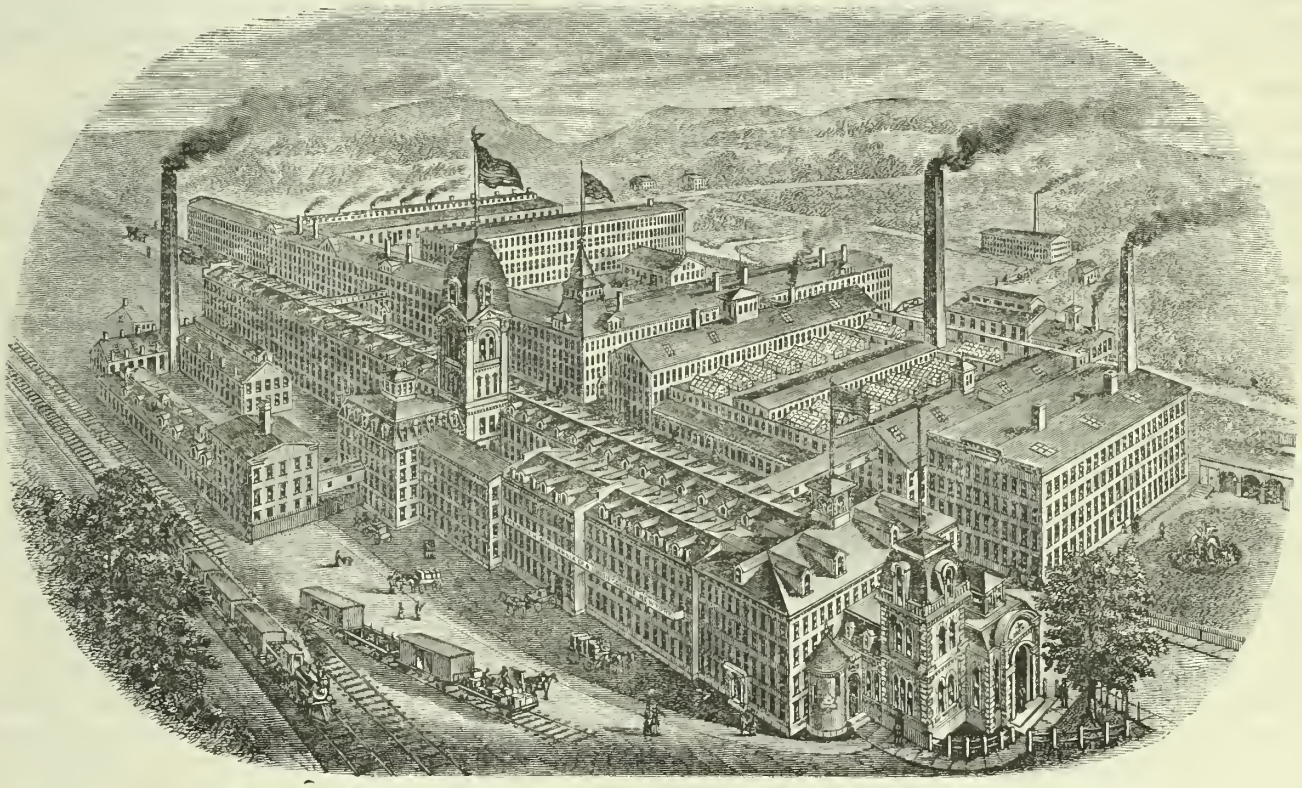


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

desires, and if thee comes after seven years and says that thy watch differed by five minutes, I will return thy money."

After the lapse of seven years, the purchaser really returned to the watchmaker, and said, with assumed sobriety, "Mr. Graham, I return you your watch."

"Ah, I remember," responded Graham; "let me see it; what objection has thee against it?"

"What objections have I against it? In the seven years that I have owned it, it deviated more than five minutes."

"Well I will return thy money—"

"How do you mean?"

"I will keep what I promised."

"Really?"

"I never speak otherwise."

"But I will not sell my watch," answered the owner, "and if you were to pay me ten times its value."

"And I," said Graham, "will not break my promise under any consideration. I promised to take back the watch for certain reasons. In consequence of this promise thee brings it back, and no power on earth can force me to break the contract."

And Graham kept his word, and the watch remained in his hands.

VANDERBILT'S VAULT.

"Mr. William H. Vanderbilt's treasure vault," says a New York correspondent, "in which he recently stowed away some $100,000,000 in securities, is one of the most redoubtable works of defense on the American continent, though you may not be entirely certain of that by surveying his mansion from the outside. Its foundations were blasted out of the rock; the front wall is five feet in thickness, and the side and rear walls are three feet, the materials used being pressed brick with brown stone trimmings. The beams, girders, and main pillars are iron, incased in fire-proof material. The doors, window-frames, and minor partitions are iron, marble and glass. No wood is to be found in the structure. The great vault, thirty-six by forty-two feet, of wrought-iron, steel, and Franklinite iron, is imposing in strength and proportions, and is situated on the ground floor. Its four outer doors weigh 8200 pounds each, and have every effective and known improvement in defensive devices. A massive wall of masonry surrounds the iron work. The vault, which is burglar, fire, and water-proof, constitutes a distinct building in itself."

PROPERTIES OF QUICKSILVER.

One of the most curious properties of quicksilver is its capability of dissolving or of forming amalgams with other metals. A sheet of gold foil, dropped into quicksilver, disappears almost as quickly as a snow-flake when it drops into water. It has the power of separating or of readily dissolving those refractory metals which are not acted upon by our most powerful acids. The gold and silver miners pour it into their machines holding the gold-bearing quartz; and, although no human eye can detect a trace of the precious substance, so fine are the particles, yet the liquid metal will hunt them out, and incorporates it into its mass. By subsequent distillation it yields it into the hands of the miners, in a state of virgin purity. Several years ago, while lecturing before a class of ladies on chemistry, we had occasion to purify some quicksilver by forcing it through chamois leather. The scrap remained on the table after the lecture, and an old lady, thinking it would be very nice to wrap her gold spectacles in, accordingly appropriated it to that purpose. The next morning she came to us in a great state of alarm, stating that the gold had mysteriously disappeared, and nothing was left in the parcel but the glasses. Sure enough, the metal remaining in the pores of the leather had amalgamated with the gold, and entirely destroyed the spectacles. It was a mystery which we never could explain to her satisfaction.—*Fireside Science.*

UNCERTAINTIES OF DIAMOND MINING.

We see by our Armsterdam exchange *De Diamant*, that there are blanks even, in diamond digging. In its *Coursblad in the Kaapsche Diamantmijners Maatschappigen* it gives a list of twelve companies at the Kimberley Mines, only four of which paid dividends last year, the highest 15, the lowest 3. 0. 4—but whether pounds, francs, marks or Japanese taels the paper does not state; presumably, pounds, being in the British possessions. De Beer's mine, with nine companies, has four dividend paying companies, the lowest with 0. 2. 0., the highest with 0. 10. 0.; Du Toit's Pan Mine, twelve companies, two of which with "divis," one 0. 3. 0., the other 0. 15. 0.; Bultfontein mine, six companies, two pay dividends, viz., 0. 4. 0., and 0. 10. 0., finally, the Jagersfontein mine, five companies all of which are blanks.

Considering the vagueness of not alone this, but also various other European statistical exhibits, we are compelled to state as a well known fact that although America may learn lessons in the industrial branches of Europe, still, when the question concerns business, an American primary school boy can lay the European statistician in the shade. There is always a vagueness, a lack of precision about European statistics that leaves room for the readers imagination. The very first act of the said school boy would have been to introduce somewhere in his tabular statement $ cts., or £ s. d., as the case may be. It is one of the rarities of literature to see a really well prepared tabular statement coming from the continent. —*Exchange.*

THE CITY OF LONDON.

London, says an exchange, is without a rival as regards size and population, not only in the present, but as far as is known in the past history of the world. London, or the Metropolis, as defined by the Metropolis Management Act of 1855, contains at present nearly 4,000,000 people, covering an area of 117 square miles, upon which are built 500,000 houses. Its population is equal to that of the whole State of Holland, is greater than that of Scotland, and double that of Denmark. At the same rate of increase, by the end of the century it would equal that of Ireland, as indeed outer London now does. Its population has quadrupled since 1801, when it numbered 950,000; and it is now increasing at the rate of 70,000 per annum, equivalent to the addition to London every year of a city as large as Geneva or of Plymouth. The ratable value of property in England has grown from £6,000,000 in 1841 to £28,000,000 at present, or nearly fivefold in 43 years. But the traffic through London has risen even more rapidly. The arterial lines of thoroughfare, wide enough half a century ago, are now altogether insufficient. Thus, although the Strand and Cheapside have been relieved by the formation of a new route between Charing Cross and the Bank, along the Victoria Embankment and Queen Victoria Street, and Holborn has been relieved by a new route from Oxford Street to Shoreditch, and new and widened streets continue to be made through the city and other

American Watch Company.

We desire to call the attention of the Trade to the fact that we have made A VERY MATERIAL REDUCTION in the prices of

OUR 18 SIZE FULL PLATE MOVEMENTS,

—— AND ALSO IN OUR ——

GOLD : AND : SILVER : CASES.

The reduction gives dealers handling our Movements and Cases a substantial advantage over all other competing goods. The improvements steadily being made in the quality of our productions render them more attractive and desirable than ever and insure a higher standard of perfection than hitherto attained, which the practical men in the Trade cannot fail to appreciate.

Our 18 Size Gold Cases, unequalled in Workmanship, Style and Finish, are being constantly embellished with new and taking designs that make them the most salable goods of the kind in the market.

In the manufacture of our new SILVER CASES the most improved methods are introduced, and their Style, Finish and Intrinsic Value have justly earned for them a wide-spread popularity, while the prices cannot fail to attract attention. A large and constantly changing variety of our productions can always be found in the stocks of the Jobbers in all sections of the country, so that dealers can have opportunities for selecting the newest goods made by the Waltham Company.

AMERICAN WATCH COMPANY,

WALTHAM, MASS.

ROBBINS & APPLETON,

GENERAL AGENTS,

New York. **Chicago.** **Boston.** **London, Eng.** **Sydney, Australia.**

crowded local ties, the all lines of thoroughfare still remain congested by the traffic. There now pass over the Metropolitan bridges daily 384,000 pedestrians and 75,000 vehicles, the annual increase being at the rate of 4½ per cent. and 13 per cent. respectively. The traffic on three Metropolitan railways has risen from 79,000,000 passengers in 1871 to 136,000,000 in 1881, or to 373,000 daily.

BUSINESS CHANGES FOR OCTOBER.

Woltz Bros., jewelers, Toronto, assigned; D. R. McRae, hardware, Deseronto, Ont., assigned; A. Findlater, jeweler, Lucknow, dead; Grant & Sinclair hardware, Paisley, Ont., dissolved, A. Sinclair continues.

BUSINESS NOTES.

Another Robbery.—Some time on the night of the 13th Oct. burglars paid a visit to the jewelry establishment of H. Butterworth, No 42 Adelaide Street west, and carried off a large number of heap rings, chains, cuff buttons, etc. The thieves were evidently frightened away, as they left behind them all the jewelry of any material value.

We have waited a couple o months for a reply from Mr. Knox, founder of the Canadian Jewelers' League, as to how much funds he has received from members, and what has become of them. If Mr. Knox received all the money those in his employment represented he had, those paying it have a right to expect some statement of what has been done with it. A statement from Mr. Knox is now in order.

A Daring Attempt was made on the night of the 14th Oct. to burglarize the jewelry store of M. H. Sanders, King Street West. The occupants of the house were aroused by the partition between the store in question and the adjoining store, which is vacant, being smashed in. Failing to obtain admission by this means, the burglars descended to the cellars beneath, and obtained admission to Mr. Sanders' store by a trap door in the floor of the room behind his shop. The proprietor raised an alarm and scared the intruders away before they had time to secure any booty.

The Manufacturing Jeweler.—We are in receipt of the initial number of this new American publication, which, as it says, in making its bow to the public, is launched for the purpose of representing the interests of the manufacturing jewelers of the United States. This new journal is neatly printed, ably edited, and we have no doubt but that it will amply fulfil the mission for which it was intended. Without doubt, the jewelry trade is subject to more abuses than any other that we know of, and we heartily endorse a great many of the very pointed hits that "The Manufacturing Jeweler" makes in its opening number. We wish the new venture long life and prosperity.

Business in Canada, generally, has been quieter than usual during the past month, probably owing to the low price of wheat, and the idea our farmers have that by holding off they will get more for it. The probability is that they will get less instead of more, and the sooner they turn their crop into cash and pay their bills with it the better for the country. The jewelry trade has been no exception to the prevailing stagnation, and lacks the snap it ought to have at this usually lively season. The probability is, however, that next month will see things more flourishing.

In answer to an enquirer, regarding the advisability of our Canadian jewelers subscribing for stock in the "Aurora Watch Co.," of Aurora, Ill., U. S., and we may say that we can't give very much information about it, but we think such a course would be unadvisable for two reasons: 1. The history of watch making shows that every watch factory that has ever started in the United States has resulted in a loss to the original promotors, and it therefore looks like a poor investment for capital. (2.) Regarding any special inducements it may hold out in the way of price or agency, it certainly can't do any better than the well-known companies now before the public, and as its goods are yet in the womb of futurity and practically an experiment, we think we are safe in saying that our jewelers had better keep their money in their own business. We don't think they will have any trouble in getting all the American movements their trade requires for some years to come.

Never before, that we are aware of, since Canada was Canada, have our borders been infested with such a gang of scoundrels as they are to-day. We don't refer to bank managers and people of that ilk, who have come to Canada for the good of their health, but to ruffians of the lower class, such as burglars, pick pockets and confidence men of all descriptions. The jewelry trade, having valuable stock that can be easily carried off and disposed of, should take more than ordinary care that every precaution is exercised to keep it for themselves, in preference to letting these midnight mechanics get possession of it. Prevention is better than cure any time.

The failure of Woltz Bros., jewelers, King Street, Toronto, although not unexpected in some quarters, has caused considerable surprise amongst the jewelry trade here. The amount of their liabilities ranges, we understand, close on to $100,000, and with the exception of Mr. Culver, of Simcoe, whose account is 50,000 is unsecured. The Woltz Bros. have always been regarded in the city as honest and thoroughly honorable men, and a good deal of sympathy is felt for them here by those who know them best. Their failure seems to have arisen principally from the carrying a heavy stock of goods too fine for this market, the legacy, probably, left them by the old firm of Woltz Bros. & Co., of which the brother in Winnipeg was the leading spirit. The prospects for the unsecured creditors is pretty blue, as if forced to a sale *en bloc* it is hardly probable that the stock would realize much more than the preferred claims. This failure is but another proof of the folly of people engaging in any business for which they have not received a thorough training.

One of our young Toronto jewelers while down East for a holiday a few weeks ago, took it into his head to go camping along with a few other choice spirits. All went well until they left, when it was found they had neglected to thoroughly extinguish the small camp fire they had used for the purpose of cooking their meals. The weather being dry, the fire spread and very soon the whole neighborhood had to turn out *en masse* to repel the threatened calamity. The conflagration was finally extinguished, but not before it had done considerable damage, and our hero and his friends were very soon afterwards brought before the local cadi to answer for their breach of Her Majesty's laws relating to bush fires. As usual, the fellow who lit the match turned Queen's evidence, and although our enterprising jeweler and his chum pleaded their own case in such a manner as to draw forth the enconiums of the bench, the demands of justice had to be satisfied, and the magistrate, almost with tears in eyes, fined them $60.00 and costs. That fire cost them about $100.00. and now Charlie says that he knows all about the law relating to bush fires that he cares to.

Moral.—When you light a fire in a Canadian forest, be sure it is thoroughly extinguished before you leave it.

Daring Burglaries in Toronto.—On the evening of the 14th October, at about a quarter-past nine o'clock, Mrs. Ashall was sitting behind the counter on one side of the jewelry store occupied by her son, Mr. Wm. Ashall, at No. 262 Yonge Street, a sneak thief made his way in, and stealthily creeping along the floor succeeded in getting behind the counter on the opposite side of the shop from which Mrs. Ashall was sitting, and abstracted therefrom a tray containing 29 valuable gold watches, with which, in the same stealthy manner, he managed to regain the street. Mrs. Ashall fancied that she heard a noise about the time he was getting out at the door but paid no attention to it, deeming it impossible that anyone could effect an entrance without her perceiving them. On the thief gaining the street, however, he was espied by a young man named Dumelle, who lives on Church Street, who at once called on the robber to drop the tray, and gave chase to him. The thief being hard pressed dropped the tray, which was at once picked up and returned to the store with its contents intact, by a young man who was in company with Mr. Dumelle. That gentleman, however, kept up the chase, and succeeded in collaring his man in the vicinity of Trinity-square, when the ruffian, infuriated by the prospect of capture, drew a knife and made a desperate attack on his captor, cutting him severely across the back of the hand, and compelling him to release his hold. The scamp then made good his escape, while Mr. Dumelle returned and had his wound dressed. Whoever the thief was he was evidently well posted, as he chose a time for his raid when Mr. Ashall would be out, and no on but an aged lady in charge of the store. The detectives have the matter in hand, and it is expected, as usual, that the would-be thief will soon be arrested.



ASK YOUR JOBBER

—FOR—

QUIGLEY'S

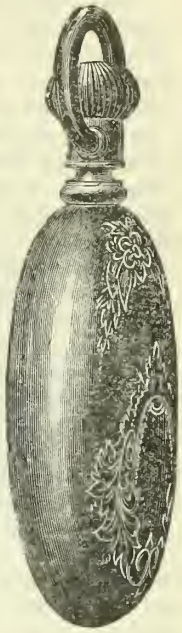
NEW PATENT

INVISIBLE JOINT CASE,

THE FIRST

DUST PROOF HUNTING WATCH CASE

EVER MADE.



This Case is made in Key or Stem Wind, Hunting or Open Face.

WEIGHS IN SILVER 3 oz., 4 oz. and 5 oz. IN GOLD, ANY WEIGHS OR KARAT.

INTELLIGENT AND CLOSE BUYERS

Would do well to bear in mind the fact that Watch Cases (Gold and Silver) Manufactured by me and Stamped

"QUIGLEY,"

are now sold to the trade at the same price as American Cases,

LESS THE DUTY.

ALL GOLD AND SILVER

used in the

QUIGLEY CASES

is received from and guaranteed by the

U. S. Assay Office.





THE wholesale jewelry trade of Canada will, if things go on as they are doing at present, be compelled very shortly to tackle the safe question, in so far as it effects their own customers, and consequently themselves. Lots of jewelers, who are worth two hundred cents on the dollar to-day, would, if cleaned out by burglars be unable to pay anything like that amount, and the question of the security of their stock is one that affects the wholesale dealers who supply them even more vitally than themselves, because if any loss occurs from such a cause, it is the wholesalers who must ultimately shoulder it. Such is the dilemma in which the creditors of both Mr. W. J. Wagoner, of Cornwall, and Mr. A. M. Gilpin of Uxbridge, find themselves to-day, owing to this very cause. Both of these gentlemen are well known to the trade as honest, industrious and thoroughly honorable men, who have always made it a point to buy no more goods than they were able to pay for, and who have always paid one hundred cents on the dollar. In both cases their credit stood high; and they could not only buy all the goods they wanted, but found it difficult to keep people from pushing goods upon them. Both have been amongst the victims of the gang of midnight mechanics that has infested the country all summer, and are consequently—through no fault of their own—compelled to ask the forbearance of their creditors. This, we have no doubt, will be accorded them ungrudgingly, and they will we trust very soon be again in a fair way to retrieve the ground they have lost. We are sure both of these gentlemen, and also all others similarly situated, will have the sympathy of the entire trade, as no stain can rest on their reputation on account of their misfortune. We trust it may be a warning, however, to all the other jewelers in Canada either to make sure that their safes are burglar proof, or that they are so guarded as to make their burglary almost an impossibility. We have no doubt that if the rest of the trade were to profit by the experience of these gentlemen there would be fewer losses from burglary in the future than there has been in the past.

STILL THEY COME.—It has long been thought that a regularly organized gang of burglars infested central Ontario, but recent developments make the fact almost a certainty. During the past summer they have successfully operated in Aurora, Newmarket, Orillia, Uxbridge and Peterboro, and now Lindsay has had a visit from them. On Sunday morning, Oct 19th, about two o'clock, a daring and successful burglary was committed in Lindsay, the jewelry store owned by Mr. G. W. Beall being entered and the contents of one large safe carried off. The burglars were evidently well posted, and probably had a confederate on the ground for some time previous to laying out the work. The door of Mr. F. D. Moore's law office, immediately over the store, was forced in, and with tools which had been stolen from the carriage works of L. O Connor, a section of the floor was bored across and the boards taken up. The ceiling below was also cut through. By means of a rope the robbers lowered themselves to the floor below and attacked one of the large safes in which Mr. Beall kept his stock over night. The safe was a key-lock safe. A ⅜ inch hole was drilled near the lock, and the bolt shot back. The entire contents of the safe were taken, consisting of a large number of gold and silver watches, chains, and general jewelry. The value will probably reach $.3000, The drawers in which the goods were placed in the safe were, piled up in a neat heap, and the whole job gives evidence that skilful hands had executed the work. The robbery was discovered by Mr. Beall, who called at his store on his way to church to see if things were all right as was his usual custom. Previous to the burglary being discovered it was found that a horse and rig owned by Dr. Kempt had been stolen from his stable and driven off. During the afternoon the horse was found grazing in a field about eight miles south of Lindsay, on a road leading to the O. & Q. station at Pontypool. The rig was also found concealed in a clump of tamaracs on the farm of W. McGill. The robbers were evidently concealed in the woods all day, as on Monday morning word was brought to town that during the night a horse and buggy had been stolen from W. Ingram's stable, who lives close by, and driven off to the west or north. Constables were sent out in pursuit. The utmost excitement prevailed in Lindsay during Sunday night, and a strict watch was placed on the banks, jewelry stores, newspaper offices, and other places where large sums of money and other valuables were kept. No clue has so far been had to the perpetrators.

WORKSHOP NOTES.

VIOLIN VARNISH.—The famous Italian violin-makers used, it is said, the following sort of varnish on their instruments:—Rectified alcohol, half a gallon; six ounces of gum sandarac, three ounces of gum mastic, and half a pint of turpentine varnish. The above ingredients are put into a tin can by the stove and frequently shaken until the whole is well dissolved. It is finally strained and kept for use. If, upon application, it is seen to be too thick, thin it with an addition of turpentine varnish.

ESSENCES FOR CLEANING WATCHES.—Essences for cleaning watches are rapidly coming into custom. They are to be obtained at many of the material dealers and at all drug stores. The object is immersed and left in them for a few minutes, to permit all adhering matter to dissolve; not too long, however, since several qualities are apt to leave stains. The piece is to be dried on removal, and finish by passing a fine brush over that which has been charged with chalk and subsequently rubbed on a hard crust of bone. This will produce a brilliant surface on either gilding or brass. The following composition, the ingredients of which may be obtained in a drug store, has been highly recommended: 90 weight parts of petroleum and 25 parts of sulphuric ether. The object is immersed for several minutes, in fact may remain for a longer period without danger, and on the removal from the bath they are found to be clean and bright. It must not be forgotten that many of these essences are liable to ignite with the mere proximity of a lighted lamp.

REPAIRING CYLINDER WATCHES.—It frequently happens that the cylinder edges are worn off, and it does not pay to put in a new cylinder; the watch may, nevertheless, be put into keeping a good rate by altering the escapement. Look at the cylinder and see if there is room either above or below the old wears to shift the action of the wheel. If the wheel holes are of brass, make one a little deeper, and put a shallower one on the other side—this may perhaps be sufficient. This must be done according as you want your wheel up or down. If the holes are stone, shift your wheel on the pinion by a new collet, or turning away more of the old one, as the case may require. If you raise your wheel, see that it works free of plate and top of cylinder, and that the web of wheel clears the top of passage. This last fault may be altered by polishing the passage a little wider, if the rub is slight If shifted downward, see to freedom at the bottom of the cylinder, etc.

COLORING FOR SOLDER.—The following is a method for coloring soft solder so that when it is used for uniting brass the colors may be about the same:—First prepare a saturated solunion of copper—blue-stone— in water, and apply some of this on the end of a stick to the solder. On touching it then with an iron or steel wire it becomes coppered, and by repeating the experiment the deposit of copper may be made thicker and darker. To give the solder a yellow color, mix one part of a saturated solution of sulphate of zinc with two of sulphate of copper, apply this to a coppered spot, and rub it with a zinc rod. The color can be still further improved by applying gilt powder and polishing. On gold jewelery, or colored gold, the solder is first coppered as above, then a thin coat of gum or isinglass solution is laid on and bronze powder dusted over it making a surface which can be polished smooth and brilliant after the gum is dry.

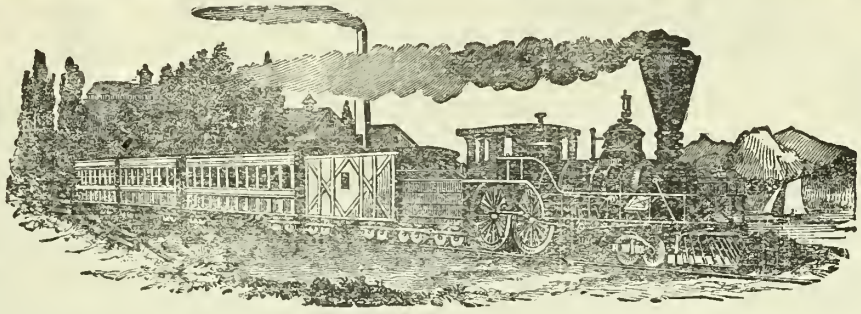
OTHER NOTES.

ACCORDING to the Chinese, cask-making has been known to them for many thousand years. They labored, however, under this drawback. They did not know how to give the final touch by which the lid is fastened in; the only method that struck them as feasible being to place a boy inside whilst the cooper tightened the hoop, and secured the lid in position. But how was the boy to get out? This remained an unsolved problem for three thousand years.

THE astronomers at the Greenwich observatory have been making calculations as to the pace of the star Arcturus in his progress towards the earth. They find, as the result of twenty-one observations, that this beautiful, scintillating star is coming for us at the rate of fifty miles and seventy-eight one-hundredths per second. This amounts to about 3,000 miles a minute, 180,000 miles an hour, or 4,320,000 miles a day. If Arcturus makes a straight shot we will be probably knocked into smithereens, but not for 93,000 years yet.

BEAR'S GREASE.—The *Scientific American* says that most of the article sold as bear's

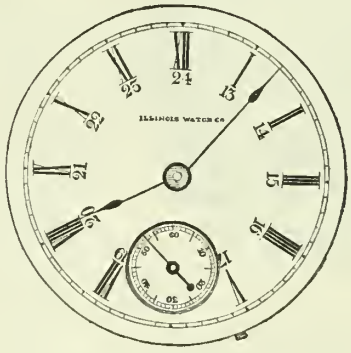
ON TIME!



The ILLINOIS SPRINGFIELD

"RAILROADER."





Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new

EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT

Warranted by the

ILLINOIS WATCH COMPANY.

FOR SALE BY ALL JOBBERS.

grease is made in this way :—Take of washed hog's lard 1¼ pounds avoirdupois, melt it by the heat of a water bath, add of balsam of Peru 2 drachms, flowers of benzoin and bright palm oil 1 drachm of each, stir vigorously to promote solution for a few minutes, then remove the pan from the bath, and after repose for a short time pour off the clear portion from the sediment, and stir the liquid mass until it begins to cool.

FIRE FROM THE SUN.—A curious instance of the kindling of a fire by means of the concentration of the sun's rays by a globular water bottle through which they passed is related by a correspondent of *La Nature*. The day was cold, but the sun shone brightly; the bottle, an "onion-shaped" flask, filled with water so as to form a perfect lens, sat upon the table. The starting of the fire, which would have caused great damage if the relater of the incident had not been present to extinguish it, was revealed by the smoke. A deliberate experiment was made on the next day, with complete success, in kindling a fire by this means.

A LITTLE over a month ago a diamond was dug up at the Kimberley mines, South Africa, measuring 1⅞ inches in length, and 1¼ inches in diameter, weighing no less than 302 carats. This is by far the largest gem yet discovered in South Africa, or, in fact, elsewhere, if we except the "Pitt" and "Muttam" (of a flask shape) in their uncut state, and some diamonds of apocryphal history. It is a perfect octahedron in shape, and of the usual "Cape" or "off" color. Some years ago its value would have been simply enormous. At the present, however, it is reported that £3,000 has been refused for it in its uncut state.

COPPER AND HEALTH.—Both M.A. M.Houles and De Pietra-Santa confirm the belief of the salubrious action of copper on the health of persons engaged in the manufacture of articles into which that mineral enters largely or wholly. They base their conclusions largely on the history of the village Tarn, Durfort, which has statistics extending over at least a century, and they conduce to show that the whole of the individuals engaged in the copper industry, whether as smiths, forgers, braziers, etc., are, on the whole, as long lived, if not more so, than the individuals in the same district who may happen to be engaged in purely agricultural industries.

CHARLES Dickens once wrote to Sir John Bennett, the clockmaker, a letter which has just been published for the first time in the *London Daily News*. It ran thus: "My dear sir—Since my hall clock was sent to your establishment to be cleaned it has gone (as, indeed it always has) perfectly well, but has struck the hours with great reluctance; and, after enduring internal agonies of a most distressing nature, it has now ceased striking altogether. Though a happy release for the clock, this is not convenient to the household. If you can send down any confidential person with whom the clock can confer, I think it may have something on its works that it would be glad to make clean breast of.

Faithfully yours, Charles Dickens." Sir John Bennett replied, giving good hope of the clock's perfect restoration.

DR. Reinsch has found as the result of a long series of minute investigations, that the surfaces of silver coins which have been long in circulation are the home and feeding-ground of a minute kind of bacteria and vegetable fungus. An extended series of observations showed that this is the case with the small coins of all nations the thin incrustation of organic matter deposited upon their surfaces in the course of long circulation rendering them very suitable for this parasitical settlement. Dr. Reinsch scraped off some of these incrustations and with a small scalpel divided them into fragments which were subsequently dissolved in distilled water. The employment of lenses of very high power showed the bacteria and fungi distinctly. The revelation that bacteria have a chosen domicile in the most widely circulating medium which probably exists in the world presents us with a new factor in the spread of infectious diseases.

THE boomerang is a piece of thin wood about an inch and a half wide, an eighth of an inch thick, and perhaps twenty inches long; its shape varies, sometimes being like the segment of a circle, at others like a man's arm bent at the elbow; but the way of doing both these forms is exactly the same. The weapon is grasped at one end in the right hand, with the concave side uppermost and the black man takes a run, such as the ordinary Englishman does when he is throwing a cricket ball. On a sudden he stops, and away flies the boomerang, not straight as one might suppose, but revolving on its own axis so quickly that in the air it looks like a circular piece of board; this motion gives it the wonderful power of flight which must really be seen to be believed. At first the course is in a direct line from the thrower, and at such a height as he may require, but as it draws towards the limit of its distance it swerves slightly to the right and making a semi-circle coming back on an exactly opposite course to that which it took on the outward journey, falling within a few feet of the thrower. During the flight the revolving of the boomerang causes a peculiar purring sound, not unlike the hum of a top.

T WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.

———FOR THE TRADE.———

N.B.—A variety of Stones and Imitations of all kinds in Stock.

SPECIAL.

For the next three months we will give our customers special net prices on our stock of

SWISS SILVER WATCHES.

These goods are all of first-class quality, and, at the reduced prices we now quote, are lower than watches of similar quality ever before offered to the trade in Canada.

We are also offering big bargains in Black Goods, and our cut prices on

HORN, RUBBER AND JET JEWELRY

will be found lower than any house in the trade.

McNAUGHT & LOWE,

JEWELERS ATTENTION.

—TWO—

Walnut Wall Cases

FOR SALE AT A BARGAIN.

MADE EXPRESSLY FOR THE JEWELRY TRADE.

Apply to

F. CHINNOCK,

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C. WRIGHT,

WHOLESALE DEALER IN

Watch Materials.

FINE AND COMPLICATED WATCH-REPAIRING A SPECIALTY.

71 Yonge Street, Cor. King,

TORONTO.

THE BATES & BACON WATCH CASES,

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ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



24

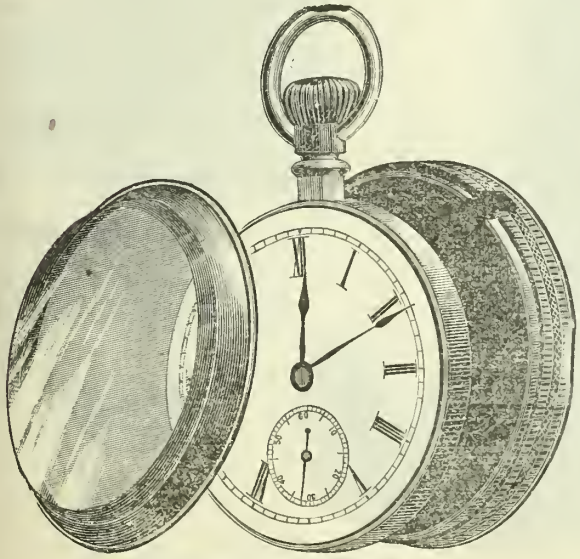
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



85

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Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22

Back View of
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—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

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Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

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in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden (Wm. Rogers, Sr., died 1873.)

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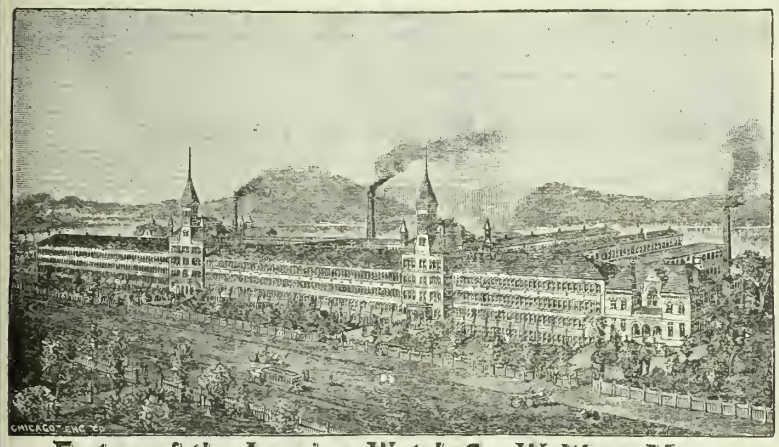
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JUST RECEIVED A LARGE LINE OF

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All Kind of Jewelers' Fancy Findings.

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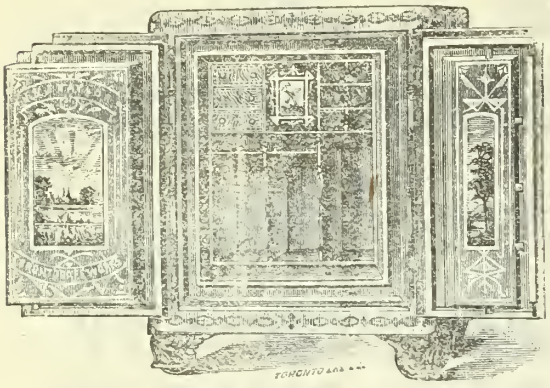
Cases and Trays in Endless Variety.

New Lines every day for the Xmas Trade.

The Finest Cabinets ever Shown on the Counter.

ORDER AT ONCE TO SAVE DELAY.

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J. & J. TAYLOR,
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Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

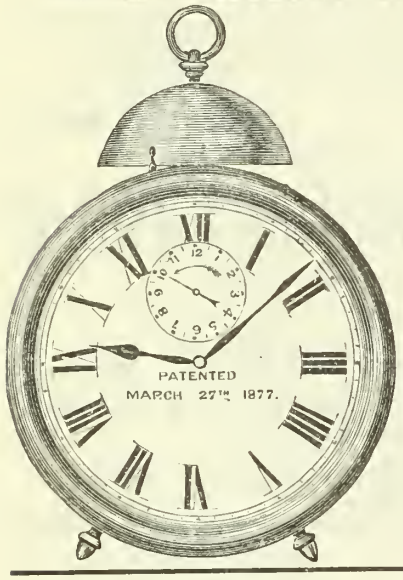
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ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

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The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.



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The Best Make of American Clocks and the Largest Variety The finest stock of French MARBLE CLOCKS ever brought to this country.

Will furnish prices on application to the Trade Only.

You will find my prices lower than any other house in Canada. When you are in the City give me a call.

Do not forget the address,

31 WELLINGTON and 40 FRONT STS. EAST, TORONTO.

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N. B.—I keep on hand a Large Stock of Jewelry, Watches of all grades, Silver and Gold Watch Cases at Bottom Prices.

Montreal Optical & Jewellery Company,

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THE ONLY CANADIAN HOUSE MANUFACTURING

SPECTACLES, EYE-GLASSES AND CASES.

The M. O. & J. Co. keep on hand the Largest and Best Assortment of Specs and Eye-Glasses, in gold, silver nickel, gold plate, steel and rubber, in the Dominion.

OCULISTS' PRESCRIPTIONS AND REPAIRS PROMPTLY ATTENDED TO.

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THE TRADER

TORONTO, ONT., DEC., 1884.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

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SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE JEWELERS' SECURITY ALLIANCE OF CANADA.

Since our last issue the idea of forming a Jewelers' Security Alliance for Canada has assumed a tangible shape, and may now be said to be an accomplished fact. On Saturday, the 8th Nov., four Toronto merchants interested in the scheme met and discussed the subject for about three hours and decided that if in a week from that time, a canvass of the Jewelry Trade in Toronto developed the fact that such an Alliance was feasible in Canada, that they would at once proceed to organize and get it fairly in running order.

Two days' canvass secured fifty names of jewelers who agreed in case such an Alliance was organized to pay fifteen dollars the first year and five dollars per annum for every subsequent year. With such encouragement, a general meeting of those who had agreed to become members was called for Saturday, the 15th November, at which time the Jewelers' Security Alliance of Canada was organized, and the following gentlemen elected as its officers for the first year: *President*, John Segsworth, of John Segsworth & Co., Toronto. *Vice-Presidents*, R. Y. Ellis, of P. W. Ellis & Co., Toronto, E. Scheuer, of Levy Bros. & Scheuer, Hamilton, and John H. Jones of John H. Jones & Co., Montreal. *Secretary-Treasurer*, W. K. McNaught, of McNaught & Lowe, Toronto. *Executive Committee*, T. H. Lee, of Lee & Chillas, H. H. Fudger, of Smith & Fudger, J. Zimmerman, of J. Zimmerman & Co., Chas. Allen, of C. & J. Allen, C. H. Robinson, of Robinson Bros., Jas. Ryrie, of J. & H. Ryrie, and M. W. Trowern, of Welch & Trowern, all of Toronto. A Constitution and By-laws were adopted, and committees were struck to look after the printing, and to arrange with some first-class detective agency in the United States to do the work of the Alliance. The Secretary was authorized to send to every Jeweler in Canada a copy of the Constitution and By-laws of the Alliance, a blank form of application for membership, and a circular setting forth fully the objects of the organization and its claims upon the trade. The membership fees for the retail trade were reduced from $15.00 the first year, as originally intended, to $10.00 the first year, in order that no Jeweler in Canada could object to join on the score of expense. At such a price no jeweler can afford to stay outside the Alliance.

Since this meeting the officers of the Alliance have been working hard to get arrangements perfected, so that in case any of its members have their safes burglarized the detective help promised can be immediately rendered them. This Alliance is a long needed thing; it is a good thing; it is a thing every Jeweler in Canada should belong to, and we wish it every success in its mission, and trust that it will prove of more benefit to the members than even its promoters imagined.

A GOOD THING.

One of the greatest dangers to which the jewelry trade is exposed is the risk of loss by robbery and burglary. Dishonesty amongst employees may be avoided by employing only thoroughly reliable men—loss by fire may be met by having prudence and foresight enough to keep one's goods adequately insured; but against loss by burglary there is really no security and apparently but very little redress. As we have said more than once to our readers in the jewelry business, "The price of security is eternal vigilance," and on the ground that prevention is better than cure, they should exercise every precaution to keep their stock secure from the depredations of such rascals. We have pointed out at various times some of the inexpensive methods by which the trade can render themselves, if not absolutely safe, at least a very great deal more secure from burglary than they would otherwise be. In spite of all human precautions, however, it is a fact that burglaries will, and do occur, and then the next best thing is to make a vigorous effort to detect the perpetrators and recover the stolen property. Nothing that we know of is more disheartening to a person than to find the savings of a life time, it may be, swept away in a night, beyond the power of redress or recovery. Is it any wonder, in such a case, that the person robbed is so prostrated by his loss that he is almost incapable of grappling with the matter as energetically and promptly as it should be dealt with to be of any use? In order to overcome this difficulty and render effective aid in just such a pinch, our American cousins, in the jewelry trade, about a year and a half ago, organized a "Jewelers' Security Alliance," which, as far as we can learn, has proved itself exceedingly effective in accomplishing the purposes for which it was intended. The objects of this society, as we understand them, are very concisely set forth in the second article of its constitution:

"The object of this Alliance shall be to render to its members, whose safes may be robbed, efficient detective service and *determined* prosecution of thieves, aiming at the restoration of the property."

The idea that the founders of this league had, was that it would be beneficial to its members in two ways, first, as the constitution provides that "no member shall be entitled to the benefits of the Alliance except his certificate of membership is conspicuously displayed at his place of business." Such a display would act as a deterrant, and amount practically to a notice to burglars that the property was under the protection of a league who would pursue them to the bitter end, and convict them and recover the goods if such a thing were at all possible. Second, all burglars must know that such a league is wealthy enough to push such a matter through without regard to the expense, a thing that few if any private individual could afford to do, and for this reason the burglary of a league member's safe must of necessity be a very hazardous operation

The experience of the promoters seems

to have been very satisfactory on the whole, and we think that not only they, but the jewelry trade of the United States have good cause for rejoicing in the fact that since the organization of the league, burglary has become almost unknown amongst its members. The first annual report of the Alliance, issued last June, is very interesting, and we give it in full to our readers.

"During the months of March and April, 1883, the necessity of combined effort to prevent the frequent robberies of jewelers' safes became apparent to a number of the manufacturers and jobbers of New York, and after a number of preliminary meetings for discussion, and the appointment of Commitees to prepare Constitution, By-Laws, etc., THE JEWELERS' SECURITY ALLIANCE was organized at a meeting of the trade, April 25th, 1883.

At their first annual meeting, May 6th, 1884, the Executive Committee report having held 29 meetings for admission of members and the transaction of a large amount of routine work, inseparable from the complete organization and perfecting of such an institution.

While our growth was slow during the first three-quarters of the year, owing in part to the difficulty of making known to the trade the benefits of the Alliance in case of burglary, and also the fact that by many it was considered an experiment requiring time to determine its feasibility; the following exhibit of members for each quarter of the year we think most convincing proof of its ultimate success.

Members received quarter ending			Aug. 1st,	52
"	"	"	Nov. 1st,	71
"	"	"	Feb. 1st,	74
"	"	"	May 6th,	182

From the experience of the past year it has been satisfactorily demonstrated that the principles and mode of operation adopted by the Alliance are correct and entirely practical.

The conviction of the burglars concerned in the "Ellenville" robbery, and their sentence to States Prison for a term of five years, has been of immense benefit, not only to the Alliance, but to the trade at large; and, thus far, thieves have been very careful to avoid all safes protected by an Alliance Certificate.

The cost of membership is $15.00 for the first year, and $5.00 per annum thereafter.

The Executive Committee are authorized to levy assessments, but in view of the large and rapid increase of members, it is not probable that any assessment will ever be called for.

The Alliance is a strictly mutual organization. Its officers neither receive nor desire any compensation for their services.

All persons engaged in the jewelry or kindred trades are eligible to membership, and all such are urgently requested to join the Alliance. The readiness with which watches and jewelry can be converted into cash, make the safes of retail jewelers especially tempting to burglars, of whom so many have escaped punishment, that their numbers are rapidly increasing It is the purpose of the Alliance to put a check upon their depredations, by employing skillful detectives to ferret out and bring to punishment the perpetrators of every robbery committed upon its members.

The cost of such detective work and criminal prosecution will be borne, so far as is expedient by the Alliance, whereby the burden and expense will be transferred from the individual robbed to his many associates. It is intended by this means to so intimidate burglars that they will pass members of the Alliance by unmolested.

This cannot be done, however, without our united effort, and it is therefore earnestly urged upon the trade to send in their application to the Secretary as early as possible.

The Alliance will assume the cost of investigating any robbery of safes that may occur in places of business covered by certificates, and of prosecuting the thieves, as provided for in the Constitution and By Laws of the Alliance.

With a membership of nearly 400 for our first year, and not one of whom has been molested, we unhesitatingly recommend the Alliance to the trade, and solicit for it the support that it merits."

From this it will be seen that the "American Jewelers' Protective Alliance" has proved itself "a good thing," and knowing this, some of our prominent Canadian Jewelers have for some time past been trying to get that Alliance to extend its workings to Canada. After mature consideration, the American Alliance finally decided that it would be unadvisable to do this, but expressed their sympathy for their Canadian brethren, and their willingness to help them in any way that lay in their power. The jewelers of Canada were thus placed in such a position that they must organize a similar association of their own, or do as they have done heretofore, allow the burglar craft to work at will on them. After some consultation amongst several Toronto Jewelers, it was finally decided to call a preliminary meeting, and if things looked promising to form such an Alliance for Canada. At this preliminary meeting but four persons were present, but, feeling the importance of the undertaking, they decided on going ahead and making a canvass of Toronto, and if they met with reasonable success that they would put the thing through. The result of the canvass was, that in Toronto alone in two days nearly fifty names were secured as members, and the success of the scheme assured. A second meeting was called for the purpose of organizing the Alliance, the particulars of which will be found in another column, by which it will be seen that the JEWELERS' SECURITY ALLIANCE of Canada is now an accomplished fact.

So much for the history of the present undertaking. The Alliance having been organized, it now remains for the trade throughout the country to give it their hearty and loyal support. It is a good thing in itself, and it aims entirely to benefit its members in a direction in which they can hardly, as individuals, help themselves. What it wants now is members. Every jeweler who joins it, makes it a more powerful and dangerous opponent of burglars, and consequently a greater benefit to its members. The only jewelers in Canada who can afford to stay out of it, are those who have safes that are absolutely burglar-proof, (an impossible thing to get) or those who are so wealthy that they can afford to lose all the goods that the enterprising burglar is smart enough to secure. Outside of these, all others ought to join.

We trust that the trade will give a hearty response to the circular that the Alliance is issuing, and that before its first year closes, it can boast of, at least three hundred members.

CHEAP WATCHES.

The present is a phenomenal time in the history of American watch movements, because the supply of cheap movements is equal to the demand, although the demand, on account of last year's poor crop is greater than usual. The readers of THE TRADER will remember that more than a year ago we predicted this very state of things, simply because the price of watch movements, like everything else in the commercial world, is governed by the inexorable law of supply and demand. For the past few years trade has been good in the United States, and, as a result of this general prosperity, the demand for American watches exceeded the capacity of the manufacturers. The trade had to have watches, and this was the golden opportunity that the manufacturers were not slow to take advantage of. Being masters of the situation, they dictated terms to the trade which the latter were forced to accept, amongst the principal of which was, that they would only sell a limited number of cheap movements in proportion to the number of high priced ones used. Time, however has its revenge, and as soon as a bad year came, as last year undoubtedly was, the situation was changed, and business being generally dull, the trade could hardly consume more than half of the movements used by them in good times. The effect of this was to compel



Meriden Britannia Co.

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ELECTRO, SILVER AND GOLD PLATE.

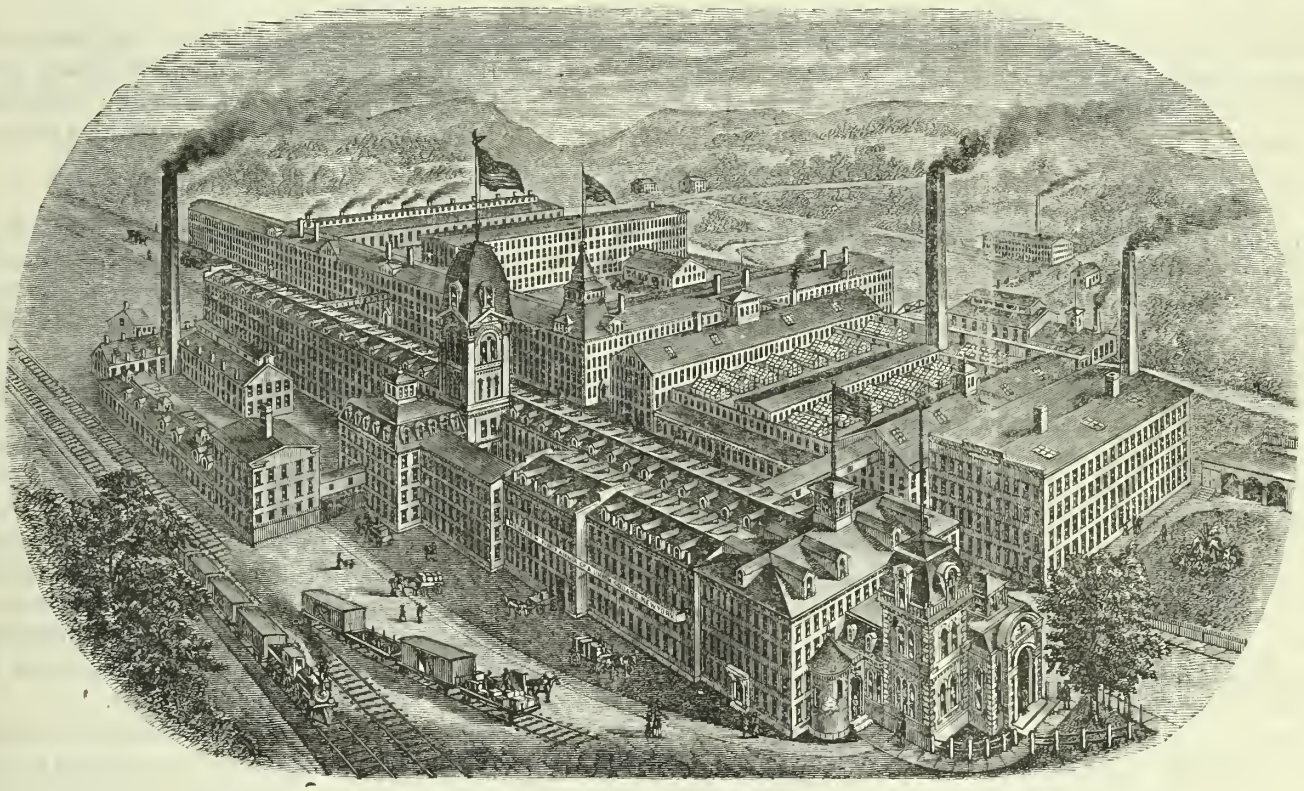


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE



MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

the watch manufacturers to make concessions in order to induce and stimulate trade, that they would have scouted in more prosperous times. They were willing to supply all the cheap movements that their customers wanted ; prices were reduced by very decided cuts, and every facility offered in order to induce trade. As we predicted last year, these things are simply the outcome of the natural commercial law of supply and demand. At the present time the supply exceeds the demand and the trade can get all the concessions they need. When the pendulum makes its next swing, as it is sure to do, and the demand begins to exceed the supply, then the conditions will be reversed and get pretty much into the shape they were a couple of years ago.

Now, however, that cheap movements are plentiful and prices are down to hard pan with the manufacturers, there are not wanting many in this country who seem to think that because these things are so to-day they will always remain the same. This is a mistake that it is well to guard against, for we venture the prediction that inside of three years cheap movements, if not higher in price, will be as scarce as ever they were. The lesson to be learned from this fact is that although now these goods are to be had in plenty, the retail trade should not spoil their own trade by selling cheap movements where they can sell high-priced ones. If the public catch on to the idea that many retail jewelers seem to be trying to impress them with, that a cheap watch is just as good as a high-priced one and answer their purpose equally as well, they will find, when good times come and cheap movements are scarcely to be had, that they have been teaching their customers a very bad lesson, and one which will make it very much harder for them to do a good paying trade. We think a jeweler should always sell a good movement whenever he can force the sale of one. Instead of trotting out a plain jeweled movement at first, as many of them do, they should start out on their finest goods and come down only to common goods when they find that their customer's purse won't allow such an expensive luxury. A fine movement is just as easily and quickly sold as a common one, while the profits are better and the benefit to the seller's trade incalculably greater. We notice that most of the trade journals in the United States take a very similar position on this question to the one we have ourselves taken, and they are almost unanimous that the prices of both movements and cases are as low at present as they are likely to be for some years. We give below an extract from our esteemed Chicago contemporary, *The Watchmaker and Metalworker*, and commend it to the perusal of our reflecting readers :—

" Jewelers, whose memory serves them well, will remember the position of affairs just eight years ago—1876 ; they will recall the fact that the same programme now being pursued was then carried out by the two great watch companies in cutting prices and giving rebates to their customers. The Elgin Company cut the prices so very low that none dare compete, rebating to the jobber only. The Waltham made a corresponding cut, but did not go quite so low as the Elgin, and rebated to the retailer then as they are now doing ; so that all this might have been expected when the first move was made, and probably was expected by some of the more astute and far-seeing. the case business at that time had not assumed the proportions of the prominent factor which it now is, and in fact the American watch business looked very small in comparison to its present enormous output. Now, what may we expect for the future ? Simply that as the larger companies have settled down to a fair basis of values these values will be sustained, though they will not be advanced, and speculation will become rife again for some time. Still, the demand for good movements will surely exceed the supply after one or two years. Then will follow more improvements in machinery, greater simplicity in construction, and in four or five years another cut, rebates, etc. These are only reasonable surmises. As to immediate change in prices we are informed that it is hardly possible. Certainly it will not be profitable to indulge in any further cutting of importance. The case business has also arrived at a stage where prices cannot be materially lowered without a corresponding depreciation in quality, and therefore the jeweler is perfectly safe in putting in his regular stock, enough to keep his line of goods in first-class condition."

Dr. Blackwood, in a paper on minor dyspepsia, read before the Philadelphia Medical Society, states that a good deal of the malaria so fashionable with the fraternity and the laity is only one of the forms of indigestion.

Selected Matter.

STAGE DIAMONDS.

" Let me see," said he, smilingly, " Rhea is going to have a dress of Spanish lace next season, covered with the diamonds that she received from the Emperor of Russia, isn't she ? She's going to wear it in her great *role*, eh ?"

" Such is the meagre but inflaming announcement that I have seen in the newspapers."

" Well said he, " you ask Mr. Jimmy Morrissey to let you see the box that Mlle Rhea's diamonds travel in when the campaign opens.

" Why the box ? I dont want to see the box."

" Oh, yes you do. You want to look at it well and notice if it is made of mahogany, polished, with two heavy brass bands running around it with a crest engraved on them.

" And if I do notice all this ? "

"Why then you'll know that its the regular old box and stock of diamonds that have been doing service for six or eight years. Let me see. The jewels started with Modjeska.

"See here," said he, seeing that I looked incredulous, " you don't mean to tell me that you are not up to the diamond dodge ? Sit down there and I'll tell you something about it.

" In the first place, there are only two women familiar to American audiences who have got real diamonds enough to make an exhibition. One of them Mme Patti, the other is Mme. Janauschek, and they never do exhibit them.

" By the way speaking of Janauschek, I see that the announcements of Ristori's coming are supplemented in one or two of the dramatic paragraphs with the additional intelligence that she is the greatest histrionic artist America has ever seen. That sounds very much as if America had never seen Rachel and hadn't got Janauschek yet. I wish you'd do me the favor to say that in my opinion Ristori never was and never will be as great an artist as Janauschek. She hasn't got the versatility, the emotion, the intensity or the power of Janauschek. Why, they played simultaneously here in 1866, and in the same *roles*, and if you go back to the criticisms of the *World* you will find that Janauschek walked away with the honors. Certainly nobody supposes that Ristori could play *Hortense* or *Brunhilde*, and

American Watch Company.

We desire to call the attention of the Trade to the fact that we have made A VERY MATERIAL REDUCTION in the prices of

OUR 18 SIZE FULL PLATE MOVEMENTS,

—— AND ALSO IN OUR ——

GOLD : AND : SILVER : CASES.

The reduction gives dealers handling our Movements and Cases a substantial advantage over all other competing goods. The improvements steadily being made in the quality of our productions render them more attractive and desirable than ever and insure a higher standard of perfection than hitherto attained, which the practical men in the Trade cannot fail to appreciate.

Our 18 Size Gold Cases, unequalled in Workmanship, Style and Finish, are being constantly embellished with new and taking designs that make them the most salable goods of the kind in the market.

In the manufacture of our new SILVER CASES the most improved methods are introduced, and their Style, Finish and Intrinsic Value have justly earned for them a wide-spread popularity, while the prices cannot fail to attract attention. A large and constantly changing variety of our productions can always be found in the stocks of the Jobbers in all sections of the country, so that dealers can have opportunities for selecting the newest goods made by the Waltham Company.

AMERICAN WATCH COMPANY,

WALTHAM, MASS.

ROBBINS & APPLETON,

GENERAL AGENTS

New York. **Chicago.** **Boston.** **London, Eng.** **Sydney, Australia**

after seeing Janauschek play Mr. Edwin Booth into the wings with her *Lady Macbeth* I don't think Ristori's artificial handling of that *role* would amount to much. But that isn't what I was going to tell you."

"No, it isn't? It was something about a mahogany box."

"Yes. Well, when Mr. H. J. Sargent started in the Modjeska season he had a countess on his hands who, so far as the theatrical business was concerned, was destitute of diamonds.

"She had some very fine jewels, as became a Polish nobleman's wife, but she wasn't going to have them trotted out. This annoyed Sargent who knew perfectly well that in the Mississippi Valley there was an unassailable conviction that any foreign actress who had not received at least two diamond necklaces from the Emperor of Russia couldn't amount to much.

"One day when he had just got into —Buffalo, I think it was,—to play that night, he saw in a jeweler's window a very showy necklace of stage diamonds. He went in and found that it had been made for Mary Anderson to wear in *Pauline*, and she had refused to take it because her directions had not been followed with regard to the setting. 'How much do you want for it?' asked Sargent. 'Forty dollars,' said the jeweler. Give you thirty-five,' said Sargent. Then they compromised on thirty-seven.

"'Now, I want a box,' says the manager, and after running all over the town he got hold of a second-hand mahogany casket bound in brass. 'How long will it take you to polish this up and put two heavy handles on it?' he asked of the jeweler.

"'Have it done in an hour,' was the assurance of the obliging merchant.

"In an hour Sargent was on his way to the theatre with the box under his arm. He noticed with pensive care that the town had not thrilled much as yet under the glowing announcement that the Countess Modjeska would appear that night. Trade flowed on in its unbroken currents. Life was unperturbed. The great prosaic interests of the world did not appear to care whether Modjeska or Johannes had arrived.

"Mr. Sargent strode into the office of the theatre. He was flushed and excited. 'Where's your safe? he asked. They had not got any safe. He put the box down on the table and kept his hand on it. 'No safe!' he cried. What are you talking about? Do you know what's in that box? It's got jewelry in it worth $50,000. I'm not going to take the responsibility of the thing any longer. Here, send to the police station. I must have a couple of men to watch it while I go to the bank.'

"Then he got two officers to stay there and not take their eyes off the mahogany box, while he went off to the hotel and opened a bottle of wine. As he had shouted a good deal there was quite a group collected round the office. And in less than half-an-hour the Modjeska current began to stir along the sluggish street. He let it work. When the two policemen were relieved the entire force knew of the Emperor of Russia's gift and before six o'clock they had quadrupled the rumor by means of wives and sisters and sweethearts. At eight o'clock there was only one person in that city who had not heard of the Emperor of Russia's gift.

"That person was the Countess Modjeska

"The Mahogany box worked so well that Sargent began to look upon it as a sort of Aladdin's lamp, and he rubbed it up every day and got a new idea.

"The first inspiration was to have it stolen. Hitherto only the policemen had made obeisance to it. Now the telegraph and the night editors fell down. The wires flashed it through sixteen States. The Emperor's diamond necklace was gone. A heavy reward was offered. It must have cost Sargent something to hire detectives to work up the case. I believe the *Bellefountain Bugle* published the original despatch of condolence from the Emperor of Russia.

"When the sympathy for Modjeska had become national, and there was some likelihood of the emotional women of the country making up a fund to replace her diamonds, a rash reporter forced an entrance to her boudoir one day when Sargent's back was turned, and found that her distress at the unparalleled loss was altogether disproportionate to the circumstances.

"An infamous and suborned press then began to give way to ignoble doubts about the robbery, and the *Bellefountain Bugle* even printed an editorial throwing suspicion not only on the Emperor's gift, but upon the Emperor himself.

"Sargent was equal to the emergency. He took two of the most versatile and copious pressmen into his confidence. He pledged them to secrecy, that being the shortest cut to publicity. 'Now,' he said, 'I have a confession to make. I was so afraid that the Countess's jewels would be stolen that I had an imitation set made just like them for show purposes, and it was the imitation set that was stolen. The real gems are here.'

"With that he unlocked the safe and got out the mahogany box.

"'Gentlemen,' he observed, as he unlocked the box, 'you can examine those jewels. You can see for yourself whether they are of the first water. I'll send for an expert if you wish it.'

"The versatile and copious drew themselves up with dignity, 'As if,' they said, 'we are not experts enough to tell real gems like those from stage jewels!'

"This dodge worked very well for a few days. A new crop of stories broke out about the Emperor's necklace. But the original syndicate of night editors and local reporters who had sworn to the real robbery felt aggrieved. A committee waited on Mr. Sargent. 'See here,' said the spokesman, 'as we understand this thing, you agree to have the real necklace stolen, not an imitation one. It's an outrage on the public and the press. You're a fraud.'

"'Go slow, my dear fellows,' said Sargent. I don't think you've got the thing right. If you will not give me away, I'll tell you. The fact is, I set that story going about the bogus necklace having been stolen, in hopes that it would reach the thieves and make them send back the real one. Of course, you saw the real necklace two months ago, and would know it if you saw it again.'

"The committee remarked that they should smile.

"'Very well,' said Sargent; 'here's the only necklace I've got now.'

"Then out came the mahogany box.

"'If you think that that is the genuine article, all I've got to say is, you are not up in stage jewels. If you'd like one of those pieces of glass as a souvenir, just pull it off.'

"The American press was pretty equally divided by this time on the question of the diamond necklace, and the American managers were getting to have a superstitious regard for Sargent and his box.

"But Sargent had got enough of it, and he sold out the scheme to some other manager.

"I think it was six or eight months afterwards that Minnie Palmer lost her diamonds, and, meeting John Rodgers one day, he began to tell me about it.



A FEW OF THE ADVANTAGES

—OF—

QUIGLEY'S

INVISIBLE JOINT

—OVER—

THE REGULAR JOINT.



1st. The same thickness of metal around the Pin. In the Regular Joint there is half filed off the joint on the outside, in opening the case, and finishing the joint, and in many cases more, thereby making the joints weak.

2nd. In putting the joint or hinge inside the centre it closes the back or cover to the centre or rim of the case. In the regular joint, where the joint or hinge is placed between the back or cover and centre or rim, it tends to push them apart, and in case of the pin being forced into the joint or hinge it forces them more apart and leaves an opening for the dust to get into the works of the watch.

3rd. The joint or hinge being inside, the centre or rim is protected and being made heavier is stronger and will wear longer.

4th. The spring in the Hunting Case is made of a flat piece of steel and is not hardened as hard as the one in the Regular Case. It is guaranteed not to break.



5th. Both hunting and open face cases open like the Regular Case, and unlike the majority of Patent Cases, are not liable to get out of order.

6th. There are no joints or hinges on the outside to wear out the pockets, or admit dust.

7th. The outside surface of case being perfectly smooth, admits of continuous engraving around the centre or rim from the front to the back of case.



'The first thing the thieves took was a diamond necklace,' said he. 'But they left the casket.'

"Then out came the mahogany box.

"'John said I, I've seen that box before.'

"'Oh, well,' said he, 'I don't mind telling you privately that I have this made for show purposes'——

"John never got any further. We looked in each other's eyes and a dead silence reigned.

"Well, a year after, Kate Putnam began to be celebrated for her diamonds. I don't remember whether it was the Emperor of Russia or of Hayti who gave her a diamond necklace, but there was a great deal of anxiety observable in the press and the community for fear she'd be robbed; and Barron told me himself that the responsibility of it was undermining his health.

"'Let me see it,' I said.

"Then, by Jove, out came that mahogany box!

"'Never mind,' I said; 'you need'nt open it. I've seen the necklace. The Emperor of Russia showed it to me before he presented it.'

"That ended Putnam.

"Well the next one was Aimée. I suppose you know that Aimée at her last season in America, found it necessary to supplement her voice with a few diamond necklaces. I suppose Aimée had more Kohinoors than an Indian princess, and Grau asked me in one day to hear about it. 'Would you like to see some of thegems?'

"'Yes,' I said.

"By the eternal stones of Venice—out came that infernal mahogany box!

"'Look here, Grau,' said I, 'I can stand almost anything, but there's one thing that makes a fiend incarnate of me—it's a mahogany box. I'm surprised that you so far forget yourself.'

"He has never spoken to me since. Now, what I want you to do when you see Jimmy is to notice if the jewels that the Emperor of Russia gave Rhea are kept in a mahogany box, with two brass straps and a crest."

"I will."—(*New York Jewellers' Circular.*)

HOW TO FIND LOST KEYS.

People are very apt to lose a bunch of keys. They are amongst those things which possess peculiar facilities for disappearing just when most needed, and cause no end of annoyance. There is also a constant dread that if your name is attached to the bunch the finder may put them where they will do most good (to him) and relieve you of some additional property.

The Marvin Safe Company, of New York, has devised an ingenious plan to secure the return of lost keys. For the small sum of twenty-five cents they furnish you with a metal tag which can be attached to the ring holding the keys. Stamped on one side is a number, and the words, "Marvin Safe Company, New York." On the other side, "Owner will pay one dollar for return of keys." Your number is recorded on the books of the company opposite your name and address. The finder has no clue to the ownership of the keys, but notices that there is a reward for returning the same. Any one will be glad enough to pay a dollar to recover his loss, being saved the expense of advertising and being almost sure to find his keys on calling at the office of the company.

That the system is a good one and successful, is shown by the following conversation of a *New York Tribune* reporter with the originator of the scheme:

"Is the tag system well patronized?"

"Well, yes. We have been selling them for four years and have disposed of over 18,000. The advantage of the system is that there is no possibility of the finder ever learning to whom the keys belong. He therefore, even if he were so disposed, could not use them to his own advantage, and is glad to get a dollar for the trouble of bringing them to us. We keep them till the owner calls and pays his dollar.

"We have to be careful about giving them out, for there have been attempts to deceive us. The owner is required to indentify himself and give an accurate discription of the keys before we let them go. Then again parties have counterfeited the tags and attaching them to useless keys return them and get their dollars. The remedy for this is to refuse, on some grounds or other, to receive the keys until we can notify the owner of the corresponding number. If he has not lost his bunch we know that we are being imposed on by tho counterfeiter. Some men would not lose their keys for five, ten or twenty dollars, and we are often called upon to stamp tags with an agreement to pay those amounts to the finder. They cost no more than the one dollar tags.

"By our key system we discovered an assault and attempt at robbery some time ago. A merchant in Canal street had been doing some night work, and was locking his door to go home, when he was knocked senseless to the ground, and when he recovered, his keys were gone. He immediately informed us and requested that we arrest any person who should return his keys. Of course the store was closely watched after that, and the fellow had no chance to get in. Several weeks had elapsed when one morning, sure enough, a boy appeard with the keys and asked for the five dollars, which was the amount on the tag. We detained him and made him tell who had sent him. The man was arrested and dealt with accordingly. Of course he must have been a green hand or he would never have returned the keys.

"Keys are left in public places frequently and are found undisturbed. I knew a man who left his keys in the lock of his post office box for twenty-four hours and found them there—and his mail, too."—*Exchange.*

KAHN vs. FISHER.

It is related of a certain sharp trader that on going to visit his brother, one day, he found him about to be closed out on execution and bemoaning his ill-luck. The brother asked him for the details.

"Well, I owed the debt and couldn't pay it."

"But didn't you defend the case?"

"I had no defense," wearily responded the debtor.

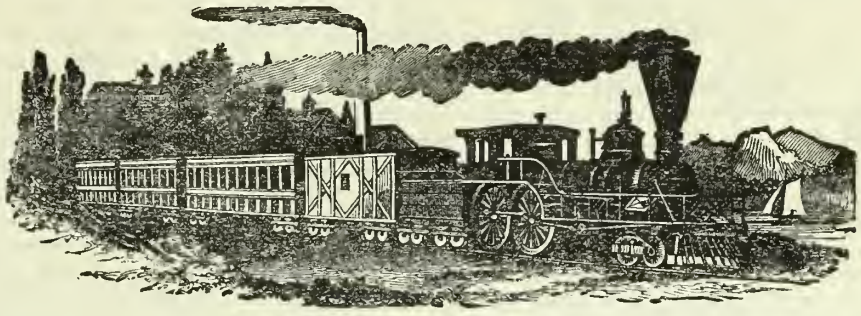
"You fool, you," was the contemptuous comment, "couldn't you assert anything; say the account was not due, goods were bad, not delivered in time, not according to sample, or claim an extra discount? Couldn't you say anything?" And the smart brother indignantly left, with a very low opinion of the poor debtor's business ability and prospects.

No doubt the most valuable legal knowledge for a well equipped lawyer is to know, when necessary, how to evade or strain a direct application of law. But in mercantile law matters, this straining or evasion of laws is done at the expense of truth under oath.

BUSINESS CHANGES FOR NOVEMBER.

Fowler & Son, jewelers, Clinton, Ont., sold out to Robert Coats; L. N. Denis, hardware, Montreal, sold out to C. A. Nelson; C. Luxton, hardware, Ridgetown, Ont., sold out; W. R. Tudhope, jewelry and drugs, Orillia, sold out jewelry business to A. P. Cornell; C. E. Delano, fancy goods, Montreal, dead; Snowden & Co., hardware, Winnipeg, Man., giving up business; D. McMaster, jeweler, Sarnia, assigned in trust; Wm. Colwell, jeweler, Mitchell, trying to compromise; T. Michael, jeweler, Montreal, stock advertised for sale by bailiff.

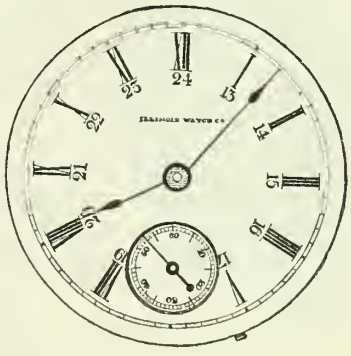
ON TIME!



The ILLINOIS SPRINGFIELD

"RAILROADER."





Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new

EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT

Warranted by the

ILLINOIS WATCH COMPANY.

FOR SALE BY ALL JOBBERS.

BUSINESS NOTES.

THREE YEARS IN PENITENTIARY.—A young man named Balzarreti, arrested for robbery from the jewelry store of Mr. C. Duquet, of Quebec has been found guilty, and sentenced to three years in the penitentiary.

Mr. D. TURNER, Jeweler of Sarnia, was in Toronto for a few days last month on his wedding trip. THE TRADER has pleasure in wishing Mr. and Mrs. Turner, long life and happiness.

Now that we have a Security Alliance every jeweler ought to join it, and then, if after exercising every precaution that he can think of, he is unfortunately cleaned out by burglars, he may rest assured that everything that is humanly possible, will be done by the Alliance to recover his property and convict the robbers. A word to the wise is sufficient.

CUSTOMS SEIZURES.—The Custom House officers, at Montreal, have been surprising smugglers on the lines and from the ships in port. A seizure was made last month of over $1,000 of smuggled jewelry, which an emigrant named H. Hobbs had brought into the country from England without paying the duty. Another capture was made of a man named George Clarke, near Stanstead, who has been continuously smuggling since May for a manufacturing company. Both culprits are in gaol.

PRUDENT.—A great many of our jewelers are changing their old fire-proof safes for others that are likely to give a burglar some trouble in opening. Any who may contemplate such a change we would recommend to see the improvements that J. & J. Taylor, the old and reliable Toronto Safe-makers, have recently made in safes. From them it is possible to get the maximum of security at the minimum of cost.

COMPETITION.—We are glad to know that the Canadian Pacific Railway has determined to run the express business over the lines they control on their own account, and that from this out the amalgamated American & Canadian Express Companies will not, as formerly, have things all their own way. The merchants of Canada have long wanted competition in this business and now that it has come we think that they will see that the new competitor has at least a fair chance to make a name for itself for promptness and civility.

THE past month has shown some small improvement in business generally, owing probably to the colder weather. From present indications we should say that December trade should be good and much ahead of November or the same month a year ago. In spite of the low prices Canada's grain crop this year is worth some twenty millions of dollars more than last year's crop, and it hardly requires that a person should be a prophet to predict that a healthy revival of trade is probable in the near future.

Mr. W. H. McCAW, the well known Jeweler of Port Perry, who with nearly every other merchant in that town, was burned out last summer, has just completed his new store, which promises to be one of the handsomest and best equipped of any in Ontario. We congratulate Mr. McCaw, on the energy he has shown in getting into his old shape again and we trust that in his future mercantile experience, no more changes will be necessitated on account of fire. We think the trade will heartily join with us in wishing him the success he deserves.

WE would direct the attention of our readers to the reward offered by Messrs. McNaught & Lowe, for the conviction of any person using their trade mark. "Sheffield Sterling" has for years been recognized by the trade of Canada as the best possible metal from which to make spoons and forks for use without plating. As usual when any firm has a first-class article, others want to help them out with it, and the result is that the market soon becomes flooded with inferior imitations of the genuine article. Such has been the case with "Sheffield Sterling," and the public are therefore cautioned against buying any goods of this kind without the manufacturres genuine trade mark.

OH YES, OF COURSE.—The epidemic of burglary does not seem to have abated very much if we can judge from the accounts which reach us from day to day. The fact is that Canada is at present flooded with all the Yankee scoundrels who find the climate of the United States too hot for them at present. The result of this state of affairs is that these scallewags of the burglar profession have been for some months back reaping a rich, and apparently, secure harvest, as our detectives so far seem utterly powerless to cope with them. At the expense of being thought cracked on this subject we would warn all our readers that they cannot take too many precautions to protect their property from burglars. The risk is greater than many imagine, and it is all the greater because the blow invariably falls just where and when it is least expected. In this kind of thing a jeweler's worst enemy is his false sense of security.

MESSRS. C. N. THORPE & Co., manufacturers of the Boss & Keystone Case, write us to say that many of our jewelers have, perhaps, received a copy of an undated circular, issued from New York by a case manufacturing company, cautioning jewelers against using or inserting a separate winding arbor such as is now generally supplied with watch-cases, unless a royalty has been paid to the company therefor. Jewelers who handle Boss and Keystone cases should attach no importance whatever to the circular in question, as they are satisfied that the use of that arbor can furnish no ground for legal proceedings, and they will fully protect them in the event of legal proceedings being attempted on that account, no matter by whom.

ANOTHER BURGLARY.—The post-office and registry office at Milton, Ont., were burglarized on the night of the 12th November. Entrance to the post-office is supposed to have been effected by means of a skeleton key. The safe was drilled and about a hundred dollars worth of stamps and a number of registered letters taken therefrom. The letters were opened, the money taken out, and the letters left in the office. At the registry office the doors, which are made of iron, were pried and twisted until the lock gave way. The burglars made a careful search, not for deeds and mortgages, but for money, and broke every lock in the office, and got about three dollars and twenty-five cents in stamps and silver.

MORE OF IT.—For some time past a number of stores in Port Perry, have been entered by burglars, and large quantities of goods stolen, but no trace of the parties could be found. On Saturday night the hardware store of W. C. Parish was entered for the third time. The matter was placed in the hands of a Toronto detective, with the result that the probable thief was captured. The detective, after an investigation, obtained a search warrant against a man named Reuben Young, in whose house he found some goods which Young acknowledged having stolen from Curry's store. He also found a chest of carpenter's tools which, there is every reason to believe, have been stolen, as the marks on every tool were cut out. Young was arrested and brought before Mr. Roberts, J.P., and was committed for trial. Others who who are supposed to have been concerned in the robberies with Young have left town.

THE WOLTZ BROS. FAILURE.—In our November issue we noticed the failure of Woltz Bros., Jewelers of Toronto, in such a way that many of our readers might think it complementary rather than otherwise. Recent developments, however, show that things are not so good as they then seemed, and that while the members of the firm may have acted as they thought for the best, they certainly have put things in a very bad shape for their creditors. In looking over the catalogue of the stock and fixtures advertised for sale *en bloc* by the assignee in trust, we find that of actual stock in the store there is only $19,659.25, and fixtures $4,690.00, making in all $24,349.25, of available assets. In addition to this, however, it appears that goods to the value of about $18,000.00, have been hypothecated, (another name for pawning them,) and the sum of $12,800.00, advanced on them by the high class pawn brokers who now hold them. This hypothecating business looks very bad to say the least, and it seems to us that as soon as the Woltz Bros. first found themselves forced to pawn their creditors stock, for it was certainly, not their own, not having been paid for, they should have called a meeting of the creditors and asked their advice and assistance. If this had been done the general creditors would have had some show for their money, as it is they have none. The Messrs. Woltz Bros., as we said, may have been perfectly honest in this matter, if so it was an unfortunate mistake, and only proves the truth of the theory that a person must be educated to a business before he can expect to succeed in it. The sale of this stock has been delayed by legal squabbles amongst the creditors, and it is still uncertain whether it will be sold on the 27th as advertised.

WORKSHOP NOTES.

RUBY PIN.—If it is necessary to tighten a ruby pin, set it in asphaltum varnish. It will become hard in a few minutes, and be much firmer and better than gum shellac, as generally used.

TEMPERING BRASS.—Brass is rendered hard by hammering or rolling; therefore, when you make a thing of brass necessary to be tempered, you must prepare the material before shaping the article. Temper may be drawn from brass

THE BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



24

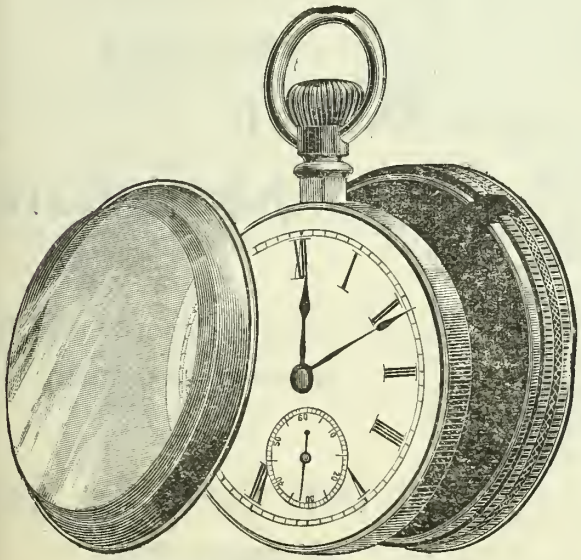
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



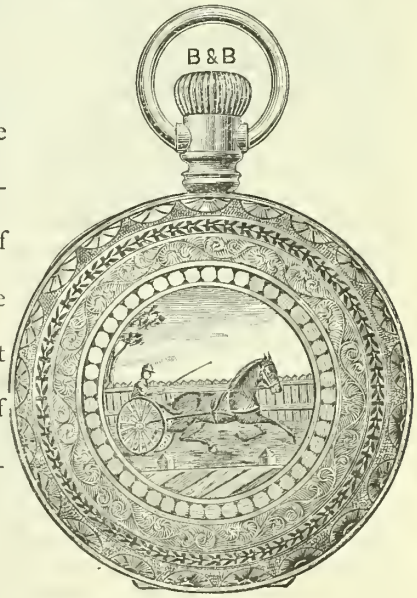
85

SOLD BY ALL JOBBERS



Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22

Back View of
PATENT SNAP BEZEL CASE.

by heating it to a cherry red, and then simply plunging it into water, the same as though you were going to temper steel.

POTATO CELLULOID.—According to a Vienna journal, a substance may be produced from potatoes possessing the properties of celluloid. For this purpose the peeled potatoes are boiled for 36 hours in a fluid consisting of 8 parts sulphuric acid and 100 parts water, then dried between blotting paper and relieved of the superfluous water by pressing. Pipe bowls are at present made therefrom in France that can barely be distinguished from real meerschaum, and billiard balls are likewise made from it by strongly pressing.

REPAIRING CYLINDER WATCHES.—It frequently happens that the cylinder edges are worn off, and it does not pay to put in a new cylinder ; the watch may, nevertheless, be put into keeping a good rate by altering the escapement. Look at the cylinder and see if there is room either above or below the old wears to shift the action of the wheel If the wheel holes are of brass, make one a little deeper, and put a shallower one on the other side—this may perhaps be sufficient. This must be done according as you want your wheel up or down. If the holes are stone, shift your wheel on the pinion by a new collet, or turning away more of the old one, as the case may require. If you raise your wheel, see that it works free of plate and top of cylinder, and that the web of wheel clears the top of passage. This last fault may be altered by polishing the passage a little wider, if the rub is slight. If shifted downward, see to freedom at the bottom of the cylinder, etc.

CHAIN RUNNING OFF FUZEE. In the first place, you must look and ascertain the cause of the difficulty. If it results from the chain being too large, the only remedy is a new chain, if not too large and yet it runs off without any apparent cause, change it end for end, that will generally make it go all right. In cases where the channel in the fuzee has been damaged and is rough, you will be under the necessity of dressing it over with a file of the proper size and shape. Sometimes you will find the chain naturally inclined to work away from the body of the fuzee. The best way to remedy a difficulty of this kind is to file off a very little from the outer lower edge of the chain for its entire length ; this, as you see, will incline to work it on, instead of off. Some workmen, when they have a bad case, and a common watch, change the standing of the fuzee so as to cause the winding end of its arbor to incline a little from the barrel. This, of course, cannot do otherwise than make the chain run to its place.

OTHER NOTES.

THE silver ore of Nevada mines is so intimately associated with lead that nearly one-half of the miners who handle it become afflicted sooner or later with wrist-drop, palsy, or half paralysis.

SMOKE will soon be at a premium. From 2,800,000 cubic feet of smoke given out by say 1,000 cords of wood, it is said 12,000 pounds of acetate of lime, 200 gallons of alcohol, and 25 pounds of tar may be obtained.

THE Western Union Telegraph Company has estimated the durance of telegraph poles as follows :—Cedar, 16 years ; chestnut, 13 ; juniper, 13 ; spruce, 7 years. Cedar, chestnut and spruce are used in the Northern States; juniper and cypress in the Southern States, and red wood in California. Poles cut in the summer will not last as long as those cut in the winter by five years.

THE *Mechanical Engineer* tells a curious story of the effect produced on wrought iron forging by a human hair. The forging was in a powerful cold press for finishing, where it is subject to a pressure of 200 tons to the square inch. A hair taken from the head of a bystander was placed on the face of the forging and the full pressure applied. The result was that the hair was driven into the forging and imbedded in it, the hair itself remaining uninjured and being readily removed.

It has been discovered that the best disinfectant for sewer-gases is the washings from gas-works. This serves a double purpose, that of annulling the poisonous effect of the sewer-gas, and at the same time enabling persons having defective traps to detect it by the strong pungent odour arising therefrom, while sewer-gas alone, almost odourless, permeates the building, carrying sickness and death with it. The washings from water gas-works, at least, will not clog or obstruct even the smallest of sewers, while their presence, as above stated, might save valuable life.

SPECIAL.

For the next month we will give our customers special net prices on our stock of

SWISS SILVER WATCHES.

These goods are all of first-class quality, and, at the reduced prices we now quote, are lower than watches of similar quality ever before offered to the trade in Canada.

We are also offering big bargains in Black Goods, and our cut prices on

HORN, RUBBER AND JET JEWELRY

will be found lower than any house in the trade.

McNAUGHT & LOWE,

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MANUFACTURING JEWELERS,
Lapidaries & Diamond Setters.
39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.

FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

E. & A. GUNTHER.

We desire to call the attention of the Trade to our large assortment in

WALNUT AND NICKEL CLOCKS,
MATERIALS,
GLASSES,
SPECTACLES.

SATISFACTION GUARANTEED.

ORDERS BY MAIL SOLICITED.

ADDRESS,—
JORDAN & MELINDA STS.,
TORONTO.

JEWELERS ATTENTION.

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Walnut Wall Cases

FOR SALE AT A BARGAIN.

MADE EXPRESSLY FOR THE JEWELRY TRADE.

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FINE AND COMPLICATED WATCH-REPAIRING A SPECIALTY.

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SIMPSON, HALL, MILLER & CO.,

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—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

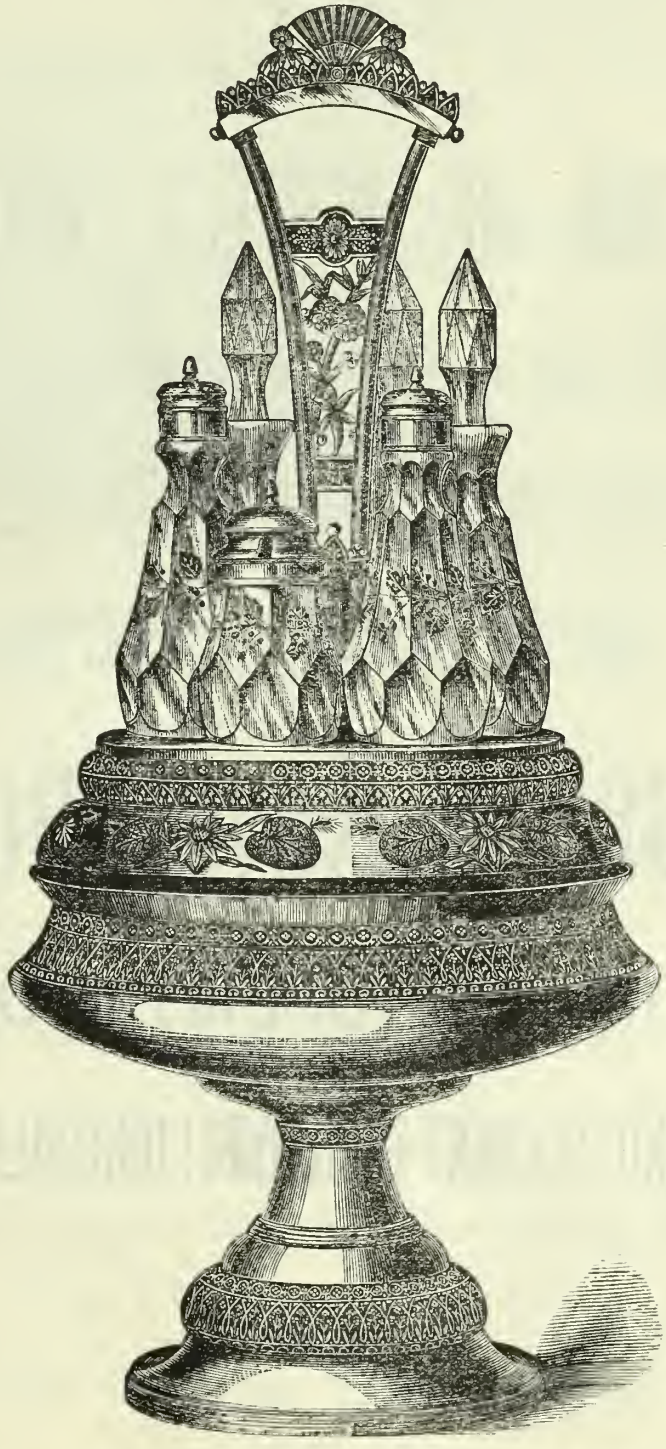
ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,

Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any orm

FACTORIES: WALLINGFORD, CONN., U.S, AND MONTREAL, CANADA.

Original Process.

Exclusive Machinery.

All the Instrumentalities Essential

TO THE

CONSTRUCTION OF PERFECT WATCH-CASES

ARE USED AND MAINLY CONTROLLED BY

THE PROPRIETORS OF THE KEYSTONE FACTORIES.

IT IS EASY TO UNDERSTAND, THEREFORE, WHY

Jas. Boss & Keystone Cases

OCCUPY THE FIRST PLACE IN POPULAR FAVOR.

DUST-PROOF BAND! ELEGANT ENGRAVING! DURABILITY! GUARANTEE!

Honest Material.

Skilled Labour.

A. C. ANDERSON & CO.,

XMAS GOODS. - XMAS GOODS.

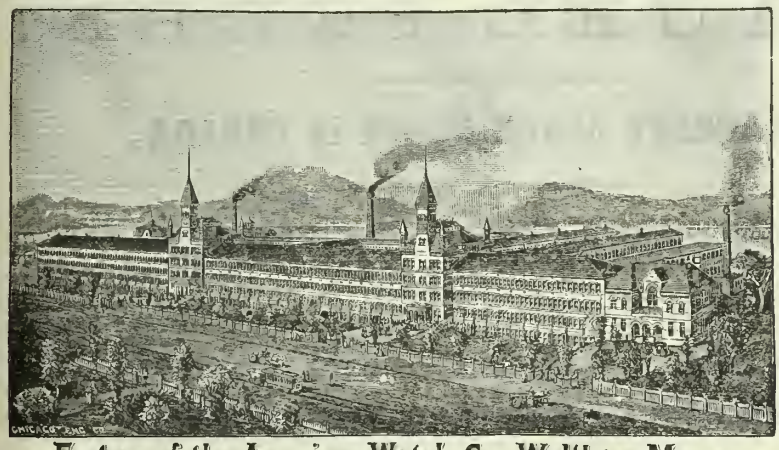
COLORED GOLD SETTS.

COLORED GOLD PINS AND RINGS.

DIAMOND RINGS

NOVELTIES IN AMERICAN JEWELRY.

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Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

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TORONTO CASE CO'Y.



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HEMMING BROS.,

MANUFACTURERS OF

All Kind of Jewelers' Fancy Findings.

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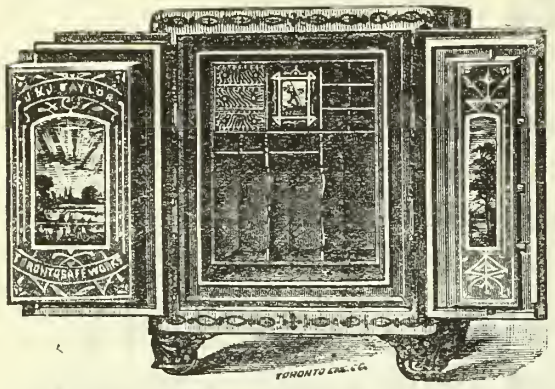
Cases and Trays in Endless Variety.

New Lines every day for the Xmas Trade.

The Finest Cabinets ever Shown on the Counter.

ORDER AT ONCE TO SAVE DELAY.

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J. & J. TAYLOR,

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Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

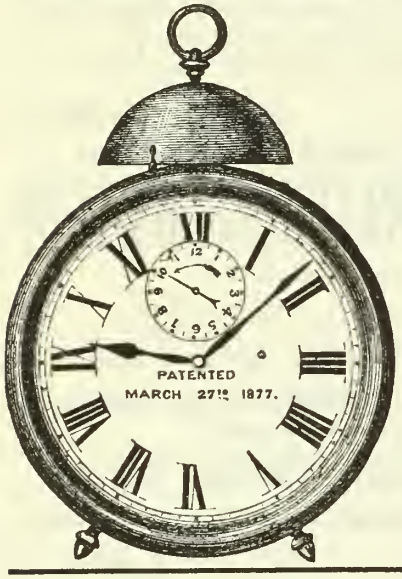
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ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.



SAMUEL STERN.

THE LARGEST CLOCK HOUSE IN CANADA.

The Best Make of American Clocks and the Largest Variety The finest stock of French **MARBLE CLOCKS** ever brought to this country.

Will furnish prices on application to the **Trade Only.**

You will find my prices lower than any other house in Canada. When you are in the City give me a call.

Do not forget the address,

31 WELLINGTON and 40 FRONT STS. EAST, TORONTO.

SAMUEL STERN.

N. B.—I keep on hand a Large Stock of Jewelry, Watches of all grades, Silver and Gold Watch Cases at Bottom Prices.

Montreal Optical & Jewellery Company,

1685 Notre Dame Street,

MONTREAL.



THE ONLY CANADIAN HOUSE MANUFACTURING

SPECTACLES, EYE-GLASSES AND CASES.

The M. O. & J. Co. keep on hand the Largest and Best Assortment of Specs and Eye-Glasses, in gold, silver nickel, gold plate, steel and rubber, in the Dominion.

OCULISTS' PRESCRIPTIONS AND REPAIRS PROMPTLY ATTENDED TO.

N.B.—Fine Rolled-Gold Plate Jewellery a speciality.

THE TRADER

TORONTO, ONT., JAN., 1885.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
Quarter Page, - -	8 00	"

Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

13 Adelaide Street East, Toronto.

SPECIAL NOICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE COMPLIMENTS OF THE SEASON.

"A Merry Christmas!" "A Happy New Year!" "The Compliments of the Season!"—such are the expressions that seem to have been upon the tip of everybody's tongue for the past few days. It is a season of festivity, good wishes and fun, and THE TRADER may not only be pardoned, but commended if, following the custom which prevails throughout broad Christendom, it metaphorically takes its myriad of readers by the hand and sincerely wishes them one and all, "all the compliments of the season."

The year that has just closed has been a hard one for many of our readers in the jewelry trade; their goods being luxuries are of course the first to feel the effects of dull times and the last to get over them. That the past year has been a dull one, no one will venture to deny, but we think that the jewelers of Canada may congratulate themselves upon the fact that, as a trade, they have outridden the gale of commercial adversity as safely as any other branch of business in the country.

Although the past year has been disappointing, the future looks brighter, and gives promise of better things to come. The country is better off by twenty millions of dollars than it was at this time last year, and, although the price of wheat is low, there never was a time when a bushel of wheat would buy a larger quantity of manufactured goods than now. All that is wanted is confidence in the future, and an energetic turning over of the resources we have now on hand. If our farmers could be induced to sell their grain and get the money into circulation, a decided revival of trade would be an almost immediate result. For this end every merchant should work with all his might, for upon this one thing very much of our prosperity in the near future depends.

We enter upon this new year of 1885 with gratitude for the past and hope for the future. We have unbounded faith in the resources of Canada, and believe that she has a destiny before her that shall crown her in the near future with the honors derived from peaceful conquests. Canada will be exactly what her own people make her, and we have pride enough in them, and confidence enough in them to believe that, as a people, they are second to none in the world.

HOW IT GOES.

The Jewelers' Security Alliance of Canada has so far proved itself a much more decided success than even its promoters expected. Already nearly one hundred jewelers have joined its ranks. From all parts of Ontario the Secretary has received letters of approval, accompanied by applications for membership. The fact is that the Alliance has been organized to meet and grapple with real danger, and our jewelers have not been slow to perceive that only in mutual help by some such organization as this can they ever hope to protect themselves against burglars.

We are glad to say also, that the Alliance has completed arrangements by which, in case of burglary, its members will have the services of one of the best detectives that the United States can furnish, in addition to that of one of the best Canadian detectives. By this combination it is expected that whether the burglar be American or Canadian he will be exceedingly lucky if he escapes a term in our penetentiary. The funds of the Alliance are subscribed for the purpose of detecting and convicting thieves, and the Directors propose to give such characters the full benefit of the law.

Since our last issue there have been several burglaries of jewelers' safes, and so far, from want of efficient detective service, none of the burglars have been captured. In the case of Mr. John Brodie, jeweler, of London, a traveller for a Toronto jewelry house pointed out to him the danger of burglary, and tried to induce him to join the Security Alliance only the day before the midnight mechanics had got in work. Had Mr. Brodie at once availed himself of the protection of the Alliance, they would have placed first-class detectives on the job free of expense to him, and the probability is, that not only would the thieves be captured, but the goods recovered. In such matters as these delays are dangerous, and unless a jeweler is entirely independent of his business he cannot afford to run such a risk.

Every jeweler ought at once to join the Alliance, and so strengthen its hands that it will become a real terror to evil doers. Remember that it is entirely a mutual organization, and that the more who join it the more powerful it becomes, and the better able to render effective aid to its members.

We are requested by the Secretary to say that jewelers desirous of becoming members should fill up the blank form of "application for membership," that has been sent to them all, and send this along with their membership fee. Some have sent their fees in a letter without the application; this is not correct, as the information asked for in the application is essential to the detectives, should the applicant be unfortunate enough to be robbed.

Some again send the "application" properly filled up, and say we will remit him in a few days. This will not do. The Alliance does not recognize any but cash in advance transactions, and should a person have their safe robbed before their money is paid, they can receive no help from the Alliance. All fees must be paid in advance.

The Secretary-Treasurer also desires us to say that he will take it as a favor if the trade will render him all the assistance in their power by conforming strictly to the rules laid down in the Constitution and By-Laws, and thus save him a lot of unnecessary work which he has not the time to look after.

THE ABUSE OF THE CREDIT SYSTEM.

Every few weeks we are reminded of the abuse of the credit system in Canada, by letters from valued correspondents, whose lives seem at times to be made miserable by the dilatory business habits of some of their customers who seem to look upon the protection of their own credit as a thing of little or no moment. Nearly four years ago we took occasion to write up this subject, and we do not think that a repetition of the gist of the article would be out of place at this present juncture.

The business of Canada, as a general rule, is conducted on a credit basis,which, of itself, is not an alarming fact,because, if kept within proper and legitimate channels, the effect of credit is to extend the volume of trade without adding materially to the risk.

As we have frequently pointed out, on account of the immense amount of competition in this country, "credit is by far too cheap," and in the fact that even strangers and comparatively weak men can obtain goods on credit, lies one of its chief sources of weakness.

In Canada, houses with unlimited capital are few and far between, and for this reason the majority of our wholesale men and manufacturers have to raise money by discounting the notes received from their customers in payment of their accounts. The simple giving of a note does not make the debtor pay any more for his goods, nor cause it to be paid a single day sooner than it would otherwise be due. Some merchants, however, and we are glad to say they are but few in number, adopt a kind of dog-in-the-manger policy, and are peculiar enough to refuse either to give a note or pay the cash ; in fact they imagine the wholesaler ought to feel honored in being permitted to sell them goods and wait for the money until they are ready to pay it, which, in most cases, is a pretty long time, as such people are usually long winded.

The true way of doing business, however, is for a merchant to buy no more than what he can pay cash for, or what his judgment tells his trade requires and he thinks he can pay for when due. He should arrange with the jobber at the time he buys whether he will pay cash and take advantage of the cash discount, or let the account run for the period of credit agreed upon and close the transaction by note. Having given his note he should conscientiously carry out his arrangement and do his utmost to pay it in full when due.

The system of closing accounts by note, while not prejudicial in any way to the interests of the retail merchant, is a great convenience to the wholesaler, and would, if the system were discontinued, put a stop to many of the industries carried on by its aid. So long as the givers of notes carry out their engagements the system cannot be considered dangerous, for good commercial paper is always in demand and has a recognized market value.

When a jobber discounts his customers' notes he simply sells them to the bank, and, by his endorsation, guarantees that in case the makers of the notes fail to meet them at maturity, he will. Good notes are the next best thing to cash to the wholesaler, because he can at any time convert them into cash. Notes given by his customers therefore constitute a part of his capital, so that when their notes are protested he not only loses so much of his capital, but must draw upon his resources to make good the amount, which is often a very serious inconvenience.

When a merchant's paper has been protested several times, it becomes of very little value to himself or anyone else. No bank or wholesale dealer cares to keep discounting the same paper over and over again, and it is only by promptness on the part of his customers that the credit system can be made of any material benefit either to him or them.

When a retail dealer gives a note in settlement of an account he should make up his mind that he will pay it in full at maturity. If he has to renew any part of it, it should be an exceptional, and not a common thing for him to ask from his creditors. He should remember that renewing a note does not pay it, and in very few cases does it make it payable at a more convenient season. It generally only puts off the evil day, and often leaves him worse off than before.

A merchant who invariably meets his notes promptly can go into any market and buy at close figures and best terms, for the simple reason that the seller knows that when the note matures it will cause him no trouble in protecting it. A dealer who, on the contrary, is notorious for his want of punctuality in this respect, never can nor should expect to receive the same terms as a prompt paying man.

Although a merchant should pay every note he gives in full when due, it sometimes happens that, owing to unforseen circumstances, he finds himself unable to do so. Then his best plan is to take time by the forelock and arrange with the jobber about it before it matures. If he can't pay in full he should notify the jobber at least a couple of days beforehand and get permission either to draw back on him at sight for what he is short, or remit what he can on account of it and get the note recalled. *Whatever course he adopts, however, it should be done before the note is due, and not after it.*

Some merchants have a bad habit of leaving these things off until the last moment, or neglecting them altogether—both bad enough, but the former infinitely preferable to the latter mode of doing business. If people desire to obtain credit they should see to it that they meet the obligations they have voluntarily incurred ; if they cannot do so in full they should make an effort to do so, and not simply shift the burthen on to the shoulders of the wholesale merchant without any warning.

Mercantile credit is a delicate plant, and every merchant doing business upon a credit basis, should make it a point to see that he does nothing of his own accord to affect it injuriously. If a creditor sees that a debtor is doing his level best to meet his obligations, it is very seldom that he refuses to give him all the accommodation he can reasonably desire.

Selected Matter.

TOO MUCH WHEAT.

"Too much wheat!" So the dealers say,
Millions of bushels unsold
Of last year's crop ; and now, to-day,
Ripe and heavy and yellow as gold
This summer's crop counts full and fair ;
And murmurs, not thanks, are in the air,
And storehouse doors are locked, to wait,
And men are plotting, early and late.
"What shall save the farmers from loss
If wheat too plenty makes wheat a dross?"
"Too much wheat!" Good God, what a word!
A blasphemy in our borders heard.
"Too much wheat!" And our hearts were stirred,
But yesterday, and our cheeks like flame.
For vengeance the Lord his loins doth gird,
When a nation reads such a tale of shame.
Hundreds of men lie dying, dead,
Brothers of ours, though their skins are red ;
Men we promised to teach and feed.

American Watch Company.

We desire to call the attention of the Trade to the fact that we have made A VERY MATERIAL REDUCTION in the prices of

OUR 18 SIZE FULL PLATE MOVEMENTS

—— AND ALSO IN OUR ——

GOLD : AND : SILVER : CASES

The reduction gives dealers handling our Movements and Cases a substantial advantage over all other competing goods. The improvements steadily being made in the quality of our productions render them more attractive and desirable than ever and insure a higher standard of perfection than hitherto attained, which the practical men in the Trade cannot fail to appreciate.

Our 18 Size Gold Cases, unequalled in Workmanship, Style and Finish, are being constantly embellished with new and taking designs that make them the most salable goods of the kind in the market.

In the manufacture of our new SILVER CASES the most improved methods are introduced, and their Style, Finish and Intrinsic Value have justly earned for them a wide-spread popularity, while the prices cannot fail to attract attention. A large and constantly changing variety of our productions can always be found in the stocks of the Jobbers in all sections of the country, so that dealers can have opportunities for selecting the newest goods made by the Waltham Company.

AMERICAN WATCH COMPANY,

WALTHAM, MASS.

ROBBINS & APPLETON,

GENERAL AGENTS

New York Chicago Boston London, Eng Sydney, Australia.

Oh, dastard nation! dastard deed!
They starve like beasts in pen and fold!
While we hoard wheat to sell for gold.
"Too much wheat!" Men's lives are dross!
"How shall the farmers be saved from loss?"
"Too much wheat!" Do the figures lie?
What wondrous yields! Put the ledgers by!
"Too much wheat!"

Oh, summer rain,
And sun, and sky, and wind from west,
Fall not, nor shine, nor blow again;
Let fields be desert, famine guest
Within our gates who hoard for gold
Millions of bushels of wheat unsold,
With men and women and children dead
And daily dying for lack of bread!
"Too much wheat!" Good God, what a word
A blasphemy in our borders heard.

—Helen Jackson.

JOHN DORN'S SON.

The tide was out in Great South Bay, Long Island; east and west, like wavy fields of green and brown, the Bellmore marshes stretched away in unbroken loneliness to meet the dim beauty of the horizon. The wind had gone down, leaving the broad bosom of the water as still as a mirror upturned on the level sands. The sun, shining through countless leagues of haze, cast tremulous shadows toward the east, and, rising up with shaded brows to meet its rays, John Dorn, a cheery fisherman, stood out in silhouette against the sky. Fast mingling with the purple and gray of the leeward rim of sea and sky, a lazy schooner winged its southward flight, and when the dusky distance closed upon it John Dorn and his weather beaten old boat alone broke the changeless monotony of marsh and meadow. Left high and dry by the receding tide, the old boat lay bolt upright in the soft mud, as taut and trim as though moored in her moss-grown berth at Bellmore landing. Her sails hung limp and motionless against her mast, and about her shining deck a brown-haired little girl romped and laughed in childish glee.

It was unspeakably lonely out on the wide-reaching marshes, but as honest John Dorn shaded his eyes with his rough brown hand and gazed seaward he gayly whistled a tune that he had learned up in the little white-steepled meeting-house in Bellmore village. It did not seem lonely or dreary out there, for to him it was home. The blue sky above him and the dimpling shallows before him spoke only of home; the marshes had been his playground in youth, and the meadows behind him were as well known as the little garden back of his own modest cottage among a clump of distant trees. Even though the marshes had not been as familiar as the stubby fingers on his weather-beaten hands, and had the sky been black with clouds and driving rain, John Dorn would have been just as happy and free from care, for up in the little house among the trees a son had been born to bless his approaching old age. A daughter he had already, and another slept beneath the sea grass in his garden, but until this day a son had been denied him.

It would not be fair to say that John Dorn had grumbled at fate when grave middle life came and saw no sons in his family, but somewhere down in the depths of his stout heart he argued that, although girls were good enough in their way, and perhaps were necessities in an all-wise scheme, yet only a boy could stand his trick at the wheel or reef the mainsail in a gale of wind. John Dorn wanted some one to bear him company in his silent pilgrimages to the fishing grounds and the oyster beds, and in turn to guide the old sloop out to sea when he himself should in the course of time be kept ashore by the accumulated rheumatism of many years of active life. And so, on this soft Summer day, when a little, mewling red headed son had taken possession of the household, John Dorn lifted up his honest soul in thanksgiving, and went away to his work in the marshes as blithely as though his wedding day was not a score of years behind him in the dead but unforgotten past.

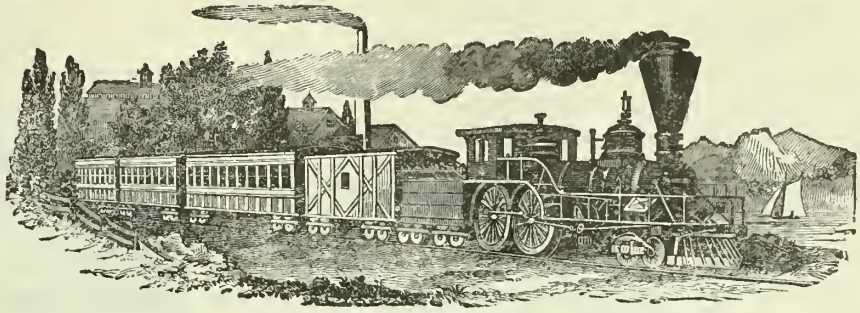
The world was bright and fair to John Dorn that day, for in the future he saw his son, strong, sturdy-limbed and ruddy, steering with heavy hand the laboring vessel, pulling merrily the weary oar, and on the Sabbath day trudging manfully to church with a swarm of rosy children. John Dorn smiled and hummed a solemn hymn, and in the height of his contentedness stooped down and imprinted upon his daughter's wavy hair a forgiving kiss. Henceforth the innocent little girl should not be denied the love which disappointment had withheld for so long a time. As he guided his sloop through the serpentine channel leading out to the bay his heart became as water, and in the ennobling influence of that feeling he seemed to lose his sunburn and his wrinkles and to grow young again.

Quickened by the breath of awakened love, the vague ambition of early life came back, and in the mirage that somehow loomed up above the blue surface of the bay he saw his son, and incidentally himself, crowned with all the honors that a grateful, respecting local community could bestow. Unquestioning assumption of the probability, or even the possibility, of future social or political preferment for his son was proof positive that no such distinction was likely to be accorded him, the argument in the matter being, in effect, that nothing but the most disheartening of native plodders could come of such a combination of dullness and unreasoning hope. Had John Dorn's ambition taken definite form and sought by such means as lay within the narrow circle of the life along shore to carve out the way to the coming man's ennoblement, there might have been grounds for hope, but at its best John Dorn's ambition was as formless as the night, and as discouraging as his wife's inferiority.

Clams were plentiful that day, and John Dorn's broad, flat feet churned them out of the thick mud with more than usual rapidity and ease. Again and again the wicker basket returned to the waiting boat, piled high with captured shells, until, when the tide ceased to run out and the western sun dipped angrily toward the hazy west, John Dorn drew his brown arm across his heated brow and said that he had done enough. Smiling contentedly at the sleepy little girl, he said he would go home with the new tide. To go home? To whom? To the baby; to his son! Perhaps by this time his wife, remembering previous conversations on the subject, had named him. And would he answer to the plain, old-fashioned name "John?" Perhaps so. It was old-fashioned, no doubt, to have the paternal name descend through many generations, but it was a good, honest way, and to one honest, plodding woman in the little house among the trees it would give deep satisfaction.

Waiting for his boat to float, John Dorn spattered the advancing tide merrily with his bare feet and played hide-and-go-seek with his little girl. All resentment over the birth of a daughter had vanished now, and the father was happy and proud in having both daughter and son. It made things even, he thought, and who could tell what the future would bring? Then, as he stood there aimlessly swinging his foot to and fro in the cool water, an idea seemed to enter into and take possession of his

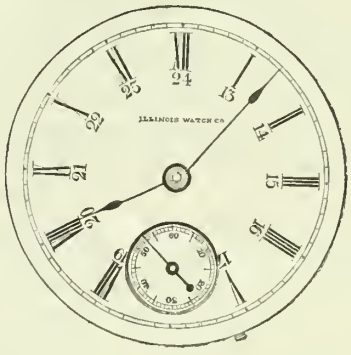
ON TIME!



The ILLINOIS SPRINGFIELD

"RAILROADER."





Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new

EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT

Warranted by the

ILLINOIS WATCH COMPANY.

FOR SALE BY ALL JOBBERS.

mind. He realized, awkwardly enough, it must be confessed, that on this day he ought to carry an offering to the cradle of his child, an offering from the sea. In that moment, it is true, his patient, hard-working wife was almost forgotten, and his first-born son filled his newly awakened imagination with a radiance like the glow in the western sky. This seeming neglect of his wife appeared to him excusable, for the hard-headed reason that it was through the instrumentality of his son, and not his wife, that his desultory ambition was to be realized.

An offering from the sea surely was not hard to find, and yet he hesitated. Shells there were in prodigal profusion, and shells always have been considered the time-honored trophies of the sea. Shells, were good enough in their way, and suitable for all occasions of ordinary interest, but as the birth of the first son seemed to be an occurrence of more than usual importance John Dorn's ambition demanded something more. Just what to select as an additional offering puzzled John Dorn for some time. At length his wrinkled face beamed with satisfaction. He had it now. It was flowers !

"Be a good girl, Patty, an' keep the sloop till I come back," said he, straightening the kinks out of his body and turning his face toward the meadows. "Don't be afraid, Patty ; I won't be long."

Then he went across the marshes alone, turning back his head from time to time to see that little Patty came to no harm. Soon he forgot Patty, however, and walked on, looking neither to the right nor to the left. His preoccupied manner, his unswerving course toward a cluster of bright flowers on a neighboring bank told, as plainly as the day, his sudden and narrow devotion to one all-absorbing object. Between him and the cluster of wild flowers was Dead Man's Creek. At low tide it was an oozy bed of soft mud, with a tiny stream of water trickling down its centre ; at high tide a schooner might have floated in it in perfect safety. It got its name from the fact that a man was drowned there several years before.

Upon the slimy bank of Dead Man's Creek John Dorn neither stopped nor stayed. With his eyes fixed confidently upon the cluster of gay blooming flowers he strode down through the eel grass and out into the mud. Had he been less occupied with thoughts of his first-born son and vague speculations concerning the career likely to open up before him, he would have noticed at once, with the experience of an old fisherman, that the mud was soft and heavy. Almost at a run he pushed onward.

In the middle of Dead Man's Creek he stopped. A shade of vexation crossed his face, for he found it impossible to cross the mud so near the main channel. He stood still a moment, trying to think of a better crossing further up the brook. He turned to retrace his steps. What was this ? The heavy mud held him fast ! With a mighty effort he wrenched free one of his legs and tried to struggle out to firmer ground. It was impossible. He but sank the deeper. Then like a tidal wave the blood rushed back upon his heart, leaving his cheeks and lips like ashes. It was fear. Then he laughed aloud, a hard, hollow laugh. Why should he fear ? Did he not know every foot of sea and shore along the Great South Bay, and was it likely that any harm should come to him in sight of his own home ? It was weakness to think of such a thing. The long-delayed arrival of his son had unnerved him for a moment —that was all. He would put forth his strength and wrench himself free. With the energy of desperation he tried it—once—twice—three times—and stood still, exhausted. Fear shone in his eyes, and the lines of unexpressed anxiety deepened across his pale face, yet he would not cry out. People might laugh to know that he was stuck in the mud, and he was proud in his way—proud of his knowledge of sea and shore, proud of his ability as a sailor. He would wait a while and try again.

But what was this creeping up from the channel ? It was water. The tide was coming in. Instinctively he sought the high-water mark on the bank and measured it with his eye. It was fully six inches above the top of his head. In a sudden frenzy of terror he beat the soft mud with his hands and shrieked aloud. Like a madman he glared at the little sheet of water waving in from the swift channel like an unrelenting fate. It seemed to mock him. Sea birds circling overhead heard his cries and soared away ; little Patty cowered down in fear

It was not a quicksand. He did not sink inch by inch. He stuck fast, and became as immovable as the bed of mud itself. Cries, tears, prayers, alike were in vain. No one heard, for although the little house among the trees was in plain sight, yet it was beyond the range of the human voice.

The tide came in slowly, and after a while it touched him and climbed up his helpless legs and threw the radiance of the sinking sun into his bloodshot eyes. It jeered at him and with tremulous fingers reached up to grasp him by the throat. He struggled and screamed until his strength was gone. Then he stood still and waited. Higher yet climbed the green tide. Dumbly he saw a slender line of smoke rise up from among the trees. Supper was being prepared for him—for him who would need it never again. He saw the flowers nodding in the breeze. They might wither and die. His hand would never place them upon his baby's cradle. Faintly he heard his daughter Patty calling, "Papa, papa !" Did he hear his wife humming an old tune, or was it the water gurgling in his ears ? He raised his arms, still struggling feebly. A moment later the only object on the still surface of Dead Man's Creek was a tangled tuft of brown hair, mingled with drifting seaweed.

It was high tide in Great South Bay.

—*Am. Cultivator.*

A WORD WITH THE COUNTRY DEALER.

We make no apology for calling to the memory of the retail store-keeper certain matters which, if he attends to them now, may make a great difference in his balance sheet when the New Year comes:—

Are you a holder of grain, of wool, of butter, of furs ? and are you asking Montreal or Toronto importers for time on your notes until you can sell this produce at a profit ? If you are, would it not be better to realize upon it *now*, and so ease your account ?

Are you tempted by some genial commercial traveller to give him an order this week for a line of cottons on which seven months' time may be had ? If so, would it not be wiser to refuse to speculate on future prices ? Better stick, we should think, to four months' terms and buy *what you need*, only.

Have you many outstanding accounts? If you have, let nothing delay your making them out and pressing for payment. It is desirable at the time of low prices for many staples to have cash in hand so that you may buy to the best advantage



A FEW OF THE ADVANTAGES

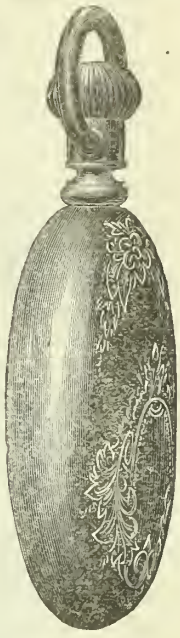
—OF—

QUIGLEY'S

INVISIBLE JOINT

—OVER—

THE REGULAR JOINT.

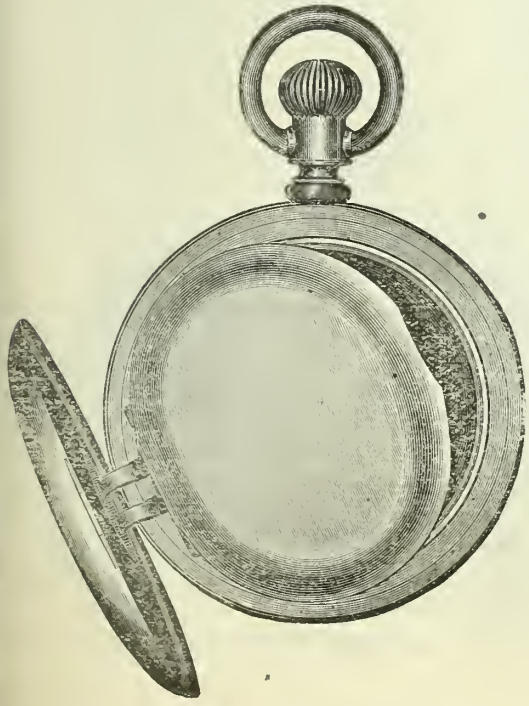


1st. The same thickness of metal around the Pin. In the Regular Joint there is half filed off the joint on the outside, in opening the case, and finishing thejoint, and in many cases more, thereby making the joints weak.

2nd. In putting the joint or hinge inside the centre it closes the back or cover to the centre or rim of the case. In the regular joint, where the joint or hinge is placed between the back or cover and centre or rim, it tends to push them apart, and in case of the pin being forced into the joint or hinge it forces them more apart and leaves an opening for the dust to get into the works of the watch.

3rd. The joint or hinge being inside, the centre or rim is protected and being made heavier is stronger and will wear longer.

4th. The spring in the Hunting Case is made of a flat piece of steel and is not hardened as hard as the one in the Regular Case. It is guaranteed notto break.



5th. Both hunting and open face cases open like the Regular Case, and unlike the majority of Patent Cases, are not liable to get out of order.

6th. There are no joints or hinges on the outside to wear out the pockets, or admit dust.

7th. The outside surface of case being perfectly smooth, admits of continuous engraving around the centre or rim from the front to the back of case.



when you see prices begin to rise.

Are your expenses too large in proportion to the business you do? Do rent, taxes, fuel, light, clerk-hire, and family outlay exceed the profit you make on your annual turn-over? If they do, you may fairly begin to ask whether, as a merchant, your usefulness is not gone.

Do you know how much stock you have in your store? Are there not dark corners, neglected drawers, dusty shelves, whose contents your clerks know little of and yourself nothing? Ah! the live storekeeper is the one who has the fewest old, fusty, tossed and neglected goods. Better *get rid of such stuff* at one third of its cost than deceive yourself swelling your stock sheet with it, year after year.

Are you arranging for stock taking at the end of the year? Be sure you don't take it in at prices beyond its value.

Are you insured?

Do you keep a record of your notes?

Do you check your invoices?

Do you keep an order book?

Are you trying to sell for cash?

Is there any fire protection in your place?—*Monetary Times.*

THE MECHANIC.

A man who is a thorough master of a trade carries his capital in his head. He is independent, and should be self-reliant, as his services will always be in requisition, unless, perchance, he has drifted into some section of the world where trade and manufactures are in a state of decadence. It may be an excellent thing to endow a youth with a splendid education, but often we find such young men failures in a business way. But there is no excuse for a first-class mechanic or engineer ever being found in such an unfortunate plight. The man possessing a good scientific or mechanical education who cannot make his way successfully through life must be composed of very poor material. The good mechanic needs no golden ladder to aid him in rising to success, nor is there occasion for his reliance on social standing, or on the good offices of influential friends to open a path to fortune. Indeed, instead of seeking for friends they will seek him. An expert galvanizer, a few weeks since, was thrown out of employment, and scarcely had the doors of his mill been closed ere there came a telegram from a mill 1,000 miles away urgently requesting his services there. A representative of an extensive manufactory, in speaking of good mechanics, recently said: "We still have difficulty in obtaining all the expert help we need. This matter sometimes assumes a serious aspect, and we fear often that we cannot run our works to their best advantage for lack of the proper assistance."

We hear speak of the higher grade of workmen—of men who are proficient and who have mastered their calling; but mechanics who have not risen to eminence, but have acquired a good reputation, are in most favorable positions far better than the horde of ill-paid clerks, salesmen and collectors, who have chosen a calling that will save them from begriming their hands with dirt and permit them to wear good clothes. The Boston *Commercial Bulletin*, in speaking of the importance of the position of the mechanic, very forcibly remarks:

Each ensuing day makes more prominent the fact that we have come upon the time when the mechanic is master. We have crowded professions and ill-filled trades. The chance to fill the position of sub-assistant clerk in a wholesale house is eagerly grasped at by a hundred applicants, though the wages received be scarcely more than "a chance to learn the business." Let a master workman try to obtain an apprentice at three times the salary offered the clerk, and his applicants will be poor alike in quantity and quality. A skilled workman in any trade need never want for hire; he is eagerly sought after by a hundred employers; he is independent of the condition of the market; the skill and cunning of his hand and eye are too valuable to lose, and must be paid whether the products are slowly or rapidly consumed. If business ceases, the master hand is eagerly seized by some rival house, which knows and values the product of his skill. He who would crush down the obstacles to success in our own days must have, as well as the wit to see the crevice, the strength to deal the blow. This is an age of the steam engine, and it is the engineer, not the conductor, who is master.

The man who can do a piece of exact mechanical work, or who can invent a successfully working machine, or plan its erection, is a valuable member of society. He is a producer, and the world is both richer and better for his presence. His calling demands a fine development of intellectual thought, and, although the mental conception requisite to do a fine bit of mechanical work may not be of the same high order as that required of a sculptor or painter, yet it is of a high degree of merit, and may equal, in special circumstances, the efforts of the best artist in any of the various schools. It is a narrow-minded man who despises the mechanic because of the surroundings of his labor. Those who look down on him are generally men of inferior intelligence, who possess a poor conception of what is worthy of admiration, and whose esteem would be of little credit to any one.—*Ex.*

PREVENTION OF NOISE.

To those who carry on any operations requiring much hammering or pounding, a simple means of deadening the noise of their work is a great relief. Several methods have been suggested, but the best are probably these: 1. Rubber cushions under the legs of the work bench. *Chamber's Journal* describes a factory where the hammering of fifty coppersmiths was scarcely audible in the room below, their benches having under each leg a rubber cushion. 2. Kegs of sand or sawdust applied in the same way. A few inches of sand or sawdust is first poured into each keg; on this is laid a board or block upon which the leg rests, and round the leg and block is poured fine dry sand or sawdust. Not only all noise, but all vibration and shock is prevented; and an ordinary anvil, so mounted, may be used in a dwelling house without annoying the inhabitants. To amateurs, whose workshops are almost always located in dwelling houses, this device affords a cheap and simple relief from a very great annoyance.

BUSINESS CHANGES FOR DECEMBER

McIntyre & Davidson, Jewelers, Portage La Prairie, Man., closing up their branch at Minnedosa; Woltz Bros., Jewelers, Toronto, succeeded by Woltz & Co.; Canada Clock Co., Hamilton, in liquidation; E. C. Delano, Fancy. Goods, Montreal and Ottawa, assigned in trust; Dickinson & Cranston, Stationery and Fancy Goods, Woodstock, burned out; Kay & Co., Jewelers, Mitchell, damaged by fire.

BUSINESS NOTES.

The Trader has to congratulate Mr. Charles Ellis, the well-known jewelry traveller, on the fact that his family has lately been increased by the addition of a very handsome pair of twins. Charlie has made a good beginning anyhow.

Caution.—If you haven't joined the Jewelers' Security Alliance yet, lose no time, but do so at once. Delays are dangerous, and if you should get cleaned out before you become a member, it would be but poor consolation to think you had saved your entrance fee anyway. Join at once.

The entire plant of the Lancaster Watch

THE BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



24

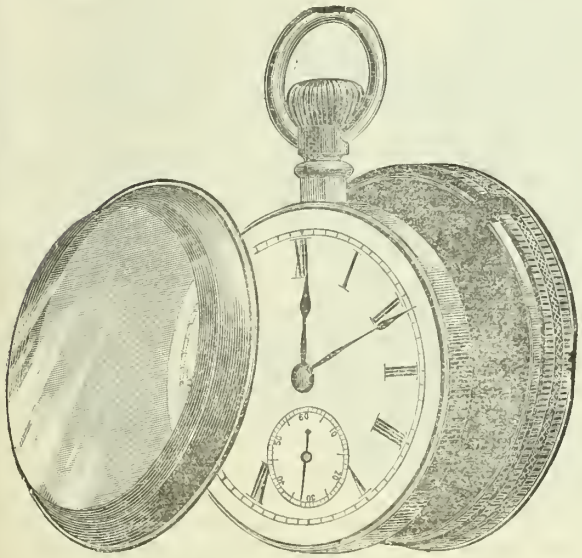
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



85

SOLD BY ALL JOBBERS



Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22

Back View of
PATENT SNAP BEZEL CASE.

Company, of Lancaster, Pa., is offered for sale by the assignee, including real estate, buildings, machinery, tools, finished and unfinished watches, drawings, patterns and patents, the total value being estimated at $300,000.

It is estimated that 40,000 persons are employed in the watch and clock trade in Switzerland, and that the total annual production of watches in that country averages 1,600,000, equal in value to 88,000,000 francs, or nearly seventeen millions of dollars.

The Waltham Watch Company at Boston has given notice that a large reduction will be made immediately in the working force and wages. Those remaining will be reduced 10 to 20 per cent. The number to be discharged is from five to nine hundred. The company employs 2500.

Mr. Chas. B. Alexander, who for several years past has held a position of trust in the jewelry store of Mr. Robert Cuthbert, Toronto, has recently shifted his quarters to Portland, Maine, U.S. where he will occupy a similar situation in the store of Mr. A. M. Wentworth, of that place. Charlie's many friends in Toronto will wish him the success he so richly deserves.

The Bookseller.—We are just in receipt of *The Bookseller*, a journal devoted to the interests of the book, stationery and fancy goods trades. The paper is owned and edited by Mr. J. J. Dyas, and seems to be admirably suited for the purposes for which it was intended. Its editorials are short, crisp, and to the point. We wish it success.

The Xmas trade in the jewelry business, although lacking the snap and volume of the past three or four years, has been on the whole fairly satisfactory. Fair profits seem now to be the order of the day, and the jewelers who select carefully and well of holiday novelties have not much cause for complaint. The grumbler is one who is usually behind our age.

We were sorry to learn that "Ryrie, the Jeweler," of Toronto, has been ill with typhoid fever for the past couple of weeks. Sickness never comes in a good time, but it couldn't have struck James in a worse period, as his sales about this season are generally something enormous, and take his own best efforts as well as those of his assistants. Mr. Ryrie, we are glad to say, is now almost well again.

Mr. Thomas Fitzsimons, the well-known jeweler of St. Catharines, has also been under the weather, we are sorry to say, and was compelled to stay at home for about a week. His was a case of typhoid fever also, and was, we are glad to hear, attended with no serious results. We trust Mr. Fitzsimons will be as well as ever before this meets his eye.

Still Another Warning.—The jewelry store of Napoleon LeFebre, on Notre Dame street, Montreal, within a stone's throw of the head police office, was burglarized early on the morning of the 18th Dec. The safe was blown open with powder and $10,000 worth of diamonds, gold watches, and jewelry carried off. In addition $8,000 of promissory notes and certified cheques were appropriated. No clue to the perpetrators. This is another case where membership in the Jewelers' Security Alliance would be of infinite service to the person robbed. In the face of so many burglaries, comment is almost unnecessary.

The business of the Canada Clock Co. of Hamilton, Ont., is being wound up, as it has been unsatisfactory for some time and has apparently proved but a poor investment. As this is its second collapse it will probably not survive it. It is thought that the available assets will pay about 60 cents on the dollar. Evidently this country has no use for a clock factory of its own

The Assignees' auction sale of the stock in trade of Woltz Bros. took place during the last week of November, and attracted quite a number of buyers. The bidding was spirited and the lot was finally knocked down to Messrs. I. Joseph & Sons, of Montreal, at 41 cents on the dollar. The purchaser has since disposed of it to Mr. Culliver, one of the largest creditors, and the business will be continued in future under the style of Woltz & Company.

A rather unexpected failure is that of W. W. Beckett & Co., of Sherbrooke, Que., extensive hardware dealers, and one of the oldest and most prominent business firms of the town. The failure has been brought about through complications with and endorsations for C. G. Beckett & Co., of New Mills, N.B., large manufacturers of spools, formerly of Sherbrooke, which endorsations, to the amount of $30,000, the hardware firm has been called upon to make good. An assignment has been made to Thos. Darling of Montreal.

Says a Stayner exchange in a late issue: "A jewelry drummer struck this village last Friday and after victimizing our local jewelers for large bills set about buying poultry, and at about 4 o'clock was seen with a ten cent grain bag stuffed with turkeys, geese and chickens and a pig-tail protruding from his coat pocket." We congratulate this enterprising drummer upon his success and trust that he may enjoy them in their gay and festive season.

A Warning.—An impudent case of sneak thieving was reported to the Toronto police on Saturday, the 13th Dec. George Gowland keeps a jewelry store at No. 174½ King Street east, and kept in a large case on the counter a large assortment of ladies and gents' gold and silver watches, chains, etc. On Friday evening just as it was getting dark, Mr. Gowland had occasion to go down street, and he left his wife in charge. A few minutes afterwards Mrs. Gowland paid a visit to the basement, leaving the front door unlocked. She was not absent five minutes, yet in that time a sneak thief entered the store, opened the case and abstracted seven gold watches and several valuable chains, the whole being worth about $700. Mrs. Gowland did not hear the door open or shut, and saw no one hanging about the window, but there is no doubt that the thieves had been watching for a favorable opportunity. Subsequently detective Cuddy arrested "Duckey" Walsh, one of the notorious Garner gang who proved to have three of the stolen watches in his possession. It is probable that Walsh will be entertained at the public expense for some time on account of this job, but it should be a warning to all jewelers to look very carefully after their stock.

Since the above was put in type, Walsh has been sentenced to three years and an accomplice to two and a half years in the penetentiary.

The Mendelbaum.—Everybody will remember reading about Mrs. Mendelbaum, the greatest receiver of stolen goods New York ever produced. For years she plied her infamous trade, ruining hundreds of young men and growing enormously wealthy. About the middle of the summer the New York police raided her establishment, and despite tremendous influence brought to bear in her favor she was committed for trial, heavy bail being accepted for her appearance. About two weeks ago the old harridan jumped her bail bonds and fled to Canada. She is now in Hamilton and will probably make Canada her headquarters for some time. Burglars in Canada have had a soft thing for some time, their only drawback being the want of suitable "fence" with whom to conceal or sell their plunder. The Mendelbaum being the "queen" of "fences" they will probably induce her to open business in Canada and transfer her headquarters to Toronto. If so, jewelers may look out for squalls. Canada is unfortunate. The absconding bank cashier is bad enough—"Shoe-Box" Miller was a bitter pill, John C. Eno is a heavy load, Charles W. Lee was fortunately sent back, "Bucket-Shop" Fleming was bad—but Mrs, Mendelbaum; good Lord, deliver us!

Our old friend J. W. Jackson, the well-known jeweler of St. Catharines, is not only a first-class workman, but is able to take a front seat along with most of our native aspirants in the poetic line. Mr. Jackson's muse is of a very versatile turn and is equally at home in singing of love, war, or politics, but when it gets right down to hard pan and puts in its work on commerce, it makes things hump. For this year's Christmas circular J. W. J. takes up the agricultural and mercantile aspect of the present depression and couches in rhyme some very common sense and practical ideas. From his poetic nosegay we cull three of the fairest flowers:

What though some mourn the price of grain,
Shall I not wake a joyful strain,
When Christmas and the glad New Year
Are nearing with rare gifts and cheer?
Yes, yes, I'll sing, though wheat be low,
For it will rise—and that I'll show.
The wheat is good; t'will rise, I said,
When kneaded and made into bread.
This my first note of joyful strain
For Christmas as it comes again.

O, farmer, sell your golden grain,
Nor haply spoil my joyful strain
Far better sell at present price
Than store it up for rats and mice.
Our Neelon's waiting at his mill
With cash your pockets well to fill
And Norris says he'll buy some too,
And bids me sound my loud kazoo;
Each joins my song that wheat may rize
In bread, in pudding, and in pies!

And now I'll blow some Christmas chimes:
The farmer's pockets filled with dimes;
The farmer's taken good advice,
He heard the note I sounded twice;
The product of large yield of grain
Has wreath'd his face with smiles again;
He comes to town and largely buys;
Lo! smiles light up the merchant's eyes;
Each joins my song of Christmas cheer,
"And many more—a glad New Year!"

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

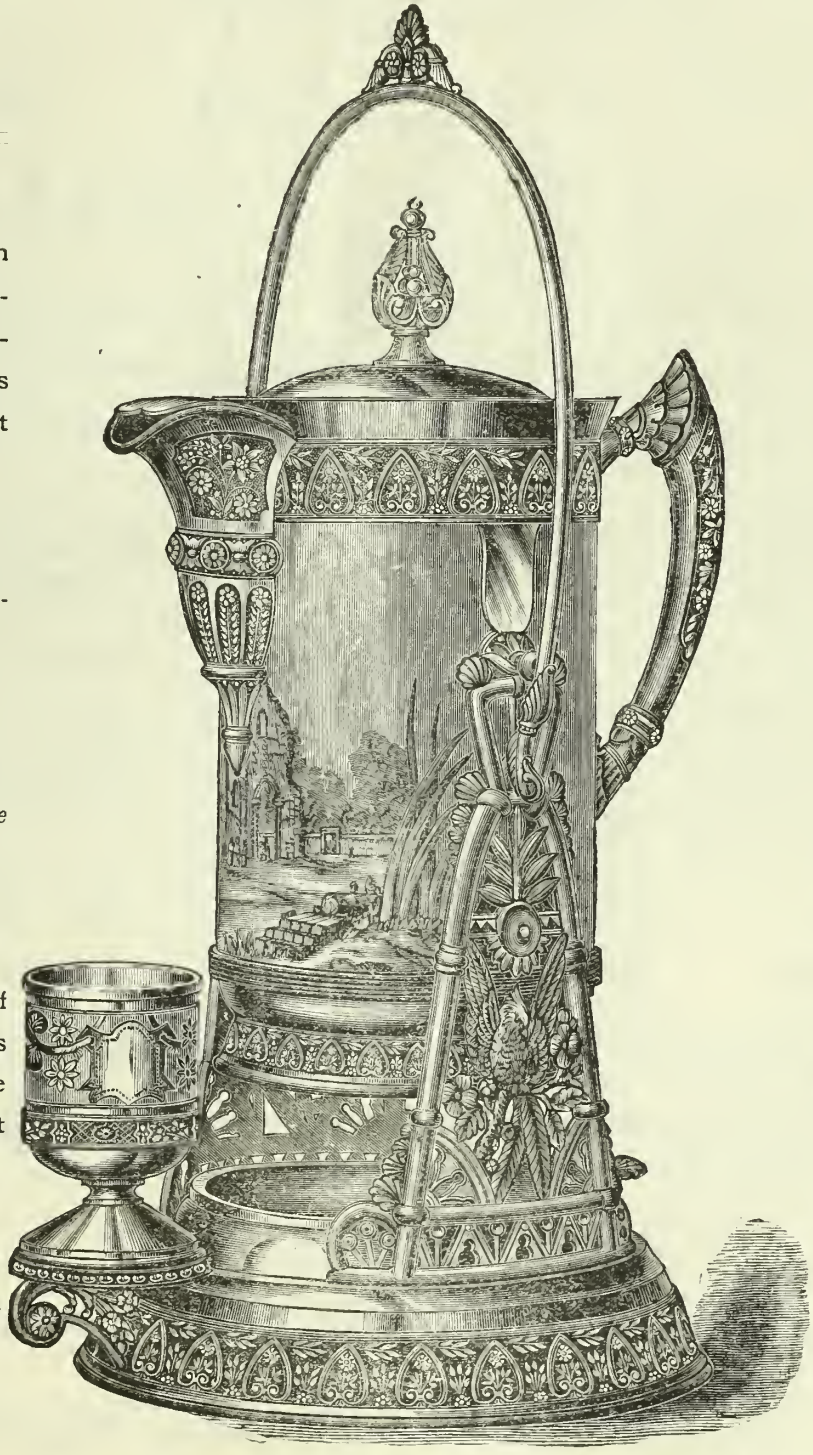
ELECTRO PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,
Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

A Burglary with a Moral.—Early on the morning of Dec. 3rd, burglars effected an entrance into the jewelery store of John Brodie, on Richmond street, London, and succeeded in blowing open his safe and carrying off its contents, to the value of $500. The burglary was not discovered until the opening of the store at 9 o'clock. The affair seems to have been most deliberately carried out. The burglars after prying up the rear window and getting in dragged the safe from the store, where it was in full view of the street, to a rear room, and then pinned a coat across the glass door that intervened. Holes were drilled into the door of the safe near the lock and powder placed therein. The amount of powder used must have been considerable, as the heavy iron door was wrenched from its hinges and torn in pieces, the inside of it parting from the remainder, and the screws and bolts in every part being rent in two. As a result of the explosion inside only a few shattered shelves were left. Once inside the burglars helped themselves to the booty. Eighteen gold and silver watches belonging to customers were secured, together with $63 in cash and a lot of gold jewelry, consisting of chains, etc. A desk in the place was also carried into the back room and ransacked. The cheap lines of jewelry left in the show cases were passed by. There is an amusing side to the affair. The police knew the burglars were in the city, knew when they arrived, and were laying for them. The men were warned to lay low on their beats for these fellows, and did so. But in spite of this one of the neatest burglaries ever committed in London was perpetrated.

A strange thing in connection with this is that only a day or two before he was robbed, Mr. Brodie was canvassed by a jewelry traveller in order to induce him to join the Jewelers' Security Alliance. Had Mr. Brodie joined at once, although the robbery might still have occurred, still he would have had the best detectives in the U. S. and Canada after them at once and a fair chance of getting the goods back, and all this at the expense of the Alliance. As matters stand, the Alliance is some hundreds of dollars in pocket by his not having joined, as its benefits are only for paid up members.

WORKSHOP NOTES.

Aluminum Silver.—The following alloy is said to receive a high lustre and polish: Copper, 70 parts; nickel, 23; aluminum, 7.

Solder for Aluminum.—The following alloys are recommended for the purpose: Melt 20 parts of aluminum in a suitable crucible, and when in fusion add 80 parts zinc. When the mixture is melted, cover the surface with some tallow, and maintain in quiet fusion for some time, stirring occasionally with an iron rod; then pour into moulds. 2. Take 15 parts aluminum and 85 parts zinc, or 12 parts of the former and 88 parts of the latter, or 8 parts of the former and 92 parts of the latter; prepare all of them as specified for No. 1. The flux recommended consists of 3 parts balsam copaiba, one of Venetian turpentine, and a few drops lemon juice. The soldering iron is dipped into this mixture.

Aluminum Silver.—This is made by smelting together 1 part of silver with 3 or 4 parts of aluminum, and is very valuable for articles in which one of the main objects is to obtain lightness, such as the instruments used for marine observations. Octants and sextants of this alloy have been received with great favor by practical navigators. Those parts of such instruments which, if made with other metals, would weigh 4 pounds will, when made of the above alloy, only weigh 1 pound. Mechanics like to work this alloy, as it can be turned and filed away, which is not the case with pure aluminum, it being too soft, and, as no doubt all know who have worked this interesting metal, it has the objection-property of sticking to the file.

To Polish Aluminum.—Emulge equal parts of rum and olive oil, by shaking these liquids together in a bottle. When a burnishing stone is used the peculiar black streaks first appearing should not cause vexation, since they do not injure the metal in the least, and may be removed with a woollen rag. The object in question may also be brightened in potash lye, in which case, however, care must be taken not to make use of too strong lye. For cleaning purposes, benzole has been found best. Objects of aluminum can be electroplated without any difficulty, and a bright white lustre can be imparted to them by passing them successively through a weak bath of hydroflouric acid and aqua fortis. The effect obtained is quite surprising, it is said.

Gold Black Pickle for Brass.—All hitherto known black and grey pickles possess the defect that they give different colors with different copper alloys, while in the case of certain alloys they refuse to act altogether. For instance, carbonate of copper dissolved in ammonia gives to brass a handsome, dark-grey color, while it does not in any way attack various other alloys; therefore it is little suitable for instruments. A dark-grey pickle, which almost indiscriminately stains all copper alloys a handsome grey, resembling in color the costly platinum, is composed by dissolving 50 grams arsenic in 250 grams hydrochloric acid, and adding to the solution 35 grams chloride of antimony and 35 grams finely pulverized hammer scales. The articles to be pickled are rinsed in a weak, warm soda solution, prior to, as well as after immersion, to be followed by continued rinsing in water. The receipt is simple, and has been repeatedly tested with uniformly good results.

WANTED!

By a young man who has had almost two years' experience, a situation in a Watchmaker's Shop, where he can get a good knowledge of the trade. The best of references. Address,

JOHN COLQUHOUN,
Watchmaker,
Wales, Ont.

T. WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.

—FOR THE TRADE.—

N.B.—A variety of Stones and Imitations of all kinds in Stock.

E. & A. GUNTHER.

We desire to call the attention of the Trade to our large assortment in

WALNUT AND NICKEL CLOCKS,
MATERIALS,
GLASSES,
SPECTACLES.

SATISFACTION GUARANTEED.

ORDERS BY MAIL SOLICITED.

Address,—
JORDAN & MELINDA STS.,
TORONTO.

C. WRIGHT,

WHOLESALE DEALER IN

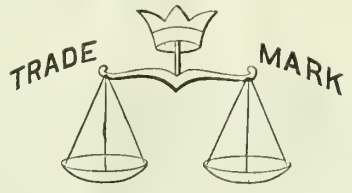
Watch Materials.

FINE AND COMPLICATED WATCH-REPAIRING A SPECIALTY.

71 Yonge Street, Cor. King,
TORONTO.

TRADE-MARK AND GUARANTEE.

The fact that several Canadian jewelers have been imposed upon by conscienceless jobbers who sold as Boss cases those of another make, having first abstracted the guarantee, impels us to say, for the benefit of the trade, that every genuine Boss gold case contains the trade-mark a CROWN and SCALES stamped in the cap.



The design of the trade-mark and the shape and phraseology of the guarantee are herewith illustrated. It seems incredible that there are jewelers who are so indifferent or indolent as not to be familiar with these distinguishable features of



Boss cases. The trade-mark and guarantee are easily understood and remembered, and if either is absent from a case claimed to be a Boss, a rigid investigation is immediately in order. Always look for the crown and scales and guarantee. They are the Boss case credentials.

C. N. THORPE & CO.,

The Keystone Watch Case Factories,

19TH AND BROWN STREETS, PHILADELPHIA, PA.



Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

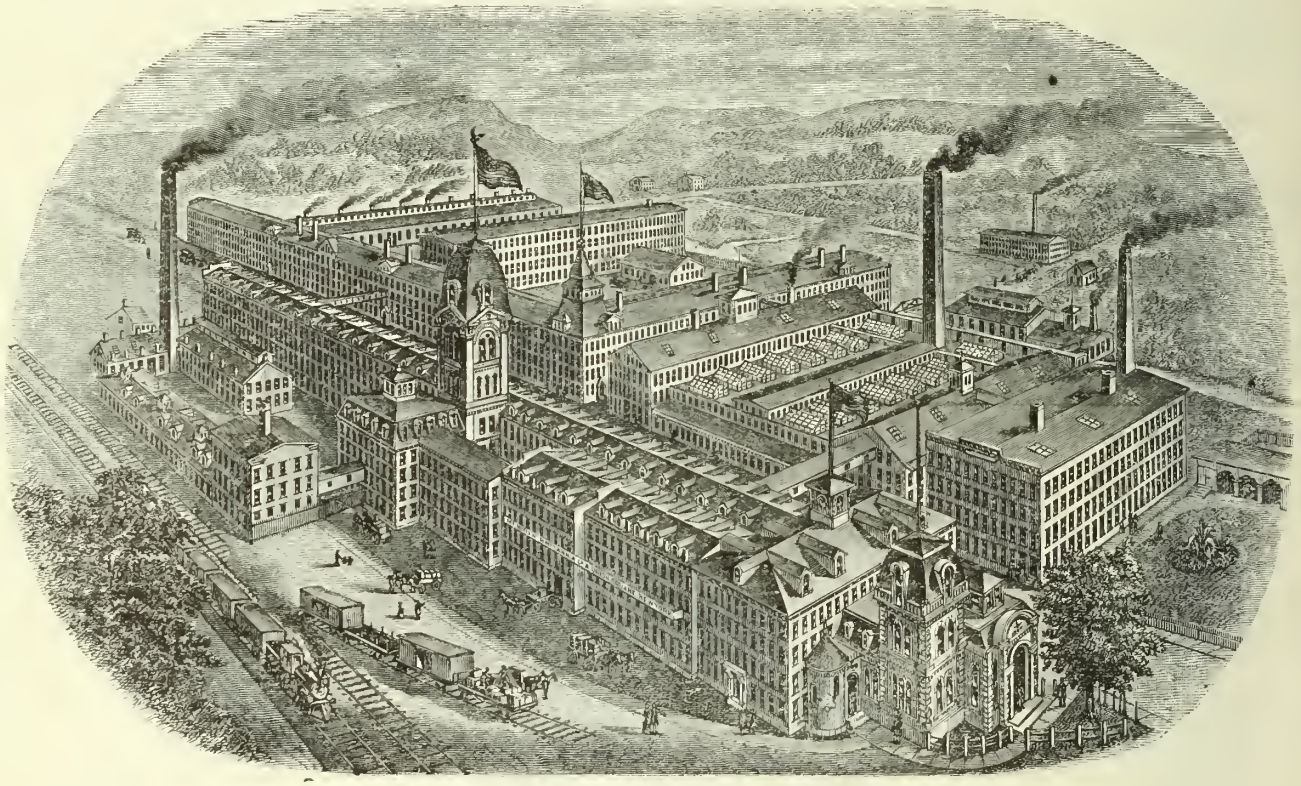


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE



MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

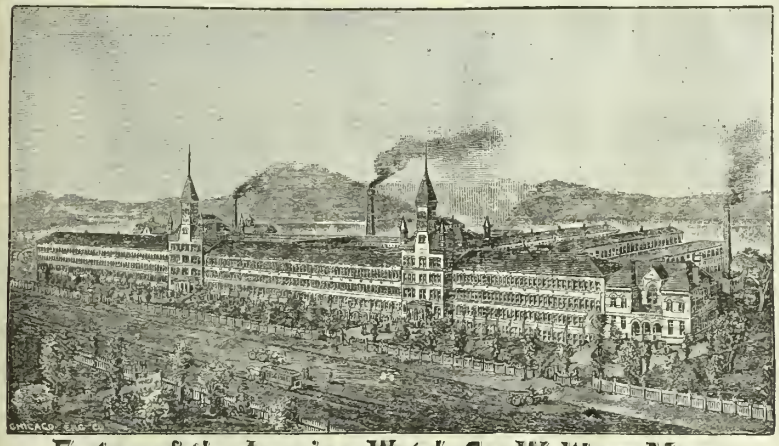
A. C. ANDERSON & CO.,

WISH THEIR NUMEROUS CUSTOMERS AND FRIENDS

A HAPPY NEW YEAR.

Any Jewelers not receiving our 1885 Calendar, can have one forwarded by sending their address to

A. C. ANDERSON & CO., HAMILTON, ONT.



Factory of the American Watch Co.-Waltham, Mass.

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JUST RECEIVED A LARGE LINE OF

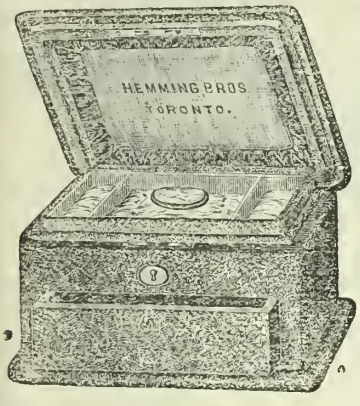
SWISS WATCHES IN GOLD, SILVER & NICKEL.

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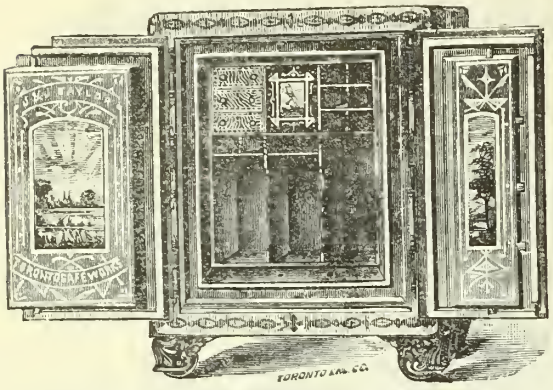
Cases and Trays in Endless Variety.

New Lines every day for the Xmas Trade.

The Finest Cabinets ever Shown on the Counter.

ORDER AT ONCE TO SAVE DELAY.

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Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

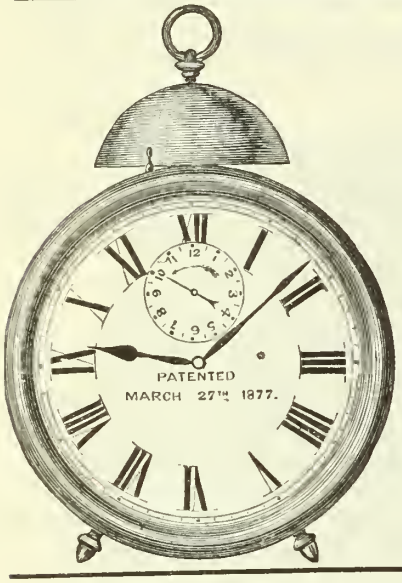
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Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

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THE LARGEST CLOCK HOUSE IN CANADA.

The Best Make of American Clocks and the Largest Variety The finest stock of French **MARBLE CLOCKS** ever brought to this country.

Will furnish prices on application to the **Trade Only.**

You will find my prices lower than any other house in Canada. When you are in the City give me a call.

Do not forget the address,

31 WELLINGTON and 40 FRONT STS. EAST, TORONTO.

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N. B.—I keep on hand a Large Stock of Jewelry, Watches of all grades, Silver and Gold Watch Cases at Bottom Prices.

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—AND—

Jewelry

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(AGENTS FOR THE CELEBRATED BARNES' PATENT EYE-GLASS.)

We beg to call the attention of the Trade to our FIRST ANNUAL CATALOGUE comprising the largest assortment of

SPECTACLES, EYE-GLASSES, CASES, &c., &c.

ever offered in this country. As we are manufacturing a large proportion of our goods on our premises in Montreal, we can execute all special orders, Oculists prescriptions, &c., with promptitude. Send for our Illustrated Catalogue and Price List before purchasing.

MONTREAL OPTICAL & JEWELRY CO., Limited.

THE TRADER

TORONTO, ONT., FEB., 1885.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

Full Page, - -	$20 00	each issue
Half Page, - -	12 00	"
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Small Advertisements, 8 cents per line.

A discount of 25 per cent. will be allowed from the above rates for yearly contracts. All advertisements payable monthly.

Business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
13 Adelaide Street East, Toronto.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

A GOOD SIGN.

The recent advance in the price of wheat is a good sign, and gives promise of better things for Canada and the United States in the near future. A substantial rise in price such as the market has just experienced means, or ought to mean, that all of the wheat yet unmarketed will, at once, find its way into the hands of the grain buyers, and that the money it represents will soon get into circulation amongst our merchants and manufacturers. The effect of this will be to stimulate all lines of business and lift things out of the rut of depression into which they appear to have lately fallen.

The latest advices from the United States show that where a few weeks ago the tendency was to shut down factories and restrict business operations generally, that a decided revival has set in and industries of all kinds show greater activity than they have for months past. The prosperity of the Dominion of Canada and the United States are so closely interwoven that it is almost impossible for the latter to have a revival of trade without our being benefited by it. For these reasons the prospects are, we think, very much better than they were a month ago, and although the winter's trade may be late it will not run far short of its usual volume. With an unusually large crop and the fair price that produce now commands, we see no reason why the prevailing stagnation should not almost at once give place to activity and prosperity.

WELL PUT.

We have on more than one occasion pointed out to our readers the folly of any merchant who buys from a number of wholesale houses, giving any one of them security over another. No matter whether the rest come down on him at once or not the effect of it is to seriously impair his credit, and in nine cases out of ten to ruin him.

The following extract from an editorial article in the *Monetary Times* on the subject of chattel mortgages is so apropos at this time and contains so much sound common sense that we gladly give it a place and recommend it particularly to the careful perusal of our readers:

"It appears to us that among the retail trade generally there is an ignorance of the law relating to chattel mortgages, which enables unscrupulous creditors to inflict a positive injury not only upon their fellow creditors, but upon the common debtor as well. Frequently these instruments are procured on the express representation, or the tacit understanding, that none but the parties will know anything about their existence. It is important that every one should be made aware that these instruments, to be valid require to be recorded, and that they are then in due course published to the trade by the mercantile agencies. The result is that almost invariably the giving of such a mortgage security means the immediate suspension of business of the trader giving it. The whole transaction becomes known to the trade within a week or ten days at the most after its consummation, and the inevitable result must follow. If debtors as a class knew that this must inevitably be the result there is no doubt that it would in a measure prevent the consummation of some of the preferences with which the moral sense of the business community—and we believe it has a moral sense left—is so often shocked.

Let our readers know that these instruments must necessarily become known, else they are of no value, and let every honest man determine whatever the state of the law may be, to meet his creditors fairly and treat all alike when he finds himself unable to continue without placing a chattel mortgage upon his stock. By so doing he will in nine cases out of ten be best serving his own interests, as well as performing his simple duty. A general dealer who gives a chattel mortgage to some one creditor, seriously, if not permanently, damages his own credit and works manifest injustice to his other creditors. Doubtless many are coaxed, or pressed to do so. We have heard of cases where agents or solicitors of a house made promises to a trader to induce his compliance, promises which could not be kept. Some again, who get behind, are threatened with dire results if they refuse. All such may understand that their better course, when such a demand is made upon them, is at once to consult the whole of their creditors, and give undue preference to none."

WARNING.

As usual, when times get dull, there is a tendency on the part of some merchants to try and get a compromise from their creditors on terms very favorable to themselves. The usual method of procedure in such cases is to give security to some creditor who is a relation, or failing that, to some creditor who is "a friend of Barkis," and then with so much of their estate put securely out of their creditors' reach, they come forward and try to show the latter that it's about Hobson's choice with them, what they offer or nothing.

In too many cases it has unfortunately happened that self interest has made the creditors accept the alternative of settlement offered them by the debtor, and thus it is that they have often unwittingly become parties to breaches of commercial morality that none of them would care to encourage.

In addition to this evil, which, however, only can effect those creditors who are thus cheated out of part of their money, another and a greater wrong is practiced upon innocent parties. If there are two jewelers in a town and one of them gets a settlement at say fifty cents on the dollar, the result is that the goods only cost him one half the price that his opposition pays for his. In other words it is simply a premium of fifty per cent. on account of dishonesty. It lets the schemer off at half price, while it makes the honest jeweler pay one hundred cents on the dollar, and at the same time takes away his chance of doing it by putting a weapon of unfair competition into the hands of his sharper opponent, so that he can undersell him whenever he likes and still make a hundred per cent. profit.

THE TRADER has always held that such settlements are not only suicidal to the wholesale trade, but unfair to the retail trade as well, and the sooner they

are put a stop to the better for all concerned.

We are glad to know that at a meeting of the wholesale jewelry trade held in Toronto last month, this conclusion was unanimously arrived at. Toronto wholesalers with one voice say they will protect themselves and their honest customers, but as far as those are concerned who want to make a haul out of what may be their misfortunes, they will bring such wares to a very bad market.

This spirit is to be commended, and in this connection we might say that no merchant who comes before his creditors for the purpose of getting a settlement, whether by compromise or extension, has any right to give any *one* creditor security in preference to another. He should treat all his creditors exactly alike, and if he does not, the very fact that he has not done so, but has secured the claims of one or more of them should be taken as proof positive of a deliberate intention on his part to defraud them by forcing them into a settlement they would not otherwise be inclined to give. We say in *every* such case where a merchant gives preferential security and then wants to make a settlement, that the interests of commercial morality and the creditors own interests if they did but know it, demand that such a merchant should be made an example of and put out of business. His offence and his punishment should alike receive all the publicity that they deserve, not only as a punishment to himself, but as a warning to others.

This may appear harsh, but it is just, and we think in saying it we shall receive the sanction and support of the great mass of Canadian jewelers, who often under discouragement and always with great labor are forcing their way upward and honestly paying their way as they go. Nor is this intended to be anything in the way of an honest though unfortunate merchant getting a favorable settlement with his creditors. If such a person, and unfortunately there are some honest insolvents, has to meet his creditors and ask their leniency, let him meet them with clean hands, show a clean sheet and say, "Gentlemen, here is everything I have in the world, it is yours, dispose of it as you like," we say *should* such a man come before his creditors with such a record, that they will cordially extend to him the help he requires, and do all for him they possibly can.

Did merchants but know it, the wholesalers from whom they buy, instead of being enemies as many regard them, are really their best friends. And if any of our readers should at any time be unfortunate enough to become involved beyond their depth, our best advice to them is, don't give any one creditor security over another, but at once call a meeting of your creditors and frankly place your affairs before them. If any one can help you they will, and their interests and yours are identical and not antagonistic as many suppose.

That "honesty is the best policy" is an old truism, and in nothing is it more true than in the dealings between debtor and creditors such as we have written of above. While the honest unfortunate should have nothing but sympathy extended to him we hold that the schemer should not only be thoroughly exposed, but punished.

If our wholesale jewelers in Canada are wise they will see that this programme is faithfully carried out from this time forward, and if they do they will not only be better off in pocket themselves, but do a good turn to the great mass of honest merchants who justly glory in paying their debts in full and asking favors from none.

AN EXTRAORDINARY BUSINESS.

Mr. J. C. Diggins, jeweler, of Strathroy, recently notified his creditors that he was unable to meet his liabilities as they matured, and that he would be compelled to ask a compromise.

A meeting of his creditors was therefore called for the 10th January, which was attended by nearly every wholesale merchant in Toronto, Montreal and Hamilton. At that meeting Mr. Diggins, who was accompanied by his solicitor, made a statement, that owing to unforeseen dullness in business he had been compelled to ask his creditors to meet him, and consent to a compromise, and finally wound up with a provisional offer secured of thirty cents on the dollar of his liabilities. As Mr. Diggins' statement was neither full nor clear, the creditors declined to deal with his or any other offer until they had more information about the estate. They therefore requested Mr. Diggins to make an assignment to one of their number, which he declined to do, but agreed to do so to a Mr. Johnston of Strathroy. This the creditors stoutly objected to, and Mr. Diggins and his solicitor as stoutly contended for, until it became evident to the insolvent that if he wanted to have any chance of staying in business he should act according to the unanimous wish of his creditors. He thereupon assigned to Mr. R. Y. Ellis, of the firm of P. W. Ellis & Co., of Toronto, who at once proceeded to take possession of the premises, and collect full information regarding the business.

This done, the assignee called a second meeting of the creditors, which was held on the 19th January, at which the following statement, prepared by him, was presented :

LIABILITIES.		
General creditors	$5,296 43	
Mrs. Diggins	825 00	
Chattel Mortgage	967 00	
Rent	225 00	
		$7,313 43
ASSETS.		
Clocks	$ 664 71	
Silverware	1,028 44	
Jewelry	2,787 61	
Fancy Goods	625 43	
Material	100 55	
Shop Fixtures	627 70	
Accounts	74 70	
		$5,909 14
Apparent deficiency		$1,404 29

On the face of it, this statement is apparently straight-forward enough, but an investigation shows that either Mr. Diggins deliberately set about to swindle his creditors, or that he is woefully deficient in judgment, and utterly wanting in business capacity; which is correct we leave to the judgment of our readers.

A few years ago, Mr. Diggins carried on business in Strathroy, in company with a Mr. Cross, under the style of Diggins & Cross. Mr. Cross, however, wanted to retire, and Mr. Diggins bought him out. In order to do this and pay off his creditors, he borrowed money from his brother-in-law, Mr. McTaggert, of London, the present holder of the only secured account. Of course, when the existence of this mortgage became known to the trade, as it at once did, Mr. Diggins found it almost impossible for him to buy except for cash, and after some little delay the brother-in-law removed the mortgage on the understanding that it should be again put on if any of his creditors began to press him. When this mortgage was removed, the trade generally were under the impression that Mr. Diggins had paid it off, and the result was that his credit again became fairly good. Early in September of 1884, Mr. Diggins began to make preparations for his fall and Christmas trade. He bought most unselfishly from almost every firm who called upon him, and his purchases for the last three months of last year aggregate about $5,000. Now, Strathroy is

GOLDIE & McCULLOCH,

1844.—ESTABLISHED—1844.

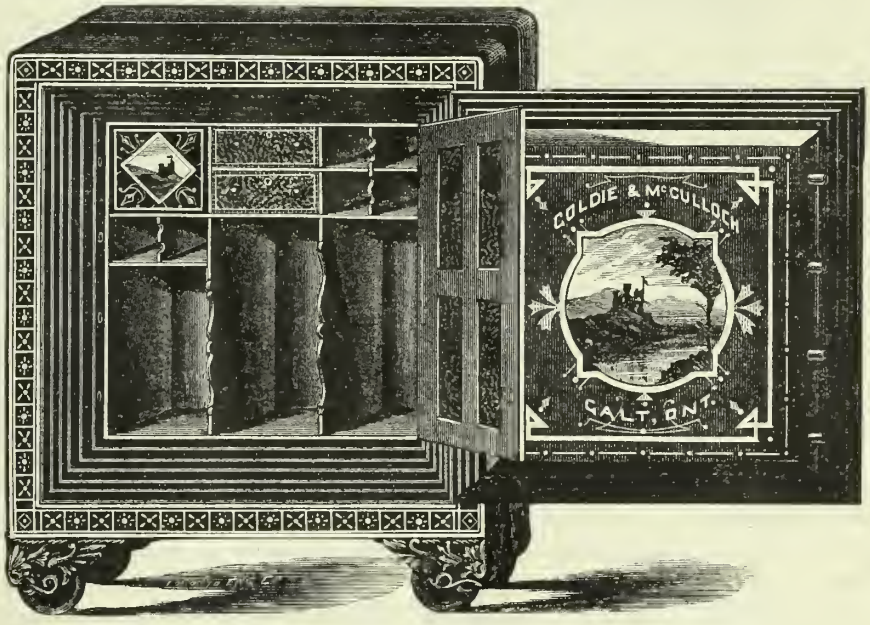
GALT - SAFE - WORKS

Manufacturers of the highest grade of **FIRE AND BURGLAR PROOF SAFES, FIRE AND BURGLAR PROOF BANK VAULTS, AND LININGS, FIRE AND BURGLAR PROOF VAULT DOORS,** and general Bank and Burglar Proof Work.

Our work is unsurpassed in quality, in materials used, in mode of construction and in finish, and we have been awarded all the highest prizes wherever we have exhibited, including

TWO GOLD MEDALS IN 1884.

The Only Safes in Canada



that have been awarded GOLD MEDALS

We are the only Canadian Manufacturers who have prevented the Locks on all the Safes and Vault Doors built by us within more than a year past from being drilled, by protecting them with a plate of

DRILL PROOF STEEL

Owing to the peculiar construction of our Safes they do not become damp, mouldy or musty inside.

Our Toronto representative, MR. GEO. F. BOSTWICK, with Office and Warerooms at No. 50 CHURCH ST., has a large assortment for immediate delivery.

INSPECTION INVITED, PRICES REASONABLE. TERMS EASY.

not a large city, nor do its jewelers in general, nor Mr. Diggins' experience of Strathroy's fall trade in particular, warrant him in buying goods so unsparingly did he anticipate paying for them. He must certainly have known that if in an average year, when he bought $1,500 or $2,000 worth of goods, and found that amount all he could sell, that in the face of a dull year and low prices it was folly or worse to buy nearly three times his usual quantity of goods.

But this is not the worst feature of this failure. To at least a couple of firms who doubted the advisability of his buying so many goods, he represented that at that time, September, 1884, he did not owe a cent on his old accounts outside of his brother-in-law and his wife, and that he had at least $4,000 of stock, and considered himself worth at least $2,500 as clear of everything. If Mr. Diggins told the truth when he wrote the letters which stated this, then his business must have taken a singularly bad turn during the most paying quarter of the year. In that short time, not only has he lost his own $2,500, but $1,400 of his creditors' money. The fact is that Mr. Diggins' stock does not at the present moment show any more, if as much, goods as he bought last fall alone, to say nothing of any old goods. When these facts were placed before the meeting, they very properly decided that whichever horn of the dilemma Mr. Diggins chose to impale himself upon, incapacity or dishonesty, it was high time to put an end to his career if it had to be carried on at their expense. The fact that he had given a preferential security to one of his creditors they decided was *prima facie* evidence of a desire to defraud his creditors, and they decided not to entertain any offer from him at any figure short of 100 cents on the dollar. They further considered that if he had really lost the money in the business, which they very much doubted, he had not capacity sufficient to run a business of his own, and it was better he should work for someone else. If, on the other hand, the money had not been lost, then he had manifestly deceived his creditors, and they were not prepared to trust him any further.

With this decision THE TRADER thoroughly agrees, and we think it would be well for the wholesale trade always to go as thoroughly into the affairs of insolvents as they did in the case of the Diggins failure ; it would be better for themselves, and better for their customers who pay 100 cents on the dollar, and whose interests they shall be bound to protect.

Selected Matter.

GOSSIP ABOUT DIAMONDS.

CURBSTONE DIAMOND MERCHANTS.

Some one evidently in the interest of that pestiferous class of dealers in precious stones who carry their stock in trade in their pockets and either obtain their goods illegitimately or mysteriously hint at such a source of supply when attempting to effect a sale, perhaps one of the fraternity, has been "stuffing" a *News* reporter and at the same time "booming" the "racket" in the following neatly constructed interview :

"Personally I know of five or six men who make at least $5,000 a year selling diamonds on the streets of Chicago," said a good authority on such matters yesterday. "When I say 'on the street,' I mean that they ply their avocation without any store or office. These men go about among women of ill repute, among fast young men who love to possess the gems, and to the hotels, where getting acquainted with gentlemen of means, they are enabled to sell the stones."

"Are the gems of a good quality, as a rule ?"

"Yes. In fact, I believe these street merchants will sell a fine diamond for less money than a regular jeweler.

"How can that be ?"

"Well, the point is this—and in telling you about it I give you the reason for not mentioning my name—most of the diamonds sold by these men are smuggled goods. They are brought to this country free of duty ; and, again, these street sellers, having no rent to pay, are enabled to sell closer."

"Do they carry large stocks ?"

"I have seen one of them with a hatful of the stones. I know of three of them that have a boxful each in the vaults of a safe deposit company. The stock in trade of each of them will easily schedule at least $4,000.

"There is another class of the same dealers in gems. They are friends of the more prominent pawn brokers. The latter give them one or two diamonds to sell. For example, the pawnbroker gives his friend a diamond worth $200. The friend goes out, and, by specious talk, sells it for $250. It may take him a week to make the sale, but the profit is good, as you can easily see."

Not many months ago a diamond dealer of the class spoken of came to this city, putting up at the Palmer house. He soon became known as the "Diamond mystery." He registered and introduced himself as Lieut. Somerville, U. S. N. He did not belong to the navy at all but his glib tongue enabled him to work his game for some time. It was his custom to carry from ten to twenty elegant diamonds loose in his pockets, and there is no doubt he did a thriving trade. The pseudo naval lieutenant disappeared as quickly and silently as he came, and it is understood that he did an immense business in his line.

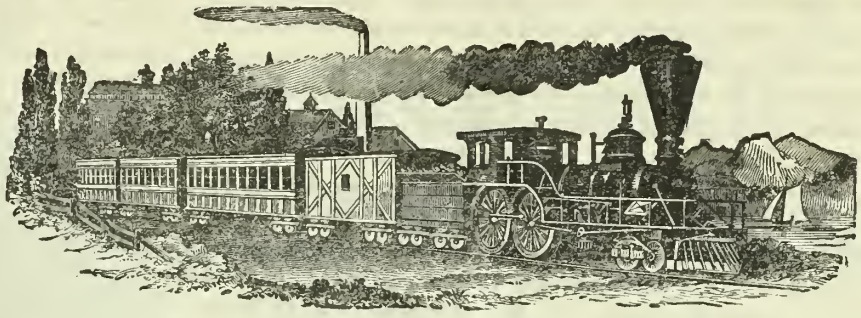
All of which is the veriest bosh, published in the interest of a class of irresponsible leeches upon legitimate trade. All sensible people know that in the purchase of valuable articles of personal property immunity from fraud and deception is only secured by confining one's dealing entirely to reputable and responsible business men, who cannot afford to deceive, and that in buying of strangers and irresponsible parties they invite deception. Illustrative of this is a case which came to our knowledge but a few days since. A reputable citizen, a regular patron of one of our largest retail jewelry establishments, fell in with one of these curbstone merchants, and deceived by his specious talk, actually bought of him a diamond which really belonged to the retail firm with which he regularly dealt, but had been entrusted to this shark for sale upon deposit of ample security (a practice by no means infrequent in the trade,) *and paid for it $200 more than the jewelry firm would have charged him.*

—"*Exchange.*"

"THERE IS NOTHING NEW UNDER THE SUN."

The very humorous statuette which may be seen everywhere, of a barefooted boy drawing a spine from his foot and making a very rueful face at the surgical operation, is a plagiarism of one of the rarest and most beautiful of the smaller art treasures of the world, a Greek bronze copy of the Roman "Spinario," known also as "Le Tireur d'Epine," which was sold in Paris several years ago. This statuette is probably a specimen of Greek art of the fourth century, and the figure

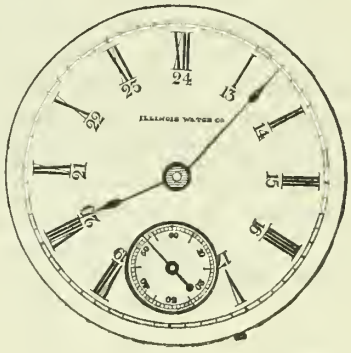
ON TIME!



The ILLINOIS SPRINGFIELD

"RAILROADER."





Adapted for either the new or old system of

TIME.

A Reliable Timer, with our new

EQUI-BALANCED, PLATE ADJUSTED ESCAPEMENT.

Warranted by the

ILLINOIS WATCH COMPANY.

FOR SALE BY ALL JOBBERS.

as seated is nine and seven-eighth inches in height. It was bought by the firm of Rollin & Feuardent, of Paris, where its exhibition created much sensation in the art world, and was sold for 70,000 francs to Baron Edward de Rothschild, who carried it off while the authorities of the Louvre were debating about buying it, and those of the Berlin Museum were anxious to secure it.

If we remember right, it was found some twenty years ago at the Acropolis, on the site of Sparta, Laconia, and sold for a small sum to one Mr. Merlin, the English Consul at Athens. While on a continental voyage, which included Greece, the Duke of St. Albans saw the work and purchased it for $1,000. The duke, we believe, afterward sold it again to a member of the Paris firm of Rollin & Feuardent for $5,000.

The legendary story of the "Spinario" is as follows: A young shepherd, seeing the Latins enter in the night time the Roman territory, ran to the capital to tell the Senate. On the way he got a thorn in his foot but did not stop. He endured the pain on his continued course, and after having delivered his message sat down to extract the thorn. The Senate, in admiration of his heroism and to perpetuate his fame and patriotism, decreed that statues representing him taking out the thorn should be erected to his memory. The seated figure is that of a young man, and as he bends forward to extract the thorn from his left foot, which rests on the right by the knee, the expression of his face and the whole anticipatory shiver seen throughout his body, shows that he knows it will be a painful operation but that he intends to go through with it the youth's hair is short and the whites of his eyes are of silver.—*Exchange.*

THE MATRIX OF A DIAMOND.

Until the South African mines were discovered the diamond was always found in sands and gravels, different from the mineral in which it was believed to be formed. At Griqualand West, however, the consolidated eruptive mud of the mines was believed by some to be the true matrix of the diamond; but opinions differed on the question, and arguments were found on both sides. M. Chaper, a French geologist, has, however, during a scientific mission to Hindostan, succeeded in finding the diamond in its mother rock. At Naizam, near Bellary, in the Madras Presidency, M. Chaper has found the diamond in a matrix of rose pegmatite, where is associated with corundum. The tract of country is almost denuded of trees, bare and rocky, and the rains wasting the rocks every year expose fresh diamonds in the soil. The rock is traversed by veins of feldspar and epidotiferous quartz. Here the diamond is always found, associated with epidotiferous rose pegmatite. The diamond crystals observed are octahedral, but less distinct in line than the stones of South Africa, which seem to have been formed in a freer matrix. It follows from M. Chaper's discovery that diamonds may exist in all rocks arising from the destruction or erosion of pegmatite for example, in quartzites with or without mica, clays, pudding stones, etc.

BUSINESS CHANGES FOR JANUARY.

W. Stein, Jewelry, Hamilton, assigned; John McGrattan, Tins, &c., Wingham, assigned; C. C. Snowdon, Wholesale Hardware, Montreal, dissolved; John H. Morris, Hardware, Forest, burned out; Robt. Boyer, Jeweler, Ridgetown, sold out; Issac Shannon, Tins, &c., J. H. Vandusen, Hardware, J. H. Morris, Hardware, Tara, burned out; J. C. Diggins, Jeweler, Strathroy, McMahon Bros., Hardware, Kingston, Robert McMahon dead; Adams & Ryckman, Hardware, Glencoe, dissolved, Adams continues; W. Alexander, Jeweler, Toronto, assigned; Samuel Stern, Clocks and Fancy Goods, Toronto, assigned; J. J. Kelly, Stoves and Tinware, Orangeville, succeeded by A. & W. Johnson; H. C. Collamore, Jeweler, Forest, assigned.

A PSALM FOR THE TRADE.

Tell us not in doleful numbers
Trade is done for evermore,
That supply, demand outnumbers,
And the drummer's day's are o'er.

Trade is real—trade is active,
Better times again we'll see;
To remain stagnation's captive,
Is against all history.

Time is long—bills maturing
Must be paid without delay;
Such the only way insuring
Better trade at early day.

Shun this reckless competition.
Look beyond the moment's gain,
Learn that honest coalition
Is far better in the main,

Stop this scheme of future dating,
Ere it has become too late;
Act at once and cease all prating—
Leave consignments to their fate.

Lives of others all remind us,
If our dealing's just and fair,
That a better time will find us
Getting all our honest share.

BUSINESS NOTES.

H. C. Collomore, jeweler of Forest, Ont., after struggling against fate for years past, has at length assigned. The only wonder is that he managed to hold out so long.

We are glad to learn that Messrs. J. J. Blackmore & Co., of St. Thomas, have been awarded the contract for the heating apparatus of the Hamilton Post Office.

Business in Canada, during January, has been unusually dull, but on account of the rise in grain, the trade generally look forward to better prospects ahead. Reports generally indicate that the sales during the latter half of the month were far ahead of the first half.

S. T. Culp, Wholesale, of Toronto, and proprietor of Culp's Patent Motor, has gone with his wife to New Orleans to pass the winter. S. T. has a "big thing" in his patent motor, and the New Orleans Exposition should afford him a splendid opportunity to push it.

We direct the attention of our readers to the advertisement of Messrs. Goldie & McCullough's Safes, to be found on another page. This firm is thoroughly reliable and any person wanting to buy a safe, may depend upon their representations as being strictly correct.

If any of our readers have not yet joined the Jewelers' Security Alliance, they should do so at once. Procrastination is a dangerous thing, and some of our jewelers may remember when too late that had they taken the advice of The Trader they would have been in a much better position than they find themselves. The best men in the trade are joining, and we trust that ere the year closes every jeweler in Ontario will belong to it.

Mr. Walter Dickey, late accountant for Messrs. Smith & Fudger, Wholesale Jewelers, of this city, was banquetted a few evenings ago at the Rossin House by his fellow-employees and friends, the occasion being his leaving the service of that firm to go to Kansas City, U.S. A very enjoyable evening was spent. We wish Mr. Dickey success in his new sphere of labor.

It is said that the Waltham Watch Company have reduced their force by six or seven hundred and cut the wages of those remaining about 20 per cent. This is the swing of the business pendulum with a vengeance, but we have faith in the Waltham company, and believe that it will not be long before they are running on full time again, and all hands at work.

Messrs. C. N. Thorpe & Co., the well-known makers of the Boss and Keystone Cases, have added a new Albata Cap Case to their already extensive line of goods. They have named these goods "The Leader," and we have no doubt but that they will find a ready sale for them. The reputation of the company is a sufficient guarantee that whatever they put upon the market is first-class.

The Customs Authorities in Montreal seem to be making some large hauls lately. The last development is of a prominent firm of custom brokers who, it appears, have been in the habit of passing goods for various firms in the city on fraudulent invoices of their own manufacture, and at about half of their real value.

It is probable that the Customs Authorities will make an example of this firm. So far as it



A FEW OF THE ADVANTAGES

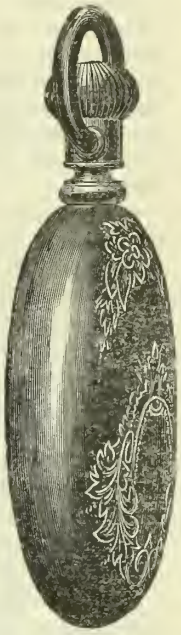
—OF—

QUIGLEY'S

INVISIBLE JOINT

—OVER—

THE REGULAR JOINT.

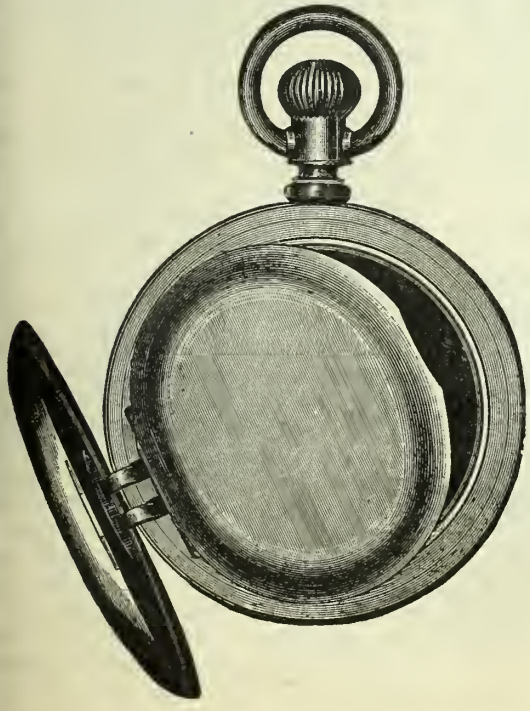


1st. The same thickness of metal around the Pin. In the regular joint there is half filed off the joint on the outside, in opening the case, and finishing the joint, and in many cases more, thereby making the joints weak.

2nd. In putting the joint or hinge inside the centre it closes the back or cover to the centre or rim of the case. In the regular joint, where the joint or hinge is placed between the back or cover and centre or rim, it tends to push them apart, and in case of the pin being forced into the joint or hinge it forces them more apart, and leaves an opening for the dust to get into the works of the watch.

3rd. The joint or hinge being inside, the centre or rim is protected and being made heavier is stronger and will wear longer.

4th. The spring in the Hunting Case is made of a flat piece of steel, and is not hardened as hard as the one in the Regular Case. It is guaranteed not to break.



5th. Both hunting and open face cases open like the regular case, and unlike the majority of patent cases are not liable to get out of order.

6th. There are no joints or hinges on the outside to wear out the pockets, or admit dust.

7th. The outside surface of case being perfectly smooth, admits of continuous engraving around the centre or rim from the front to the back of case.



can be ascertained, it appears that they have been acting entirely on their own hook, and none of the merchants for whom they entered goods were aware of anytbing being crooked about tbe transactions. We think if the Montreal appraisers were half as sharp or as well posted as tbose at the port of Toronto, such things could not long pass unnoticed.

The failure of Mr. M. Stein of Hamilton, in the jewelry business, is not altogether an unlooked for event. Failure as far as the creditors are concerned runs in the blood apparently. We sincerely trust that the Canadian creditors will fare better at their hands than their American creditors did on a former occasion.

Jeweler's Board of Trade.—The project has been mooted of starting a Jeweler's Board of Trade amongst Toronto Wbolesale Jewelers. Such an organization would be a good thing for the entire trade, and we thiuk it should receive the support of every one in the wholesale jewelry business. We trust to see this under way at an early day.

Bargains.—Owing to contemplated changes in their business, Messrs. McNaught & Lowe advertise great bargains in jewelry and other goods for the coming month. Tbey are changing the character of their business and going out of a lot of lines which they offer at about cost. This is a rare chance which we have no doubt many of our close buyers will take advantage of.

The failure and assignment of Thomas Phillips, junr., wholesale hardware, Montreal, is announced, with liabilities, direct and indirect, of from $60,000 to $70,000 as reported. It is not yet known how the estate will turn out. The business was formerly carried on by Elliott, Phillips & Co., and before that by Elliott, Sawtell & Co., none of which firms apparently met with any large measure of success.

We regret very much to learn of the death of Mr. Wm. Carrier of the civil service, Ottawa, father of Mr. W. F. Carrier, wholesale jeweler, Toronto. Mr. Carrier was well and favorably known both in Toronto and Ottawa, in both of which cities he resided for years, and he leaves behind him the memory of work well done, and a good name which is better than riches.

The Meriden Silver Plate Co., who removed their plating works to Hamilton last November, have leased the new warehouse ou 14 Colborne street, and fitted it up as a sample and salesroom. The establishment is under the management of Mr. H. R. Warren, and the Compauy purpose carrying a full line of samples, so that customers visiting Toronto can order without going to tbe factory. This is a step in the right direction.

The Watch Sign of McNaught & Lowe is more than a curiosity—it is a conundrum. Almost every day dozens of people may be seen looking at and wondering what makes it swing. To all such who come inside to find out how it is done (and their name is legion), the proprietors say: "We have a nigger down cellar who does the trick." If they won't take that in, then it is by electricity. Most of them will believe one or the other of these reasons, but none the simple truth that it's the wind which puts and keeps it in motion.

A New Jewelry Firm.—Another competitor for public favor in the jewelry trade, has just been organized in the firm of Thayer & Ellis. Both of these gentlemen have been long and favorably known to the trade, Mr. Thayer as bookkeeper for the old firm of J. G. Joseph & Co., and recently for E. & A. Gunther. Mr. Ellis has represented the latter firm on the Eastern Road for the past three years, and is one of the best known travellers in the business. The new firm has youth, energy and a thorough knowledge of their business, and they should soon establish themselves. The Trader wishes them success in their new venture.

A new competitor for public favor in the plate business is the Acme Silver Plate Co., of Toronto. This Company bought the plant and fixtures of the Meriden Silver Plate Co. when they removed their headquarters to Hamilton, and propose to carry on the plating business on the premises formerly occupied by that company. We understand that they have made satisfactory arrangements witb a leading American plate factory for goods in the metal, and expect in a very short time to have a complete line of goods ready for the market. The new venture will be under the management of Mr. Blackburn, late manager for the M. S. P. Co. in Toronto.

The failure of Samuel Stern, Wholesale Clock and Fancy Goods Dealer, of Toronto, was a decided surprise to the trade, as his has always been regarded as one of the strongest houses in the business. As far as we can learn at present, the failure is a very bad one, and the creditors are not likely to get very much out of his estate. It is rumoured that there is a considerable quantity of goods "hypothecated," but nothing definite is known yet. We shall have something further to say about tbis as soon as the facts come to light. In the meantime we can only say as old friends of Mr. Stern's, that we hope he can show a clean sheet and that he will come out all right.

The Square Man.—The following is Josh Billings' description of a "square" man in lumber parlance:—"The square man mezzures the same each way, and has no wainy edges or shaky lumber in him. He is free from knots and wont warp. He is clear stuff, and I don't care what you work him up into, be won't shrink. He is among men what good kiln-dried boards are among carpenters—he won't crack. It makes no difference which side you approach him, he is the same bigness each way, and the only way to get at him is to face him. He knows he is square, and spends no time in trying to prove it."

The Watchmaker and Metal Worker of Chicago in their last issue have the following:—"The Hampden Watch Company, of Springfield, Mass., make an announcement in this number of *The Watchmaker and Metalworker* that will interest the entire trade. Tbis company have had the good fortune, thanks to Mr. Rood's clever and conservative management, to feel the hard times only very sligbtly, having met the trade more than half way in changing the character of their productions in order to fill orders more promptly, and improving the character of their cheaper grades so that now they are enabled to "take the bull by the horns" and give tbe newly awakened trade a fine watch movement at a very low price. Their standard bas always been a very high one, and they hold it right up to the top."

Although business has been depressed for some time, it does not seem to have affected the plate companies very much. The Toronto Silver Plate Company report the largest business they ever did, in fact they were unable to keep pace with their orders. They are pushing ahead fast. The Meriden Britannia Co., of Hamilton, as usual, had more than they could do during the latter part of the year, and their customers felt like complaining, because goods were slow in coming. They report the volume of business for the past year as fully equal to any former year. The Simpson, Hall, Miller & Co. factory report the best trade they have ever had, and were full of orders from the start of the year to its finish. These goods are popular and low in price, and they say they are always bound to get their share of what trade is going.

A Growing Industry.—By the advertisement of Messrs. Hemming Bros. on another page, it will be seen that this enterprising firm have outgrown the chrysalis state of tbeir existence and obtained an enviable distiuction in their special line of manufacture. Their new premises on Adelaide Street East, immediately behind the *Globe* office, is one of the finest in the city, and their sample room will without doubt in future be one of the principal attractions to jewelers visiting the city. This firm have by prompt aud reliable dealing built up a very large busiuess and The Trader wishes them continued prosperity and success.

Mr. Wm. Alexander, Jeweler, of Toronto, called a meeting of his creditors on the 15th of January, to consider what they would do with his estate. Mr. Alexander's father, who had advanced him about $2,000 in cash, was secured to the extent of $1,100; the rest of the claims were unsecured. Mr. Alexander, sr., informed the meeting that although he held that security, he was willing to waive it, and rank along with tbs rest of the creditors. The estate thus being placed entirely in the hands of the creditors, they took a lenient view of the case and gave him a very favorable settlement. Mr. Alexander has been very unfortunate last year on accoumt of sickness, and the effect of his honest endeavor to do tbe very best for his creditors, not only gained him their good will, but will be of the greatest assistance to him in the future. They were all unanimous in promisiug him help whenever he required it.

Mr. H. B. Coates, Jeweler, of Stratford, writes most of his creditors, making them a proposition to pay 25% of their claims and get their receipt in full therefor. It appears that Mr. Coates bought his business from his uncle, Mr. Jones, of Stratford, who tbougbt fit to trust him without other security than a bad judgment, which he promised to hold until the business was paid for, and until various other wholesale houses had sold him goods to the amount of nearly one thousand dollars. This done, he steps in and takes a chattel mortgage to replace his judgment and secure his claim, and Mr. Coates having given this security, is told to cooly ask the balance of his creditors to accept 25 cents on the dollar for their claims. This is certainly about as cheeky a piece of business on the part of Messrs. Coates and Jones as we ever heard of, and we trust that the unsecured creditors will unite and try to break the mortgage and distribute tbe assets equitably, or failing that, to put Coates out of business. Mr. Coates must have known that

THE
BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



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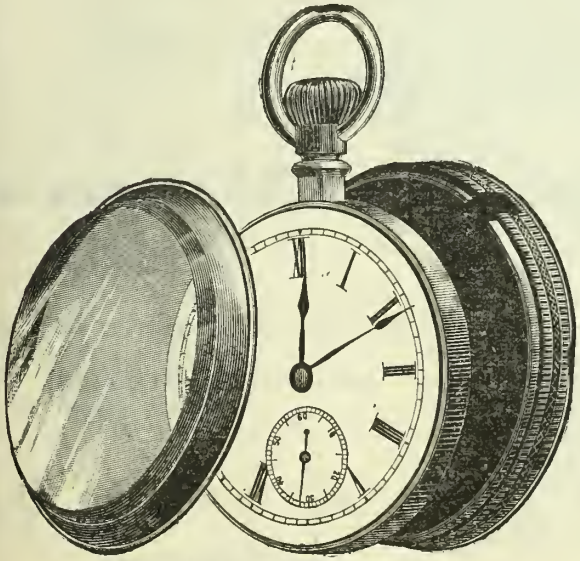
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



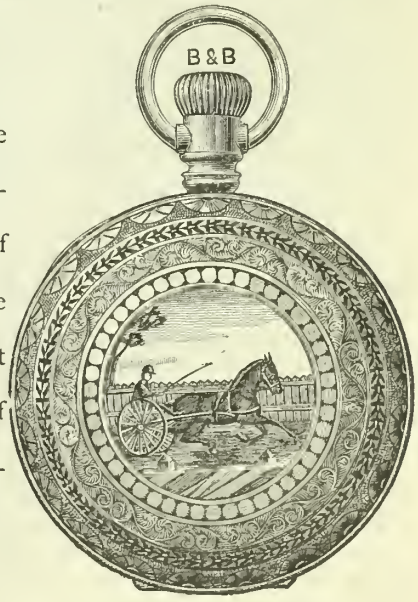
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SOLD BY ALL JOBBERS



Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22

Back View of
PATENT SNAP BEZEL CASE.

outside firms gave him credit because his stock was not seriously encumbered, and that his honest duty in the matter, when Mr. Jones pressed him for further security, was to have called a meeting of all his creditors, stated his case, and placed himself in their hands. The fact of his quietly securing his largest creditor, without consulting any of the others, and then trying to compromise with them at one quarter of what the goods cost, in our opinion, stamps Mr. Coates as a man unfit to be in business, and the quicker he is put out of it the better. The sooner a few examples are made of such merchants, the moral atmosphere of the jewelery business will breathe all the freer, and honest jewelers get a fairer chance to make a living. We will have more to say about this case as soon as developments justify us in exposing it more fully. Since the above was in type, we learn that Mr. Coates bought the business, he was utterly inexperienced, and has simply been made a tool of by Mr. Jones.

WORKSHOP NOTES.

Magic Polish for Brass.—Add to sulphuric acid half its bulk of bichromate of potash ; dilute with an equal weight of water, and apply well to the brass; rinse it well immediately in water, wipe dry, and polish with pulverized rotten stone.

Gold and Silver from Textiles.—Cut into pieces the gold or silver lace, tie it tightly, and boil in soap lye till the size appears diminished ; take the cloth out of the liquid, and, after repeated rinsings of cold water, beat it with a mallet to drive out the alkali. Open the linen and the pure metal will be found in all its beauty.

Tempering Brass.—Brass is rendered hard by hammering or rolling ; therefore, when you make a thing of brass necessary to be tempered, you must prepare the material before shaping the article. Temper may be drawn from brass by heating it to a cherry red, and then simply plunging it into water, the same as though you were going to temper steel.

Cleaning Dull Gold.—Dull gold may be cleaned in this way : Take 80 grams calcium hypochlorite. 80 sodium bicarbonate, and 20 sodium chloride, and treat the mixture with 3 litres of distilled water. It must be kept for use in well-corked bottles. Goods to be cleansed are put in a basin and covered with the mixture. After some time they are taken out, washed, rinsed in alcohol, and dried in sawdust. The articles then have the same appearance as if new.

Moulding-Sand for Brass or Iron.—The various kinds of good moulding-sand employed for casting iron or brass have been found to be almost uniform in chemical composition, varying in grain or the aggregate form only. It contains between 93 and 96 parts silex, or grains of sand, and from 4 to 6 parts clay, and a little oxide of iron in each 100 parts. Moulding-sand which contains lime, magnesia, and other oxides of metals is unfit for use, particularly for the casting of iron or brass. Such sand is either too close, will not stand or retain its form, or will permit the metal to boil through its closeness.

To Clean Brass.—The method prescribed for cleaning brass, and in use in all the U.S. arsenals, is claimed to be the best in the world. The plan is to make a mixture of one part common nitric acid and one half part sulphuric acid in a stone jar, having also ready a pail of fresh water and a box of sawdust. The articles to be treated are dipped into the acid, then thrown into the water, and finally rubbed with sawdust. This immediately changes them to a brilliant color. If the brass has become greasy, it is first dipped in a strong solution of potash and soda in warm water ; this cuts the grease, so that the acid has free power to act.

Coloring Copper.—To produce a dark brown color upon copper, take the white of an egg, beat it into froth, add a little boiled or rain water, and add to this mixture red oxide of iron color ; rub them well together in a mortar, and sufficiently thick until the color covers, and may be applied. The copper article is to be pickled and simply washed ; no sand must be used, else the color adheres badly. The latter is next applied with a brush until it covers the surface ; it is then dried by fire, the article is generally rubbed with a soft rag and red oxide of iron powder, and finally hammered with a hammer with polished face.

OTHER NOTES.

Six hundred freight car loads ($170,000,000) of silver dollars are piled up in the government treasury vaults, and the mints are still turning them out at the rate of $2,000,000 per month.

What is undoubtedly the smallest steam-engine in the world is the production of a resident of Arkona, in this Province. The dimensions of this miniature affair are as follows :—Diameter of cylinder, ⅛ of 1-16 of an inch ; stroke, 1-32nd of an inch ; weight, ⅛ of a grain ; bore of cylinder, .3125 of a square inch ; revolution, .1760 per minute ; horse-power, .12490 part of a horse-power. This engine is so small that it can easily be covered with the case of a 22 calibre cartridge.

The carriage in which the first Napoleon made his famous retreat from Moscow, and in which he as Emperor set out from Paris in the campaign which closed at Waterloo, is now preserved in London among the effects of the Duke of Wellington. It is a two-seated conveyance, and the top, or cover, is lined with thin sheet-iron. There is also a front curtain of iron, which can be lowered at will. The wheels are large and heavy, and the steps at either side silver-finished and of a curious design. The rear seat was the one used by Napoleon. Under the cushion of the seat he carried blankets and pillows.

An aide-de-camp to the Duke of Wellington had, at the peace preceding the escape of Napoleon from Elba, gone to Torquay for the benefit of his health, being in an advanced stage of consumption. On hearing that Bonaparte was again at Paris, the Captain sent for his medical attendant and asked him how long, with care, he might hope to live. "With care, several months," replied the doctor. "Several months only," said the poor invalid ; "then I may as well die in battle as in my bed." He joined his regiment, fought gallantly at Waterloo, received a wound which took away all the diseased part of his lungs, and lived many years longer.

T. WHITE & SON,

MANUFACTURNG JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.

FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

E. & A. GUNTHER.

We desire to call the attention of the Trade to our large assortment in

WALNUT AND NICKEL CLOCKS,

MATERIALS,

GLASSES,

SPECTACLES.

SATISFACTION GUARANTEED.

ORDERS BY MAIL SOLICITED.

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JORDAN & MELINDA STS.,

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WHOLESALE DEALER IN

Watch Materials.

FINE AND COMPLICATED WATCH-REPAIRING A SPECIALTY.

71 Yonge Street, Cor. King,

TORONTO.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

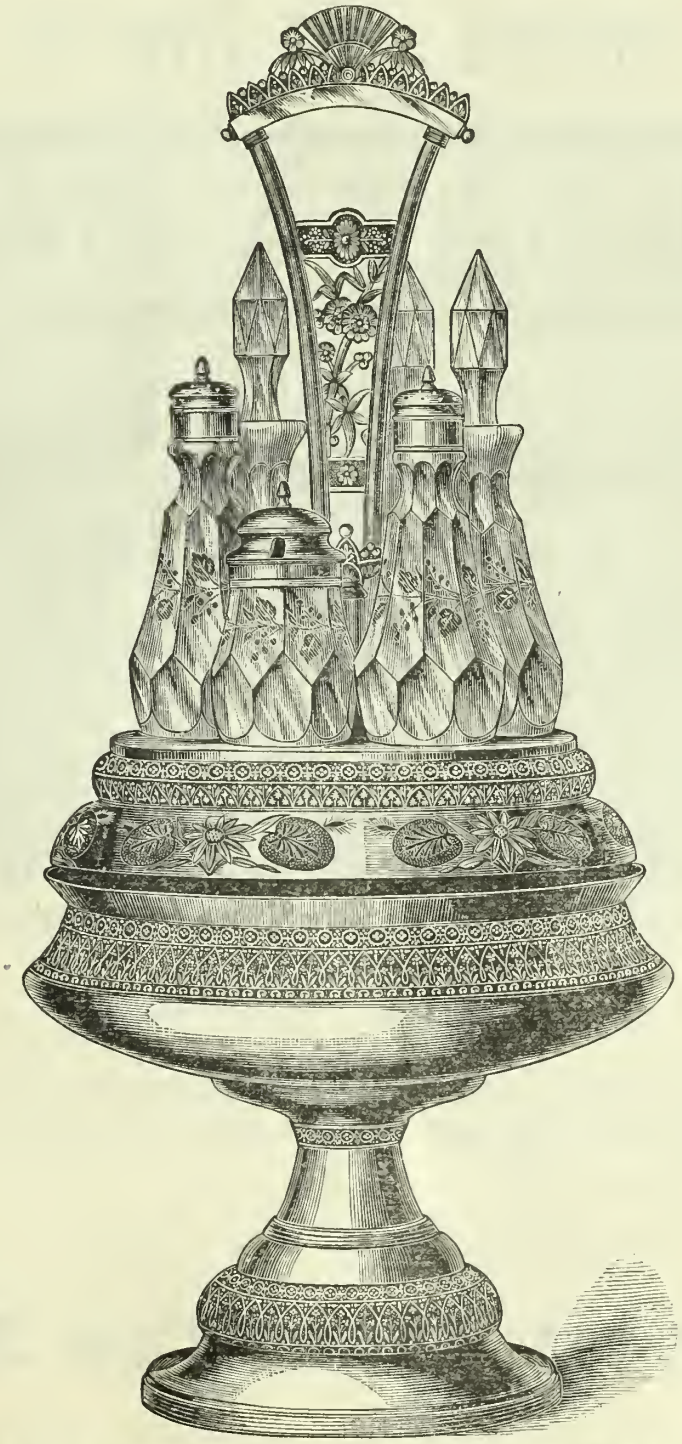
ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty Staple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,

Wallingford, Conn.

No connection with any concern in Waterbury, Meriden or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

THE NEW LINE OF THE KEYSTONE FACTORIES.

A GOLD JOINT

SILVER CASE WITH AN

ALBATA CAP.

STAMPED LEADER COIN

This new Case is made by the same plant, with the same care, and backed by the same experience, as have brought the KEYSTONE Case to the front and won for the products of the Keystone Factories the title of THE BEST IN THE WORLD.

It contains all of the improvements embodied in the Keystone Case, including the DUST-PROOF BAND, and is INTERCHANGEABLE, to fit all American Movements.

A Full Line of 18-size Cases in 2, 3, 4 and 5 oz. weights are now in the hands of the Jobbing Trade. Send for samples, and in future, instead of buying the regular Albata Cap Cases, ask for the GOLD JOINT Silver Case with ALBATA CAP.

The Keystone Watch Case Factories,

19TH AND BROWN STREETS, PHILADELPHIA, PA., U.S.A.

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

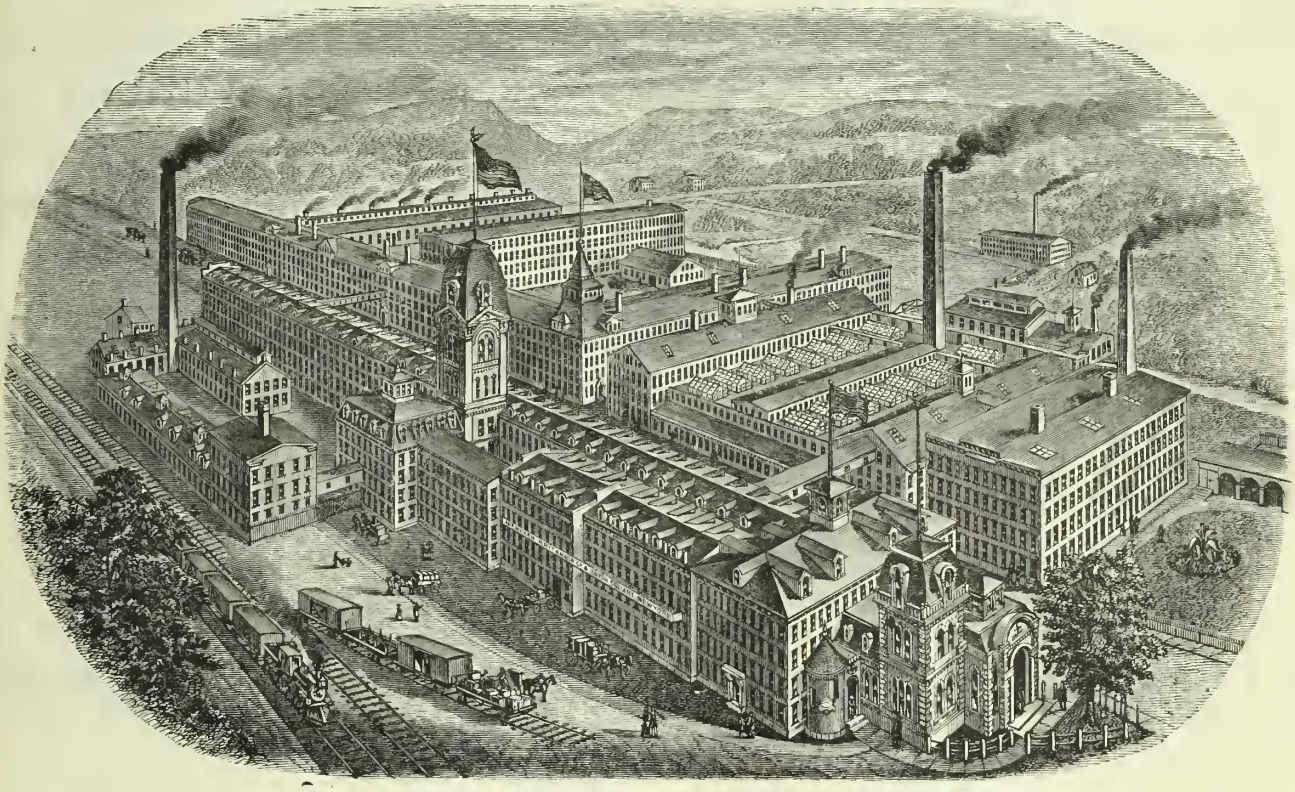


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE MARK.

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

In compliance with an increasing demand, we have placed on the market a

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

embodying many of the excellent qualities of our original Patent Dust Proof Case, though offered at a lower figure.

The back and center of the new case are made of one continuous piece of solid silver, into which an Albata Cup is screwed identical in shape with the back, thus greatly strengthening it and efficiently protecting the Movement against dust.

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

We shall continue the manufacture of our popular Patent Dust-Proof Case with Screw Crown and Screw Bezel in all the styles as heretofore, plain and inlaid.

FOR SALE BY ALL JOBBERS.

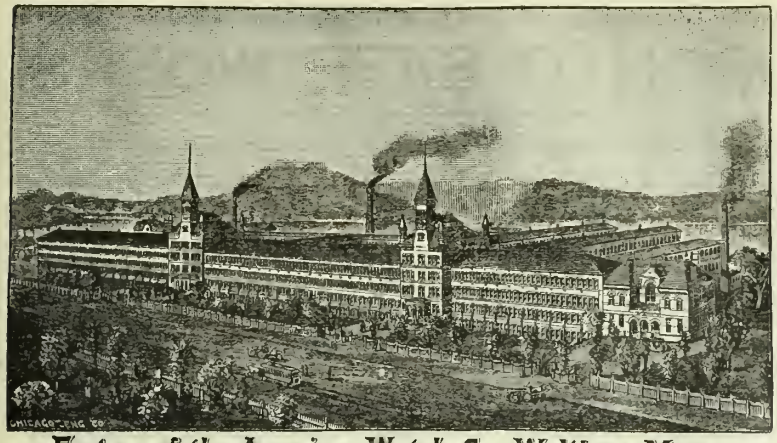
ROBBINS & APPLETON,

GENERAL AGENTS,

The American Watch Co. of Waltham, Mass.

NEW YORK, BOSTON, CHICAGO,

LONDON, SYDNEY.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY

JUST RECEIVED A LARGE LINE OF

SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

THE power of modern guns is illustrated by experiments made in Italy October 1, 1884. An Armstrong 100-ton breech-loading gun, having a calibre of 17 inches, was fired, with charges of 772 pounds of powder and forged steel projectiles weighing 1,841 pounds, against targets distant about 100 yards, one of which was a solid steel plate 19 inches thick backed by 20 inches of teak. The other targets varied only in material. Each target was perforated in the first round, the projectile passing through with a considerable surplus of power.

IN two recently excavated houses at Pompeii the paintings on the wall are as fresh as if just put on, and the halls are rich with decorations. Some of the marble tables are still standing the fountains in the atrium and peristyle, with their pretty little statues and mosaics, look as if they might begin to play at any moment; the kitchen hearths, built like ranges, seem ready for their pots and kettles; a few flower pots are still set in the gardens; in the storerooms are some oil jars and wine jars; it is as if one might begin house-keeping to morrow and invite one's friends to dinner the day after.

A machine is said to have been invented by a mechanic for the generation of heat in buildings where power is used, without fire. It consists of an iron cylinder about a foot long and a foot in diameter. The bottom of the cylinder is a hardened plate upon which another plate of the same diameter turns—the pressure being regulated by a screw, according to the power that is to be applied and the amount of heat desired. All the space not taken up by the wheel and shaft is filled with water. As soon as the wheel is set in motion the water is brought up to a high temperature, and the cylinder becomes a stove, which radiates heat from the whole of its exterior surface.

EACH of the various countries on the Continent where glass is manufactured produces an article peculiar to itself and unlike its neighbors, and one of the specialties of Austrian glass-making is the manufacture of various fabrics for ladies' wear from spun glass. The glass is spun into threads, like ordinary silk or cotton, and woven into different colored fabrics, sometimes entirely of glass and sometimes with a warp of silk or cotton. Collars, neckties, cords and tassels, fringes, pin-cushions, feathers, belts, etc., are all made of this material. At the Paris Exhibition in 1878 a bonnet made entirely of spun glass, with feather and ribbons lined with silk, was shown, as well as cloaks and other articles of wear. This spun glass is also used for watch chains, brushes, etc. Glass flowers are also made to a considerable extent, but it is difficult for these to compete with those made from china.

W. G. A. HEMMING. H. K. S. HEMMING.

REMOVAL.

TORONTO CASE CO'Y.

29 Adelaide Street East,

HEMMING BROS.,

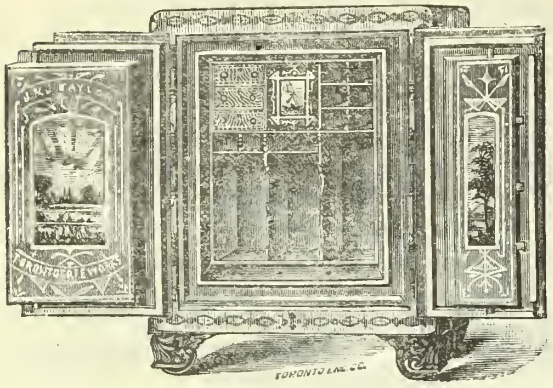
MANUFACTURERS OF

ALL KINDS OF JEWELERS' FANCY FINDINGS

FANCY AND TOILET GOODS, &c., &c.

Have removed to their new and commodious Factory, 29 Adelaide Street East.

HEMMING BROS.



J. & J. TAYLOR,

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

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Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

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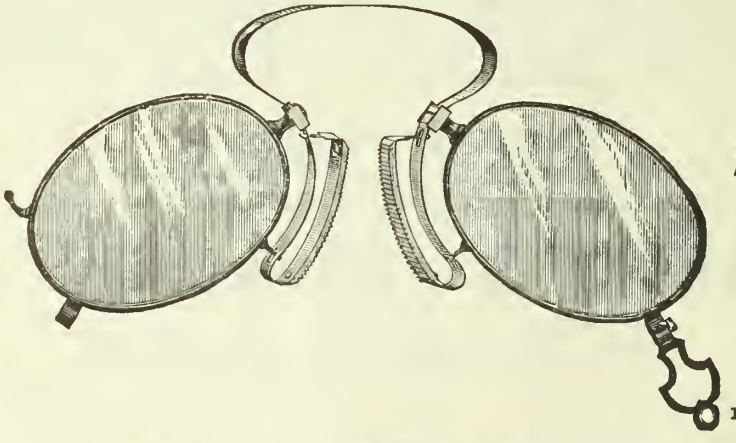
THE MONTREAL

Optical

—AND—

Jewelry

COMPANY (LIMITED).



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SPECTACLES, EYE-GLASSES, CASES, &c., &c.

ever offered in this country. As we are manufacturing a large proportion of our goods on our premises in Montreal, we can execute all special orders, Oculists prescriptions, &c., with promptitude. Send for our Illustrated Catalogue and Price List before purchasing.

MONTREAL OPTICAL & JEWELRY CO., Limited.

THE TRADER

TORONTO, ONT., MARCH., 1885.

Sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Advertising Rates.

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Half Page, - -	12 00	"
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Small Advertisements, 8 cents per line.

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SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

JEWELERS ATTENTION.

We are informed upon undoubted authority, that the greater part of the goods stolen from jewelers during the past year have been "fenced" in Canada, and are at present being disposed of by means of peddlers. While it is almost impossible to identify ordinary articles of jewelry, goods such as watch movements or cases, which have numbers stamped upon them, can always be traced, and are, therefore, very dangerous articles to dispose of. In order to overcome this difficulty and avoid detection, the receivers of this stolen property have hit upon the clever expedient of altering the numbers on such goods by engraving additional figures either in front or after the original numbers. Although such additions look all right to a casual observer, inspection with a glass will at once show any jeweler what additions have been made to the original numbers or marks. We have been requested by the Secretary of the Jewelers' Security Alliance to ask the trade generally to be on the look-out fo any alterations of this kind in goods offered them by travelling salesmen other than the accredited agents of regular wholesale jewelry houses. In any case where they find such a thing they should take a memorandum of the numbers and a description of the person offering the goods for sale, and at once forward them to the Secretary of the Alliance. By so doing they will make it more difficult for such persons to dispose of such goods in Canada, and the information thus supplied may be the means of furnishing a clue that will lead to the detection and conviction of the perpetrators of some of the late burglaries.

DISCHARGE OF INSOLVENTS.

We learn from a telegram from the Capitol that at one of the late meetings of the Committee on bankruptcy and insolvency the following resolution was adopted:

"That in the opinion of the committee it is expedient that provision be made for adequate protection against undue preferences, but that such provision should be accompanied by reasonable facilities for the discharge of debtors who had been guilty of no misconduct and have made a full disclosure of the state of their assets."

If this committee is supposed to voice the sentiments of Parliament, it looks at present as if any Insolvent Act that may be passed this session will have a discharge clause added to it as a rider. While it is but just that an honest insolvent should get a discharge, we think the committee should be extremely careful how they recommend such an addition. Without intending any disrespect to the luminaries who compose this committee, we may be permitted to express the opinion that the Boards of Trade in Canada, composed as they are of practical business men, know a great deal more about this subject than they can possibly do, and as they are unanimous in having the discharge of the Insolvent optional with the creditors, the committee should respect their wishes. The trouble with this, as with many other parliamentary committees, is that they are not practical business men, and they feel bound to try and improve upon the experience of business men, whether their tinkering is any improvement or not. What we want in our legislation is less law and more common sense, and the sooner that our legal M. P's. find out that all the wisdom in the country does not dwell beneath the protection of their Christy stiffs, the better it will be for all concerned.

THE DIGGINS' FAILURE.

In our last issue we commented at some length upon the extraordinary failure of Mr. J. C. Diggins, jeweler, of Strathroy, and stated that in our opinion the creditors should mark their appreciation of Mr. Diggins' course by putting him out of business. In saying this we were influenced by no personal animosity towards Mr. Diggins, but simply from a desire to protect honest "hundred cents on the dollar" dealers from the unfair competition, that favorable settlements with such insolvents are sure to bring about. Nothing that we know of takes the heart out of an honest dealer more surely than for him to find his creditors insist on his paying his liabilities in full to the uttermost farthing because they know he is honest and willing to pay, while perhaps his neighbor, in opposition to him, is allowed to get a settlement at forty or fifty cents on the dollar, simply because he is improvident in his habits, or deliberately goes in to swindle his creditors.

We said that the Wholesale Jewelers of Canada owed it not only to the "hundred cent in the dollar" dealer, but to themselves, to mark in such an unmistakable manner their opinion of such insolvencies that the moral atmosphere of the trade in the Dominion would be purified by their action.

The creditors of Mr. Diggins met in Toronto on Monday, the 16th February. Mr. R. Y. Ellis, the Assignee, in the chair. The chairman addressed the meeting at some length, in which he stated that they had been called together for the purpose of consulting them in regard to the disposition of the insolvent's business. He had, in accordance with the wish they expressed at their last meeting, advertised the stock in trade for sale and asked for tenders. In response he had received three tenders for it as follows: From Mrs. J. C. Diggins offering 63 cents on the dollar, cash; from A. W. Thompson, of Port Arthur, offering 63 cents on the dollar, one-third cash and the balance in three, six and nine months, secured, with interest; and from Mr. Dickinson, of Strathroy, offering 60 cents on the dollar at three, six, nine and twelve months, with interest, unsecured. In addition to the above credit tenders, Messrs. Thompson and Dickinson had also sent in cash tenders, the former offering 50 cents and the latter 51 cents on the dollar for the stock. From the above it will be seen

that Mrs. Diggins' cash offer was twelve cents on the dollar higher than the next highest cash offer, and the same as the highest credit tender. In times like the present an offer so much better than the others was certainly a most tempting inducement for a compromise with the insolvent, and all the more so, inasmuch as it was not made by the insolvent himself, and did not necessitate their giving him his discharge, but by his wife, who, for all the creditors might know, desired to carry on business on her own account. As we said, the offer was a most tempting one, and it must have taken all the moral courage that many of those possessed to have put it to one side and taken the lower offer. However, after a full and exhaustive discussion of the whole situation the following resolution was carried unanimously :

"*Whereas*, J. C. Diggins, of Strathroy, watch-maker, purchased within four or five months of the date of his assignment between $5,000 and $6,000 worth of goods without reasonable prospect of being able to pay for them, being an amount largely in excess of his ordinary business requirements and totally unwarranted by the record of his sales in previous years, and

Whereas, he obtained this credit in part by misrepresenting his position in a letter dated September 21st, 1884, in which he claimed to have a surplus of $2,400 in excess of his liabilities, and further obtained credit by virtue of the temporary discharge of a certain chattel mortgage, which chattel mortgage was replaced as soon as any demand for payment was made, and

Whereas, by the said chattel mortgage he has given an unfair preference to one of his relations over ordinary business creditors.

Be it Resolved, that this meeting recommend the Assignee not to accept the offer of the wife of the said Diggins to purchase the stock, nor to accept from J. C. Diggins or from any one on his behalf, any offer short of one hundred cents on the dollar, believing that the fact of the said Diggins being unable or unwilling to account for a deficit of some $4,000 since September last proves him to be unworthy of further confidence or credit, as he is utterly incapable of conducting his business or his attempt to defraud his creditors has been both deliberate and premeditated.

And this meeting further recommends the Assignee to accept the credit offer of Mr. A. W. Thompson of Port Arthur, as per the terms set forth in the advertisement of the sale."

In reference to the outcome of the meeting we need scarcely say, at this late day, that we fully agree with their action and with the resolution. In the interest of the wholesale trade as well as of honest retailers, we have not hesitated to advise the use of severe measures in order to abate, if it does not entirely remove an evil which, while it always exists in commercial life, is brought out more frequently and glaringly when times get dull and trade is hard to get. All honor, then say we to those dealers whether wholesale or retail, who take a pride in "owing no man anything," and also to the creditors of the Diggins estate, who preferred to lose money rather than establish a precedent that would affect the interests of their customers injuriously.

"WANTED."

"Wanted" by the Merchants of Canada an Insolvent Act, which will at once be just to the debtor and creditor alike. This is a real want that has been forced upon our politicians for some years past, but so far without effect. Sir John Macdonald, with his usual procrastination, has continued to put this needed measure from session to session until every excuse for delay has been answered, and he now finds himself face to face with the question which cannot be again shelved without raising a howl from one end of Canada to the other. When Sir John was in England, last fall, he was waited upon by a deputation of leading merchants in London, who pointed out to him how unfairly and unjustly the present chaotic state of the law, or rather, the want of any laws on the subject, acted against English exporters who traded with Canadian Merchants. They pointed out that as things are at present, on account of preferential and fraudulent assignments, creditors living a long way off, as they do, are entirely at the mercy of unscrupulous merchants, who can cheat them as they please, and if this state of things was allowed to exist that Canadian credit would be a thing of the past so far as the British market was concerned. Sir John, as usual, promised to give the matter his "best consideration." During the Premier's recent triumphal visit to Toronto, he was interviewed by the Board of Trade, and the necessity of an Insolvent Act pressed upon his attention, and again he promised to give the matter his "best consideration." During his more recent triumph in Montreal, the Board of Trade of that city waited upon him, and strongly urged upon him the importance of the Government at once taking steps to pass an Insolvent Act, and again Sir John promised to give the subject his "best consideration."

Our idea is that the Government don't want to pass an Insolvent Act; their excuse being in every case the same: that the country members of Parliament would vote against it. To any impartial observer such an idea would seem preposterous if the Government were really in earnest about it. Just try and imagine the Members of Parliament who voted for the Canadian Pacific contracts, and the additional subsidies to that Company, putting on their wreaths of virtue, and opposing the policy of the Government on this or any other question, we can't.

The cry that the interests of the farming community and those of the mercantile classes are antagonistic is the veriest bosh. Neither the cases nor their callings present any ground of comparison whatever. The merchant both buys his goods and sells them on credit, and the bulk of his debtors belong to the farming community. Did merchants all over Canada at once change from the credit into the cash system of doing business it would be almost a revolution, and it would press very much more upon the farmers than any other class. The farmers, on the contrary, do not sell on credit, no matter how much credit they may take when they buy. Everything that they have to sell they are able to get cash for or its equivalent, and if they do not it is their own fault.

It will thus be seen that the circumstances of the farming and mercantile interests are not at all analagous, and that while the merchant, on account of his peculiar circumstances, is entitled to some relief from his creditors, the farmer, who has none of these disadvantages to contend against, can not fairly use the same line of argument.

The feeling that we must have a fair and equitable Insolvent Act is now stronger than ever before, and we think the Government will commit a very grave error if they refuse to act upon the good advice which has been tendered them from England, and all parts of Canada alike.

To Tighten Ruby Pins : Set the ruby pin in asphaltum varnish. It will become hard in a few minutes and be much firmer and better than gum shellac as generally used.

THE
BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



24

Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



85

SOLD BY ALL JOBBERS


Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22
Back View of
PATENT SNAP BEZEL CASE.

Selected Matter.

USELESS LOCKS.

HOW AN EXPERT CAN OPEN THE MOST INTRICATE COMBINATIONS IN EXISTENCE.

"Locks? Locks won't keep burglars out. Why, I can open any lock that has ever been invented, without key or combination." The speaker was a close-shaved, clear-cut, penetrating-looking man. He stood in a locksmith's shop on four-and-one-half street, dangling the dial of a combination lock on the end of a bent wire.

"They open if he looks at 'em," said a youth, who stood by interestedly examining the bits of broken locks, old keys, drills, and odds and ends of wire, brass and steel which were scattered about the shop. The sign in front of the door read "Practical Locksmith and Safe-opener."

"Do you make a practice of breaking open safes?" asked the Star man.

"I open safes when nobody else can," replied the smith, giving the scribe a keen, inquiring look, which might have opened him had he been a lock. "That is, I open safes when the locks are out of order or the combinations lost. Sometimes a man will oil the lock of his safe and it gets gummed up so that the tumblers won't work, and he can't get it open. Some men are forgetful and lose their combination. Safes are sold at Sherriff's sale sometimes, and, the owner being mad, won't give up the combination. When anything of that kind happens they send for me.

"Do you blow them open?"

"No. If the lock is broken so that it won't work I drill a little hole alongside the dial and pick the lock with a small bit of wire. If the lock is all right, only the combination is lost, I go to work work to find it and don't deface the safe at all. It takes me from three seconds to six hours to open a safe, according to the kind and the method I employ."

"But how can you find the combination? Does it not take a long time?"

"By testing. As to time, it depends upon circumstances. If I know the man who set the combination I can find it in a very few minutes. If I don't it takes me longer. You see I study the character of the man. If I know him pretty well I can strike his combination through his character. When a stranger comes to me to say he has lost his combination I make a study of him, and in nine cases out of ten I can hit it the second or third trial. But if he did not set the combination himself it is more difficult. Then I study the lock instead of the man, and I am sure to get it open in a few hours. Oh, no! It wouldn't do to tell you how. Safe openers are dangers in a community. They are always watched by the police. They keep an eye on me all the time. I have them trying my door all hours of the night, and there's generally one somewhere around. No, I couldn't teach you to open safes. But you might not find it easy to learn. There is a kind of association between me and locks—an understanding, as it were. We have the same way of thinking."

"Could you open the burglar-proof time-lock?" I asked.

"I can open the best lock that was ever made in five or six hours. These little office safes I wouldn't put that much time on. They don't pay enough. I just take a hammer and break the knob off, and can get into the safe in about three seconds."

"What do you get for opening a safe?"

"For a little three-second safe I get $10. For larger safes, like they have in banks and brokers' offices, and where they don't want the lock injured, I get $250."

"Could you open the great safe in the United States treasury?"

"Easily. I could get rid of the time lock and everything in six or seven hours, and wouldn't make any particular fuss about it either. No safe was ever made but it had some weak point known to the maker, so he could get into it in case the lock should fail to respond. If there wasn't they would have to break the concern, all to pieces if the lock broke. Now, I know where to find these weak places. I can strike within a quarter of an inch of it every time. It is generally covered over by a thin sheet of steel or boilor iron, and by cutting away a block three or four inches, which is easily done, I could drill into the best safe that has ever been made. It would not be any trouble for burglars to get into the treasnry safe if they understood locks as I do."

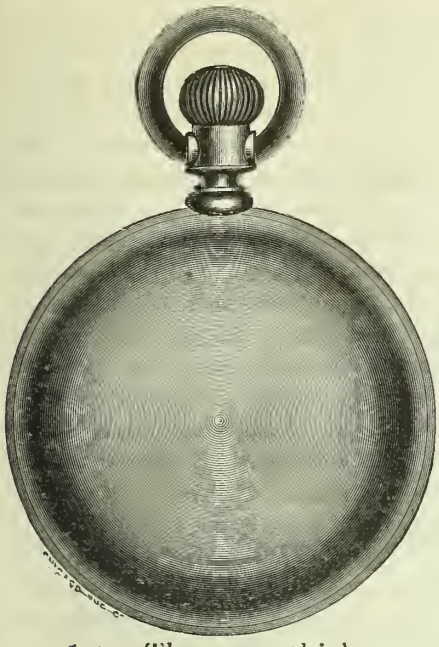
"Has your knowledge of locks ever got you into any trouble with the police?"

"No, not seriously, though, as I say, they always watch me. Down in Oil City, though, I created quite an alarm one night, and came near being captured as a burglar. Some fellows got to tampering with the safe in a large hardware store there, and somehow got the combination changed so that no one knew how to open it. The proprietor sent for me, and I told him I could open it, but as I was quite busy I should have to wait until evening. I closed my shop a little after dark, and went over to the store and got to work on the job. I had been working a couple of hours, when somebody banged at the door and called for me to surrender without resistance if I did not want to be shot. The proprietor was fortunately in the store at the time, and opened the door. There was a squad of policemen armed, and the house was completely surrounded. so I could not escape. The patrolman had seen me at work on the safe and gone off and roused the town, and the whole police force had been called out to surround the building. The proprietor explained, and I went on with my job."

"But locks don't do much good against experts," he continued. "A gang of burglars would find no trouble in robbing the treasury. It is strange they have never attempted it. As to ordinary locks, I could take an ordinary case-knife or a piece of stiff wire and open every door on the avenue from the capitol to the treasury. And it would not take me much longer than a couple of seconds. I can open any trunk by simply a little tap with a hammer, and won't injure the lock in the least. If you forget your combination come in."—*Exchange.*

SEA SHELLS AND THEIR INHABITANTS.

Wonderful and beautiful as the shells look, they are after all only the used-up homes of the still more astonishing things that lived within them and grew out of them. What marvel of nature is there that excels, for instance, the nautilus shell, and yet how much more interesting is the cuttle-fish creature that made it, adding room after room, and walling up the old one it had left. It lived three hundred fathoms under the sea upon little crabs and lobsters, and was itself one day murdered by an old one, its beautiful house burglariously entered, and its body dragged out. Lying on the ocean bed, comfortably attached to a piece of coral, it probably spread out its arms, as the anemones about it were doing, and waited there in the green twi-



A FEW OF THE ADVANTAGES

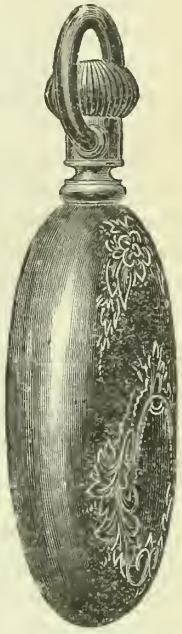
—OF—

QUIGLEY'S

INVISIBLE JOINT

—OVER—

THE REGULAR JOINT.



1st. The same thickness of metal around the Pin. In the regular joint there is half filed off the joint on the outside, in opening the case, and finishing the joint, and in many cases more, thereby making the joints weak.

2nd. In putting the joint or hinge inside the centre it closes the back or cover to the centre or rim of the case. In the regular joint, where the joint or hinge is placed between the back or cover and centre or rim, it tends to push them apart, and in case of the pin being forced into the joint or hinge it forces them more apart, and leaves an opening for the dust to get into the works of the watch.

3rd. The joint or hinge being inside, the centre or rim is protected and being made heavier is stronger and will wear longer.

4th. The spring in the Hunting Case is made of a flat piece of steel, and is not hardened as hard as the one in the Regular Case. It is guaranteed not to break.



5th. Both hunting and open face cases open like the regular case, and unlike the majority of patent cases are not liable to get out of order.

6th. There are no joints or hinges on the outside to wear out the pockets, or admit dust.

7th. The outside surface of case being perfectly smooth, admits of continuous engraving around the centre or rim from the front to the back of case.



light for the little crustaceans that went frisking about inquisitively among the deep-sea vegetation, and incautiously frolicked themselves into the grasp of the expectant tentacles. Or, tired of repose in one spot, what a curious sight it must be to see these shelled things pumping the water through their siphons, and jerking themselves at each squirt backward? Although the naturalist has found out many of their secrets, the whole story of the nautilus' life has never been told, since living specimens have been very few and far between. The shells are common enough, for when the crabs or lobsters have eaten the tenants, their residences, no longer anchored, float up to the surface, and the tide washes them on to rock and beach. Associated with them in fiction and fancy, though separated from them by many species of nature, is the huge tridacna, the shell in which the Greeks tell us Venus, the foam born, was found floating, and known to collectors as "the gigantic clam." It holds a sea-snail that weighs often twenty pounds, itself weighing five hundred weight, and has hinges of such strength that without battering it to pieces the man who once got his hand gripped within it would have no chance of extricating himself. The tritons, too, a superb family of shell-fish, are familiar in old world myth as the trumpets which the courtiers who surrounded King Neptune in his voyages used to blow to let the sea folk know that his Majesty was coming, and to summon the mermen and the mermaids to pay their homage to the monarch of the waves. They are still used, these large conches, as the war horns of savage tribes; and weird and wild are the sounds that come wailing over the water as the battle canoes shoot out from the bank in pursuit of enemy or victim.

The fountain shell, again, with its rosy lining, what a beautiful object it is, and how it conjures up to the mind the possible loveliness of those sandy plains and valleys, down, deep-down, at the bottom of the sea, where these and other ocean jewels lie scattered doubtless in endless multitude. As the material upon which most cameos are cut, this fountain shell is, in its fragments, familiar enough in Europe, while in other countries the savages delight in it, cutting bracelets out of it and grinding pieces down into beads, or shaping others into arrow and harpoon heads. Then there are the lovely cone hells, the graceful spires, the exquisite, elegant "olives," with their artistic blending of tints, the Janthenia, with its violet hues, and the apple shells that have as strange tenacity of life as the "rose of Jericho;" the whipping top shells with their wondrous front door lids, the chiton that rolls itself up like an armadillo and looks as indigestible as possible when anything threatens to eat it; the sea hare that stains the water purple to hide itself from pursuers, and the univalves that take their popular names from the objects they seem to resemble, "bubble," and "umbrella," and "watering pot." Then again, the cowries, admired all the world over for their bold coloring as the handsomest of shells, spotted or blotched, and barred like leopards and tiger cats; and the pecten and scallop family painted as beautifully as any flowers, and as brilliant when laid out in numbers together as a parterre of pansies. Or for pure beauty what is there to excel some of the cockles, or mussels, the surpassing isocardia, or the lantern shells? For delicateness of marking and intricate ingenuity of design, the wings of butterflies and moths will hardly compare with some of these works of the sea snails, while for fragile delicacy what can excel the paper nautilus? Then there exist some thin fairy bubble textures that on the water seem to be only water and light themselves, and taken up in the hand fill the mind with astonishment that fabrics so frail would ever have borne the washing of the waves or sufficed for the home of a living animal. Yet they are not all so innocently fragile, so helpless in their loveliness. The mugilus, for instance, started like its relatives the "augers" in being a respectable snail, living properly in a curly shell, but by and by it developed an appetite for coral insects, and set to work to bore through the block, always taking care, the fastidious wretch, to keep so near the surface that it was sure of its tiny victims being "all alive." The pholas, too, that manages with a tongue of velvet to drill through solid rock, and the dactylus, apparently as unfitted for such a life as can be imagined, that perforates stone, and the teredo navalis, which makes lace of woodwork and reduces a plank to the appearance of a piece of wasp's nest.

Many others, again, are remarkable, apart from their beauty, for their products; for instance, the colossal byssus, that throws out russes of silk so fine and strong in fiber that it can be worked up into articles of clothing, and the mussels, which if left undisturbed, will weave crumbling masonry together by filling all the crevices with the curious bunches of sea thread. Above all, however, ought probably to be ranked those shell fish that give man food, and, though these are legion, they are but few, the periwinkle and cockle, scallop, whelk, mussel and oyster, that are obtainable in any quantity to make the consumption of commercial importance and of all these the oyster deserves the prominence it has obtained. Nature has given it but a poor shell to look at. It is very wonderful, no doubt, the life of the oyster, as interpreted for us by such expert decipherers of natural secrets as a Sowerby or a Woodward, or as pleasantly translated by a Buckland or a Gosse; but when all its labors are ended, and the mature bivalve lies awaiting its destiny the shell in which the dainty morsel is ensconced is not much to look at. It has, therefore, been somehow the fashion to poke fun at the oyster. Yet no one should forget how splendidly it triumphs even in such a contest of rival beauties as the shell world offers, when the rough ribbed rind is forced open and that wonder of the sea is disclosed to view, the pearl. By itself it suffices to fill the ocean with an exquisite mystery, and through all ages has delighted the fancy of man. Such, most imperfectly suggested, is the world of marvels, of dainty color, and of fascinating elegance in which the conchologist carries on his studies.—*London Telegraph.*

"PALMING" COINS.

"That is a 20-cent piece," said a conductor on a street car, this morning, to an old gentleman who had just handed him a piece of money for his fare. As he spoke the conductor returned the coin. To the passenger's astonishment it was a 20-cent piece.

"Why," said he, "I am sure I gave you a quarter."

"Look at it," said the conductor.

The old gentleman put on his eyeglasses and examined it critically.

"You're right," said he. "Then take out a nickel and you will owe me 15 cents instead of 20."

The conductor returned 15 cents, and the old gentleman said: "Well! Well! I don't know how that happened. I could have sworn I gave him a quarter."

A man with a full brown beard and a

THE NEW LINE OF THE KEYSTONE FACTORIES.

A GOLD JOINT

SILVER CASE WITH AN

ALBATA CAP.

STAMPED LEADER COIN

This new Case is made by the same plant, with the same care, and backed by the same experience, as have brought the KEYSTONE Case to the front and won for the products of the Keystone Factories the title of THE BEST IN THE WORLD.

It contains all of the improvements embodied in the Keystone Case, including the DUST-PROOF BAND, and is INTERCHANGEABLE, to fit all American Movements.

A Full Line of 18-size Cases in 2, 3, 4 and 5 oz. weights are now in the hands of the Jobbing Trade. Send for samples, and in future, instead of buying the regular Albata Cap Cases, ask for the GOLD JOINT Silver Case with ALBATA CAP.

The Keystone Watch Case Factories,

19TH AND BROWN STREETS, PHILADELPHIA, PA., U.S.A.

penetrating eye, who was sitting opposite, was a close observer of the transaction. Bending over to a gentleman who occupied a seat beside him, he asked: "Didn't you notice anything there?"

"No," was the reply, "except that the old man did give him a 20-cent piece."

"You are mistaken," said the bearded man, quietly. "He gave the conductor a quarter. I saw the whole thing. The conductor had a 20 cent piece 'palmed' in his hand. When he took the quarter he changed it, 'palming' the quarter and returning the 20-cent piece to the passenger. The trick is an old one, but it has only recently been applied on the street cars. It has become very common lately. I have watched several conductors, and I have had an eye on street arabs. They play the trick on old people, rustics, or people who look stupid. Passengers usually take their fare out and hold it in their hands. The conductor sees it, and at once slips his right hand into his pocket and 'palms' a trade dollar if the passenger holds a dollar; a 3-cent piece if he holds a dime, and a 20-cent piece if he holds a quarter. Then, when the passenger hands him his fare, he dexterously and rapidly changes the good piece for a bad one, or one of smaller denomination. He returns it at once with the statement that it is a trade dollar, a 20-cent piece, or 3 cents. People cannot understand how the thing occurred any more than the old man could, but they invariably take it back and give the proper coin. Of course, I do not say that the practice is general among conductors, but I have seen several play the trick. There are sharpers and dishonest men in all callings, you know."—*Ex.*

WILLING TO SHOW THE HANDS.

Entering an Austin watchmaker's establishment, a country negro produced the hands of a clock, and observed to the astonished watchmaker:

"Boss I want yer terfix up these han's. Dey jest don't keep no kerect time for moah dan six munfs."

"Ver haf you got de glock?" interrogated the German proprietor of the establishment.

"Out at de house on Injun Creek."

"Ven you bring him in?"

"Whaffor you want de clock?"

"I vants to fix dat glock mit der hand."

"Of course you fixes it wid yer han's. Who said you was gwinter fix it wid yer toes?"

"I must hab de glock?"

"Didn't I tole yer dar was nuffin de matter wid de clock, 'ceptin' de han's, and I have done brung 'em to yer. You jess want de clock so you kin tinker wid it, and charge me like the debble. Gib me back dem han's," and, taking them away from the designing German, he went out to hunt up another establishment.—*San Francisco Post.*

BUSINESS CHANGES FOR FEBRUARY

D. M. Turubull, watchmaker, Caledouia, burued out; Schwartz & Rheinhardt, jewel case mfrs, Montreal, burued out; Wood Bros., watches, Montreal, burued out; Bradley, Blair & Co., hardware, St. Thomas, dissolved; Nathan Forcimer, jeweler, Renfrew, assigned; McNaught & Lowe, jewelry, dissolved, W. G. H. Lowe continues; Kerr, James & Bro., hardware, Millbrook, sold out to R. Doak; Wall & Co,, jewelers, Torouto, sold out by bailiff; A. Turner, hardware, St. Bouiface, burned out; J. McDougall, hardware, Three Rivers, Que., assigned; Harry Bishop, hardware, Park Hill, burned out; McDougall & Bigg, hardware, Brockville, dissolved, E. A. Bigg & Co. continue; Etter Arthur, jeweler, Lunenburg, U. S., dead; S. C. Vick, jeweler, Winnipeg, given up business; Roddy & Son, hardware, Norwich, David Roddy, Sr., dead; Woodroofe Bros., jewelers, Woodstock, dissolved, S. J. Woodroofe continues; Stephens & Striuger, hardware, Chatham, dissolved, G. H. Stephens continnes; Thompson, Wm & Co., Toronto, suspended.

BUSINESS NOTES.

We are sorry to learn that Mr. Wm. Adams, traveller for the firm of J. Zimmerman & Co., has been obliged to go to the hospital on account of sickness incurred during his trip. At the present time of writing Mr. Adams shows but little improvement, and it will probably be some time before he will be fit to take the road again.

Messrs. Smith & Fudger have made a thorough reorganization of their jewelry department during the past month, and can now boast of having the most stylish jewelry sales room in Canada. The new counter of oiled native woods is extremely handsome and well worthy of the inspection of any jeweler intending to put new fittings into his store. Smith & Fudger evidently don't anticipate dull times, as they seem to be laying themselves out for a big trade.

A jeweler named A. P. Stuart, doing business on Queen Street West, Toronto, one night last month, left his shop in charge of his little son, only nine years old. During his absence a stranger came in to look at a watch. The boy showed him one. He liked it; so much, indeed, that he took it out to show it to a friend, and, strange to say, the friend liked it too, for the pair made off with it. Jewelers cannot be too careful with whom they leave their premises in charge. Sneak thieves are always on the watch and any carelessness on the part of the owner is sure to be taken advantage of by them.

A British Columbian named Forcimer, who had sent a valise containing jewelry valued at $1,000, by express, was fleeced out of it by two companions, to whom he gave an order to take it out of bond at Montreal and forward it to his home at Renfrew, Ont. The parties took the valise out and appropriated the contents to their own benefit. The detectives have the case in hand.

Business Changes.—As will be seen by an advertisement elsewhere the firm of McNaught & Lowe has been dissolved by mutual consent, W. K. McNaught retiring. Mr. W. G. H. Lowe, who has been favorably known to the jewelry trade in Canada for the past twenty years, will hereafter carry on the business under the style of W. G. H. Lowe & Co., and will, no doubt, make the future of the business as successful as it has been in the past. Mr. Lowe is known in the American and European markets as one of the best judges of jewelry in Canada, and as he has done the buying of these goods for the past seven years for the old firm, it is hardly probable that he will, now that he is continuing the business on his own account, fail to give his customers the newest, most stylish, and best value goods to be had for their money.

Mr. Thomas McNaught, brother of the retiring partner, will, as heretofore, continue in charge of the financial and book-keeping department of the business. The Trader wishes the reorganized firm success.

Liked to Meet Him.—We clip the following from the *Arkansas Traveller*, and whether it is true or not the moral that the closer a business man collects up his accounts is all right:

"Let's cross the street and meet that fellow again;" said a man to a companion with whom he was walking.

"Why didn't you speak just now if you have business with him?"

"I have no business with him."

"Then why do you wish to meet him again."

"Well, you see, I used to owe him and, in consequence would avoid meeting him. Recently I paid him up and now I like to meet him. It's like Mark Twain's story of the boy who found a dime. He kept throwing it out in front of him to find it again. Come on, I want to meet him. I wish I had nothing to do but meet him all day."

Consummate Coolness.—We give the following despatch in reference to the "Aurora Watch Co." of Aurora, Ill., U. S. for what it is worth. If it unfortunately proves true it will verify the correctness of the advice we gave to some of our readers who were solicited to take stock in it "to let it alone." "The directors of the Aurora Watch Company allege that Maurice Wendell, secretary-treasurer and chief stockholder, has spent $206,000 of the company's funds in a little more than two years. In one bill for machinery, etc., he alleged he paid $124,000 while the actual outlay was $40,000. In other ways he has misappropriated funds. Wendell confessed and asked the directors what they proposed to do about it, saying he went into the company for the purpose of speculating on the stockholders' money."

The American Watch Case Company of Toronto.—It will be news to most of our readers to learn that a new Watch Case Company

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

Our Facilities for Executing Fine Work are Unexcelled.

Our Assortment is Suitable for the Best Trade.

We carry a stock of Manufactured Goods sufficient to meet the demands of the largest trade.



Spoons, Forks, etc., plated upon the Finest Nickel Silver in

Extra, Double, Triple, and Sectional Plate.

Full lines of over

Forty taple and Fancy Pieces

in each Pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by Wm. Rogers,formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1873.)

WM. ROGERS,

Wallingford, Conn.

No connecti n with any concern in Waterbury,Meriden or Hartford using name of Rogers in any form.

FACTORIES: WLLINGFORD, CONN., U.S., AND MONTREAL ,CANADA.

has been organized in Canada for the purpose of manufacturing watch cases of all kinds. The new company propose to buy out the present plant and business of Mr. R. J. Quigley, and to add to it sufficient machinery of the latest pattern to enable them to turn out goods equal in construction and finish to anything manufactured on the continent. With ample capital and a pick of skilled workmen from the leading case factories across the border we do not see why this cannot be done, and we feel sure that if such a thing can be done at all, the promoters of the new company are the men to do it. Quite a number of the leading Canadian jobbers have become stockholders in it, and the company looks forward to a large trade in the near future. The company have secured four very valuable patents in cases which they will control in this market, and they propose to turn out nothing but first-class goods, and combine in them all the latest improvements. In a future number we may have something to say about some of these patented specialties, but in the meantime we congratulate the country upon this latest addition to its manufactories and wish it all the success that such an enterprise deserves.

THE STERN FAILURE.—The failure of Samuel Stern, wholesale dealer in jewelry and fancy goods, has passed the stage of being a nine days' wonder, and has ceased to be the general talk amongst the trade. The able report made by Mr. Charles Grant upon the business shows that it has been suffering from the "dry rot" for the past five years, having averaged an annual loss of about $5 000 during that period. Mr. Stern's last stock-taking was five years ago, and he has neglected to take stock, balance his books, until the assignee was called upon to assist him. His non-success appears to have been brought about from two causes, extravagance, caused probably from want of knowing his exact financial position, and the erection of the block of stores, one of which he occupied for his business. Five years ago Mr. Stern showed a surplus in his business of $25,000, but the interest he has paid on the money borrowed in order to erect his buildings, seems to have eaten this surplus entirely up. In addition to these things, Mr. Stern's business was not large enough in volume to make it a paying concern, and had he had an interest account around his neck, like a mill stone, it is scarcely possible that he could have held out for very much longer. So far as the creditors are concerned, the estate is likely to turn out a very unprofitable one, and if it pays twenty cents on the dollar it will do better than we anticipate. At a meeting of creditors, held last month, the creditors decided not to accept Mr. Stern's offer of twenty cents on the dollar for the stock, but to sell it off and put him out of business. They do not charge Mr. Stern with anything criminal whatever in the conduct of his business, but generally agree that he showed but little business sagacity or foresight in his conduct of it, and in view of these circumstances decided to act as they have done. In regard to this we may say, with all deference to the assignee, that his course in disposing of this stock is neither practical nor business like. We think that in justice to the wholesale trade, he should put up the stock *en bloc* and sell to the highest tenderer. His present course of slaughtering the goods to anybody disturbs the market, and does the wholesaler harm without doing the retailer any good.

"EVER ALERT."—The following rich incident, which is true in every particular, occurred in Toronto about a fortnight ago: "A well-known jewelry manufacturer, who resides in Chicago, arrived in this city. The object of his visit was to ascertain the state of the jewelry trade, as it was his intention to start with another gentleman a factory in Toronto for the manufacture of jewelry and other fancy articles. Some of the wholesale firms in that business were visited, and a very encouraging report was received. He then telegraphed to his intended partner in New York that prospects were good, and requested him to meet him in Toronto. Brief visits were then paid to Montreal and Hamilton with satisfactory results. On Friday the gentleman from New York arrived in Toronto, and together the two visited every wholesale jewelry house here. Saturday was also occupied in this way. The matter came to the ears of the astute detectives. It is shrewdly suspected that some designing person who knew that the detectives could be easily duped, pointed out the two visitors to them as "crooks." At any rate during the two days they were in Toronto both the men were "shadowed" and watched to the utmost capacity of the Toronto detective force. They were followed to every jewelry warehouse they visited and their actions were watched intently. Their scheme, to the minds of the detectives, was a bold one. They were evidently taking surveys of the places where the most valuable goods were stored, in order to break into them all in one night, take possession of the goods, and make of to Uncle Sam's dominions. The fact that they had come from New York and Chicago was additional evidence against them. It did not seem necessary to the detectives to ascertain the business of the gentlemen in their native cities or at Toronto, for they honestly supposed that no honest person could come from such places. On Saturday morning the perseverance of the detectives met with a most disastrous check, and their hopes of making a big haul were dashed to the ground. The two American gentlemen, after having interviewed the members of a jewelry firm on Yonge street, near Wellington street. left the premises and were leisurely walking down Yonge street. Detective Burrows and another detective were on hand, and proceeded to shadow them. A city jeweler who happened to be passing was called aside by the detectives. "Hist," said Burrows, "we're Toronto detectives." The jeweler histed. "Them two men," remarked the detective, "are from the States. They've been around to all the wholesale jewelry houses to get the lay of things, and are going to try to make a big haul. We've got on to 'em and we'll arrest 'em before they work their little game." The jeweler was almost convulsed with laughter at the absurdity of the statement, and on recovering informed the detectives that the gentlemen were reputable persons, and told them their business in Toronto. "Be jabers," said Burrows, "is that a fact? Don't give it away on us, but we've been watching these two men night and day since they came to the city." Thus ended the little episode.

Just Issued—Copyrighted 1885.
DIAMONDS, CRUDE & POLISHED, AND OTHER GEMS.
Points for dealers, on flaws, colors, shapes, cut and polish. Engravings showing surface, depth, weight, and price of the gems. Diamond Merchants and the Mineralogist's tests, and method for calculating the price. "Old Mine" and "New Mine" explained.
Rubies, Sapphires, Emeralds and other imitations worth a hundred times its price to any dealer. Endorsed by the great diamond expert, Mr. C. Gysi, who says: *"It is just the thing for dealers, and will post them on so many points I find so few aware of."* Sent upon receipt of price, U. S. & Canada, 50c., Great Britain, 60c.
Diamond Pub. Co., 527 Chestnut St., Philadelphia, Pa., U. S. A., P.O. Box 1311.

WORKSHOP NOTES.

To Oxydize Silver: Dissolve one ounce of sulphuret of ammonia in one pint of hot water. Dip articles for a few seconds, lay them in water, scratch, brush well, and rinse.

Cement for Porcelain and China: Make a paste of fresh cheese mixed with silicate of potassia, or the white of an egg mixed with powdered lime. Apply immediately.

Silver Solder–Soft: Two parts of fine silver and one of brass wire. Three-quarters of a part of arsenic is sometimes added at the close of the operation to make the solder whiter and more fusible.

Black Lacquer for Iron and Steel: Boil together one part sulphur and ten parts oil of turpentine. Paint the metal with this liquid, and hold in the flame of a spirit lamp until the lacquer turns to a handsome black.

To Restore Discolored Pearls: Set pearls which have become discolored by wear, may often be improved by placing in a covered vessel with a mixture of whiting, ammonia, and water, and permitting them to remain a few hours.

Cementing Labels to Metals: If the tin or other bright metal is first rubbed with a mixture of muriatic acid and alcohol, the operator will find it an easy matter to cause the labels to adhere by using a very thin coating of paste.

Oil for Lathes, Etc.: This oil can be prepared by mixing one pint of best sperm oil with four ounces best kerosene oil. If the odor of the latter is objectionable, add one drachm of oil of rose geranium. This is a most excellent lubricator for lathes, sewing machines, etc.

A Good Lacquer for Brass: One quart alcohol ninety-eight per cent., one and one-half ounces best orange shellac, one-quarter ounce gum sandarac, one quarter ounce gum elemi. Mix and keep gently warm for two or three days, stirring occasionally, and strain; give it a wine color with dragon's blood. Warm the articles before applying lacquer.

To color brass Steel-gray or Black: Add one part of hyposulphate of soda and two parts of sulphate of copper to one hundred parts of water. Cleanse thoroughly the object to be colored, place it in the mixture and heat it. A darker tint is procured by adding more hyposulphate of soda, while a larger quantity of sulphate of copper will produce a bluish or steel-gray color.

To Remove Stains from Watch Dials: To remove black or cloudy stains from porcelain watch dials which are generally caused by the tin boxes they are shipped in, wet a piece tissue paper in nitric acid and wipe the dial. This will instantly remove them. After applying the acid the dial

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

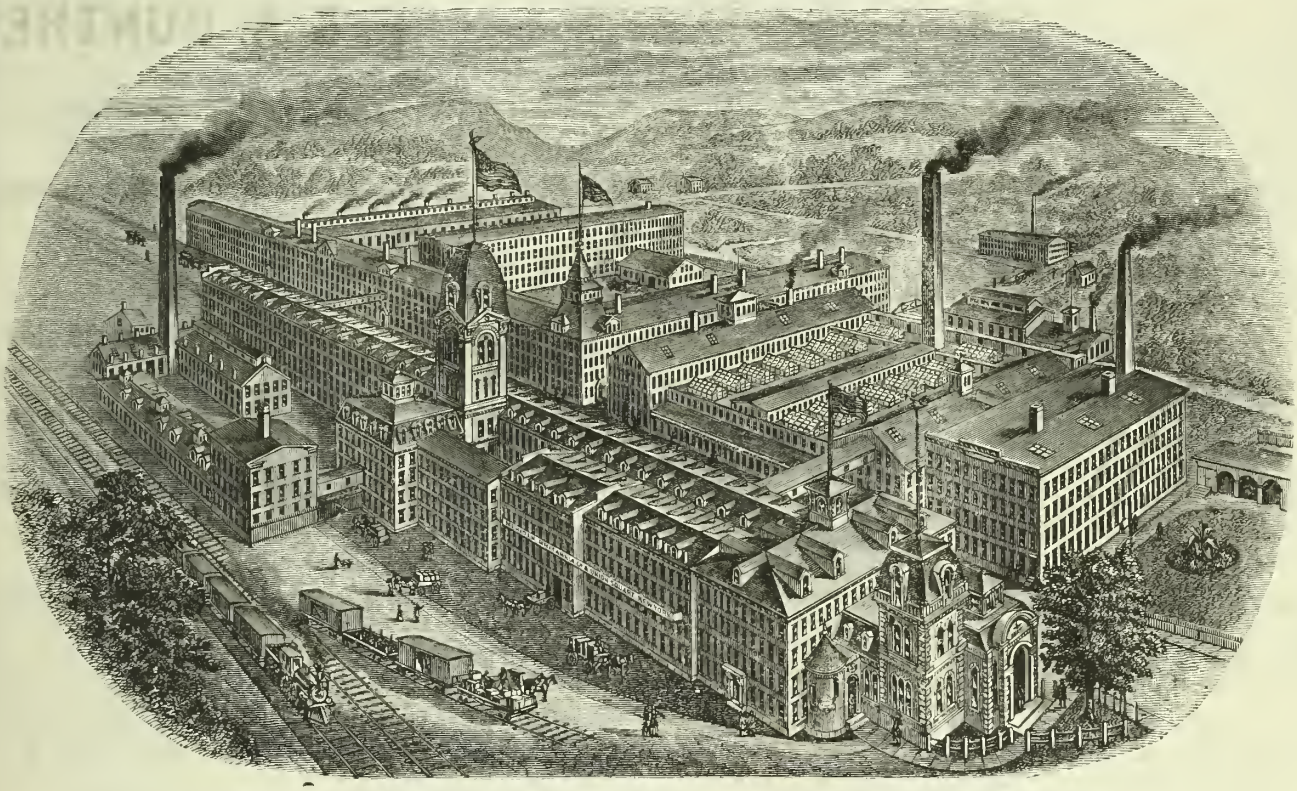


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

should immediately be washed thoroughly in water and then be dried in boxwood sawdust.

To Whiten Ivory That Has Become Yellow: Slake some lime in water. After pouring off the water from this deposit, boil the ivory in this water until it has become white. To polish put the article in the lathe, if it is a piece that can be turned, and if not, first rub it by hand with powdered pumice stone and water, and then polish with a soft rag or leather dipped in olive oil mixed with whiting.

New Method of Cementing Metal upon Glass: Mix two parts of smoothly pulverized litharge with one part white lead; add to this three parts of boiled linseed oil with one part copal-varnish; the powders must be stirred into the oil until it becomes of the consistency of a thick paste. Spread this cement on the surface of the metal, press the glass upon it, and wipe off the superfluous cement. This cement dries rapidly, and is extremely tenacious.

Cheap and Effective Cement: Simple pure white lead ground in oil, and used very thick, is an excellent cement for mending broken crockery ware; but it takes a very long time to harden sufficiently. The best plan is to place the mended object in some store-room, and not to look after it for several weeks or even months. After that time it will be found so firmly united that, if ever again broken, it will not part on the line of the former fracture. It resists moisture and a heat not exceeding boiling water.

OTHER NOTES.

ALL IN THE IMAGINATION.

"What's that? Great Scott! Eighteen below,
Please hand me my hat, I guess I'll go."
And with a shiver "Granny" Brown
Rushed for his home, just out of town.

Broadcast the awful news was spread—
"Another cold wave comes," he said,
"And it will reach eighteen below,
The weather man has just said so."

At home the frightful tale was told
Until they all were blue with cold;
They plugged each crevice and keyhole,
Then carried up a ton of coal.

And never yet was seen such sight
As Brown when he retired that night—
He wore a cap, ear muffs and boots,
An over coat and two old suits.

And dreamed all night of polar bears,
Of icebergs vast and freezing airs,
And as he trod the Arctic show,
He ever moaned "Eighteen below!"

Three days elapsed—he went to town—
"Why—ha, ha, ha—here comes old Brown,
The weather man was off you dunce—
It never got to zero once."

—Pittsburg Chronicle-Telegraph.

Scarcely twenty-five years ago the most powerful piece of artillery was a sixty-eight pounder, throwing its projectile with a velocity of 1,600 feet per second. Now the weights of guns have been increased from 5 to 100 tons, the velocities from 1,600 to 2,000 feet per second, the energies from 1,000 foot tons to over 25,000, and the projectiles from 68 pounds to 2,000 pounds.

Fish torpedoes, now manufactured by the English Government at Woolwich, are said to have a speed of twenty-four knots an hour through the water and are relied upon to strike with absolute accuracy at a range of six hundred yards. A year or two ago similar accuracy could not be guaranteed at a distance of two hundred yards. Trials recently made at sea prove that neither cross-currents nor rough water has any disturbing effect upon the torpedoes, the high speed at which they travel overcoming such obstacles.

Yf Crystemas day on Thursday be,
A wyndy wynter se shalle yee,
Of wyndes and weders all wrecked,
And harde tempestes strong and thycke,
The somer shalbe good and drye,
Cornys and bestes multyplye;
That yere ys good londes to tylthe,
And kyng's prynces shall dye by skylle.
What chyld that day borne bee,
He shalle have haype ryght well to the,
Of dedes he shalbe good and stabylle,
Of speche and tonge, wyse and rhasonabylle,
Who so that day any thifte abowte,
He shalbe shente wythowtyn dowte;
And yf sekenes on the that day betyde,
Hyt shal sone fro the glyde.

—*Harleian MS Fifteenth Century.*

DISSOLUTION OF PARTNERSHIP.

The undersigned hereby give notice that the partnership heretofore existing between them, as Wholesale and manufacturing jewelers, under the style of McNaught & Lowe, has this day been dissolved by mutual consent, W. K. McNaught retiring.

The business will be continued hereafter by the remaining partner, W. G. H. Lowe, by whom all the debts of the said firm will be paid, and who alone is authorized to receive and receipt for any accounts due the said firm.

W. K. McNaught.
W. G. H. Lowe.

NOTICE.

In reference to the above, W. G. H. Lowe begs to notify his customers and the trade generally that he will carry on the business as formerly at the old stand, 16 Wellington Street East, Toronto, under the style of

W. G. H. Lowe & Co.,
Wholesale and Mfg. Jewelers.

Watchmakers and Jewelers.

AN OLD ESTABLISHED (CITY) Business for sale. Fixtures and outfit without or with stock. A rare chance and bargain. Work more than pays expenses.

Address,

W. D. McGLOGHLON,
London, Ont.

T. WHITE & SON,

MANUFACTURNG JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.

—FOR THE TRADE.—

N.B.—A variety of Stones and Imitations of all kinds in Stock.

E. & A. GUNTHER.

We desire to call the attention of the Trade to our large assortment in

WALNUT AND NICKEL CLOCKS,
MATERIALS,
GLASSES,
SPECTACLES.

SATISFACTION GUARANTEED.

ORDERS BY MAIL SOLICITED.

Address,—
JORDAN & MELINDA STS.,
TORONTO.

C. WRIGHT,

WHOLESALE DEALER IN

Watch Materials.

FINE AND COMPLICATED WATCH-REPAIRING A SPECIALTY.

71 Yonge Street, Cor. King
TORONTO.

In compliance with an increasing demand, we have placed on the market a

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

embodying many of the excellent qualities of our original Patent Dust Proof Case, though offered at a lower figure.

The back and center of the new case are made of one continuous piece of solid silver, into which an Albata Cup is screwed identical in shape with the back, thus greatly strengthening it and efficiently protecting the Movement against dust.

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

We shall continue the manufacture of our popular Patent Dust-Proof Case with Screw Crown and Screw Bezel in all the styles as heretofore, plain and inlaid.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS,

The American Watch Co. of Waltham, Mass.

NEW YORK, BOSTON, CHICAGO,

LONDON, SYDNEY.

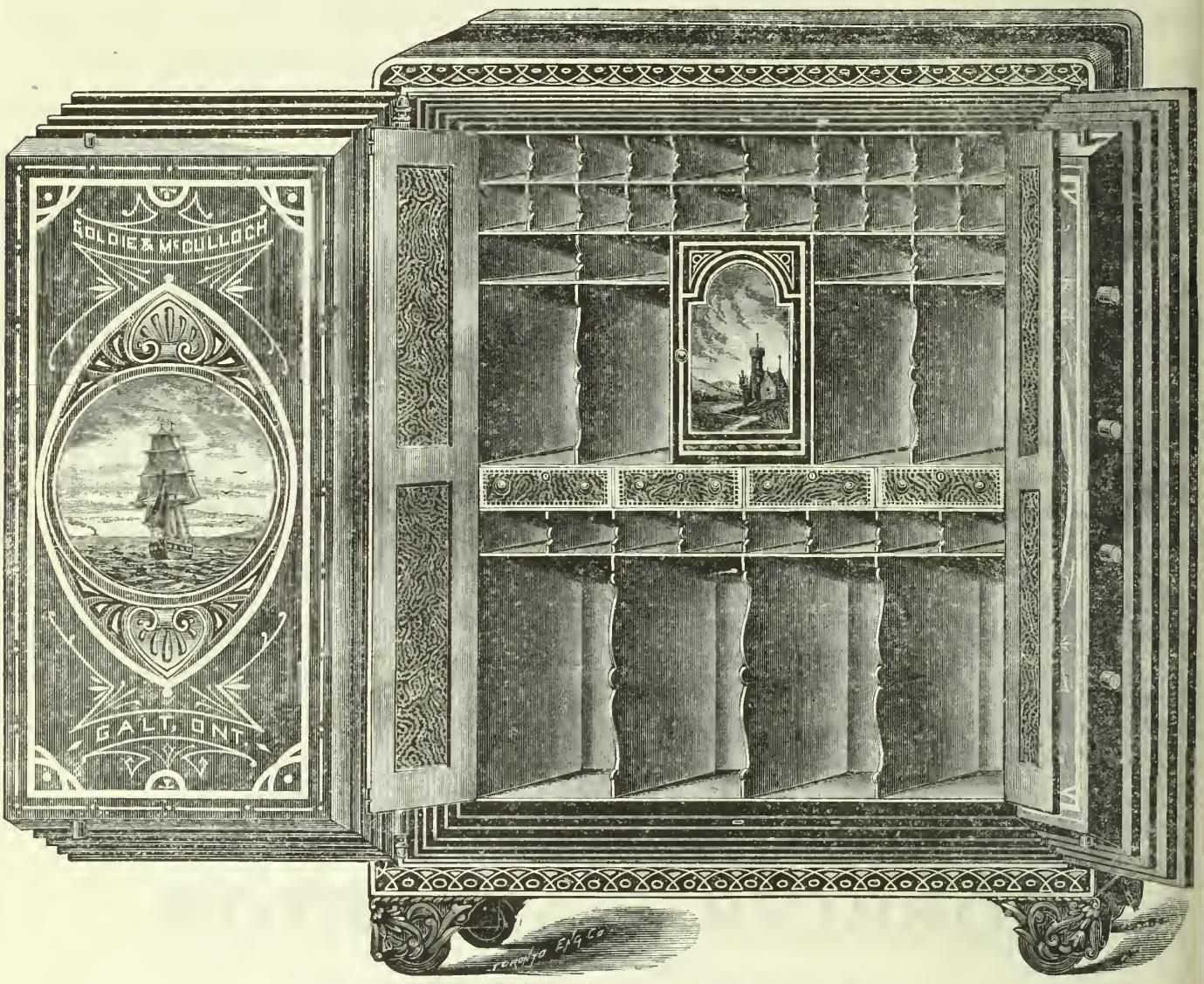
GOLDIE & McCULLOCH,

GALT - SAFE - WORKS

Manufacturers of the **HIGHEST GRADE** of **FIRE AND BURGLAR PROOF SAFES, FIRE AND BURGLAR PROOF BANK VAULTS, AND LININGS, FIRE AND BURGLAR PROOF VAULT DOORS, BANKERS' AND JEWELERS' SAFES** and general Fire and Burglar Proof Work.

Our work is unexcelled in quality, in materials used, in mode of construction and in finish, and we have been awarded all the highest prizes wherever we have exhibited, including

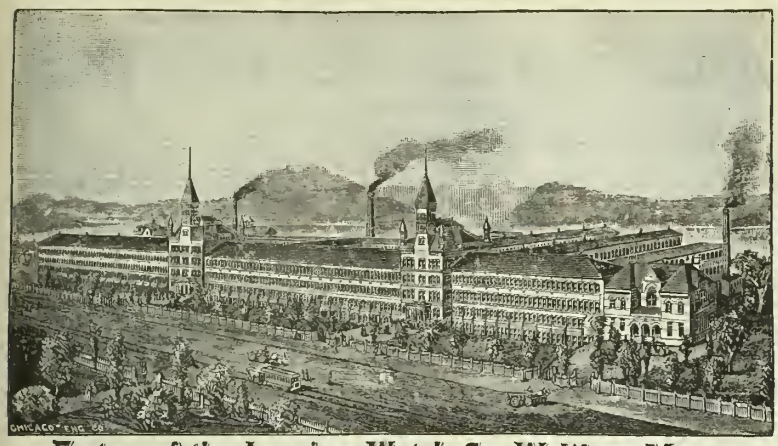
TWO GOLD MEDALS IN 1884.



We have for more than a year past, prevented our Safe and Vault Door Locks from being drilled, by protecting them with a plate of **DRILL PROOF STEEL.** Although our Fire-Proof Safes are always filled with **WET FILLING,** we have succeeded, at considerable expense, in perfecting their construction so as to effectually prevent their becoming damp, mouldy or musty inside, and our largely increasing sales are good evidence of the fact that the public appreciate these qualities.

Our Toronto representative, MR. GEO. F. BOSTWICK, with Office and Warerooms at No. 50 CHURCH STREET, has a large assortment for immediate delivery; also second-hand Fire-Proof and Burglar-Proof Safes at low prices.

INSPECTION INVITED. PRICES REASONABLE. TERMS EASY.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY,

JUST RECEIVED A LARGE LINE OF

SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

A PARIS JEWELER has been prosecuted for illegally practising surgery. He had pierced the ears of a child two years old for ear-rings, for which he charged half a franc. The ear became inflamed, the inflammation spread to the neck, and the child died, the doctor attributing death to the ear having been pierced too high up. The defence was that all jewelers pierced ears, and that the mother must have used some injurious lotion. The jeweler was fined 50 francs for homicide through imprudence, with 150 francs damage to the parents.

THE paper shirt has been introduced, and is thus described by the dry goods *Bulletin:* "The bosom of this novel garment consists of several layers, of which one can be torn off every day, on the blotting pad principle, exposing a clean white surface in its place. A still more enterprising inventor is now trying to perfect a plan for printing instalments of a sensational novel on the back of each of the layers. He expects that, having once commenced the thrilling tale, the wearer of the shirt will be unable to wait a day for the next instalment, and so be tempted to peel off the successive layers of his shirt front at more frequent intervals to loan to his best lady friend.

IF anybody had ventured the assertion five years ago that carrying incandescent electric lights on the heads of political or any other kind of street paraders was easy enough to be done, says the New York *Graphic*, such a person would have been considered a good deal "off" or a victim of lunacy. But during the past week such a thing has been demonstrated by Mr. Edison as perfectly feasible. It was the first time a display of this kind was ever seen in the streets of the metropolis, and the sight was a marvellous one to the eyes of a multitude of spectators. This is truly an age of progress in electricity as in everything else.

Knowledge describes the receiver of a new telephone, which is based upon the principle that when an iron wire or rod is magnetized it suffers a slight increase in length with a compensating decrease in cross section. The inventors claim "the construction of a telephonic receiving instrument consisting of a magnetic wire attached to a sonorous disc or plate, and wound with a primary coil connected to a local battery, and with a secondary coil connected to the telephonic line wire as described." *Knowledge* anticipates very satisfactory results from the new instrument, which even in its crude form, it says, reproduces sounds with remarkable clearness.

A NEW story is told of Artemus Ward, when travelling on a slow-going Southern road soon after the war. When the conductor was punching his ticket Artemus remarked :—"Does this railway company allow passengers to give it advice, if they do so in a respectful manner?" The conductor replied in gruff tones that he guessed so. "Well" Artemus went on, "it occurred to me it would be well to detach the cow-catcher from the front of the engine and hitch it to the rear of the train. For you see we are not liable to overtake a cow, but what's to prevent a cow strolling into this car and biting a passenger?"

W. G. A. HEMMING. H. K. S. HEMMING.

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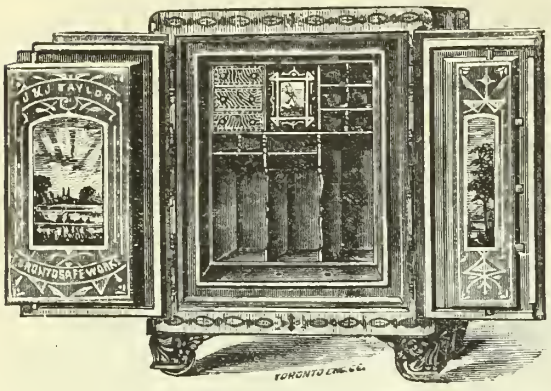
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MONTREAL OPTICAL & JEWELRY CO., Limited.

THE TRADER

TORONTO, ONT., APRIL, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 *ADELAIDE STREET WEST,*

Toronto, Ont.

Editorial.

THE LATE JOHN ZIMMERMAN.

In the death of Mr. John Zimmerman, the jewelry trade of Canada has sustained a heavy loss. Probably no one in the jewelry business was better known, certainly no one was better liked or more deservedly popular. Genial in disposition, whole souled, liberal even to a fault, and with a kind word for everybody, it was no wonder that John Zimmerman's friends were legion, and that while health lasted he was one of the most successful jewelry travellers that ever canvassed the Canadian trade.

Mr. Zimmerman has been identified with the wholesale jewelry business of Canada for nearly twenty years, having learned his business in the warehouse of the late Robert Wilkes of Toronto, and subsequently entered into business on his own account some eight years ago. For the past two years Mr. Zimmerman's health has been in a very precarious condition, so much so that his doctor had prohibited him from travelling. Owing to the illness of one of his travellers however, he decided on taking a short trip, and it was while doing business in Harriston that the fatal attack reached him. The immediate cause of his death was the bursting of a small blood-vessel in the brain. This occurred about 9 o'clock on the morning of March 2nd, (Monday,) and from that time until his death he remained unconscious to everything around him. Everything that kind nursing and medical skill could do, was done, but without avail, and on Sunday morning, March 8th, he passed quietly away.

Mr. Zimmerman's many good qualities were appreciated by the general public, and they will miss him from his accustomed place in their midst, but to those who knew him best and amongst the inner circle of his friends, his loss will create a gap that cannot possibly be filled by any one else. If John Zimmerman had his faults, as who has not, they were like the tiny flaw in an otherwise perfect diamond scarcely discernible, and were completely overshadowed by his many sterling qualities of head and heart. A better or truer friend never lived, nor one whose many acts of kindness will linger longer in the memory of those who knew him best.

He was a devoted husband and loving father, and his sorrowing widow and family have the heartfelt sympathy of the community in their bereavement. In the presence of such an affliction, words seem weak and meaningless, but if it is any consolation to his family to know that he was loved and appreciated, they should not be allowed to remain in ignorance of it. May the God of the widow and orphan sustain and comfort them, is the heartfelt prayer of every one who knew John Zimmerman in life, and respects his memory now that death has removed him from their midst.

A SENSIBLE STEP.

We notice that the book dealers have decided to cut down the limit of credit from four to three months, discourage renewals, and do away with the practice of dating ahead. Their example we think might be profitably followed by the jewelry trade in some particulars, for there can be but little doubt in the mind of any person that ever took the trouble to investigate the matter, that the present depression in the jewelry business proceeds largely from an abuse of the credit system. The sooner that all lines of trade get back to shorter credits and the regular methods of doing business, the better it will be for the country. We can see no reason why Canadian merchants can't pay as promptly as do American merchants across the border; they have got the idea ingrained into them that they can't do business profitably unless they buy and sell on long dates, whereas facts prove more fully every year that as a rule the successful business man is the man who buys and sells strictly on a cash basis. A great deal of the blame of the present depression seems to us to belong rightly to the farmers who are holding on to their grain with a tight grip, and the result is that country storekeepers cannot get the money with which to meet their engagements. If the farmers would only let go their hold on the grain bags, money would begin to circulate more freely through the various channels of trade and commerce would soon feel the benefit. But long credits, renewals and datings ahead have had much to do with producing the present unsatisfactory state of affairs. The book trade has taken a wise step. There has been too general a disposition to get away from the old-fashioned modes of doing legitimate business.

OUR CANADIAN ELEPHANT.

The readers of THE TRADER have never, we think, had any cause to misunderstand the position we have taken in regard to the Canadian Pacific Railway. Without doubt it is the greatest public work that the Dominion of Canada has ever undertaken, and on its construction on common sense business principles the future prosperity of this country in a great measure depends.

We have always contended that while the construction of the C. P. R. was necessary to enable us to colonize our magnificent prairie lands in the North-West and hold its trade afterwards, that the outlay should be in some measure commensurate with the benefits received. We did not hesitate to say when the contract with the present C. P. R. Syndicate was first talked of, that the bargain then contemplated was not in the interest of the people at large, and, that looked at purely from a business point of view, we were "paying too dear for our whistle." Subsequent events have fully strengthened this view, and when the Syndicate came to the government a second time and succeeded in bulldozing the government and their subservient majority into granting them a loan of $30,000,000 of additional money, we characterized it as as cool a piece of legal highway robbery as we had ever heard of. This was to have been the last time of asking, and the money then obtained was to have finished the road and thoroughly equipped it for efficient traffic.

It seems, however, that the end is not yet, and like the horse leach's daughters the cry of the C. P. R. Syndicate is evermore "give," "give." Although Sir

John Macdonald has solemnly declared from his place in parliament that he has received no proposition from the C. P. R. Syndicate asking for a further loan or anything of that nature, it has been evident for some little time that the preliminaries have all been cut and dried months ago, and that the object of the Premier was to leave its announcement off until near the close of the Session and then spring it upon parliament and rush it through before it could be thoroughly ventilated.

That this view is correct is amply borne out by the following despatch to the government's chief organ here, which by the way was completely surprised to receive such a confirmation of its own astute prediction :

" Hon. J. J. C. Abbott, the legal adviser of the Canadian Pacific, said to-day that the directors of the road were about to make a proposition to the government to the following effect: (1) That the lien of the government upon the line and all its belongings for the $30,000,000 loan, be changed into first mortgage bonds for $30,000,000. (2) This done, that the government accept lands in lieu of $15,000,000 of these bonds, the remaining $15,000,000 of bonds to be disposed of by the company, and the proceeds applied to the completion and equipment of the line. "By complying with this offer," said Mr. Abbott, "the government will not have to contribute any more money. Every dollar realized by the sale of the bonds will be applied to the completion of the road and its equipment, thereby enhancing the security. This will also advance the price of the stock, as the government will have no preference. The line from Winnipeg round Lake Superior to this city will be finished in three weeks and opened shortly after."

This despatch we think lets the cat pretty thoroughly out of the bag, and shows plainly to the Canadian tax payer what they have to expect in the near future. It is about as cool and cheeky a demand as could well be formulated by any company, unless they absolutely owned every acre of Canada, and were entitled to the earnings of every man in it. Cheeky and all as this proposition is, we have not the slightest doubt that it will be accepted by the present parliament before the session closes, and once more the interests of a gigantic monopoly whose strength will soon be a menace to our commercial freedom will overweigh the rights of the Canadian public out of whose pockets the entire expense has got to be met.

So far as our humble judgment goes we think the government should not grant the C. P. R. Syndicate one single concession more. They have already drawn out of the venture in the shape of dividends on stock almost as much as they ever put into it, and if it is just one half as good a thing as they would have people believe, they should not hesitate to put their own money into it in real earnest and thus show their faith by their works. As long as they can coerce the government into giving them all the money they like to ask for they will never risk any of their own, and their position in regard to the country now is, and always has been, pretty much like that of the fellow who wanted to toss his comrade for a drink on the understanding of " heads I win, tails you lose." What the country really wanted and what the company started out to build, was a transcontinental railway, which in conjunction with the Intercolonial Railway, owned by the government, should stretch from ocean to ocean, and not only link our scattered provinces together in the pursuits of commerce, but exercise a beneficial influence in building up that spirit of nationality without which no country can be either contented or prosperous. This was the original idea and it was for this that the people's money was voted. The original idea has not been carried out however, and the money thus entrusted to this company has been utilized by them in gobbling up existing lines of railway for the purpose of crushing out the Grand Trunk. Had the money voted the first time been as fairly and honestly expended as would have been done had the Syndicate been paying for the work out of their own private means, it would, we think, have amply sufficed to complete the road, and we should never have heard of the second call, let alone this new demand to stand and deliver.

In the face of all this, we think the duty of the government is plain, and it is what the country will expect of them. They should refuse any further aid to the C. P. R. Syndicate, and if the latter refuse to go on and complete the work the government should forclose their mortgage, take immediate possession of the road and at once vote a sum of money sufficient to enable them to push it to completion themselves without any delay. The country would then at least own the road, and what is more, they would know that it was being built at something like its real cost and not have its contracts filtered through the sticky fingers of a construction company composed of its owners. If there were any jobs in connection with its construction by government a parliamentary investigation would bring them to light; as things are at present the C. P. R. Syndicate refuses either to show their books or to make any authentic statement in regard to the cost of construction that the public can have the slightest chance to verify.

Sir John Macdonald by a firm stand in the interests of the country at the present time has it in his power to render an immense service to the people, and to assure his party of victory at the next general election. On the other hand if he neglects this chance of putting country before monopoly he may find that the Canadian Pacific Railway may a second time prove the means of hurling him and his party from power and relegating them to the cold shades of opposition for years to come.

With all Canadians who put country before party, we trust that the Premier will take a firm stand in this matter and see that the people have justice done them, no matter what the Syndicate threaten or do.

Selected Matter.

DEAD IN THE DESERT.

Frederick Gustavus Burnaby, killed in Egypt, Jan. 17, 1885.

" Close up in front, and steady, lads ! " old Stewart cries, " They're here : "
And distant Cheops echoes back our soldiers' answering cheer :
One moment's pause—a year it seems—and swift the Arab horde
Pours forth its mingled tide of hate and spear and scythe-like sword :
As demons fight, so fight the children of the desert plain.
Their naked breasts defy our steel again and yet again :
But steady as the granite cliff that stems a raging sea
Above the van of battle looms our " Bayard "—Burnaby.

Broken ! The square is pierced ! But only for a moment, though,
And shoulder-strap to shoulder-strap our brave lads meet the foe ;
And on this day the Bedouin learns, in the Mehdi's shatter'd might,
With what a God-like majesty the island legions fight.
But, oh ! the cost, the bitter cost ! for ere the set of sun
The bravest heart of Alba's isle its earthly course has run.

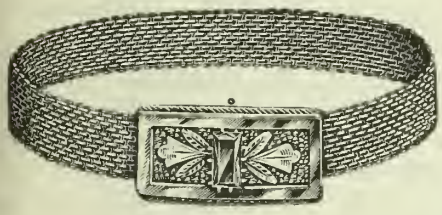
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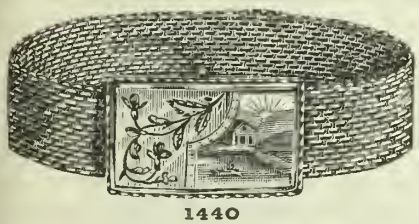
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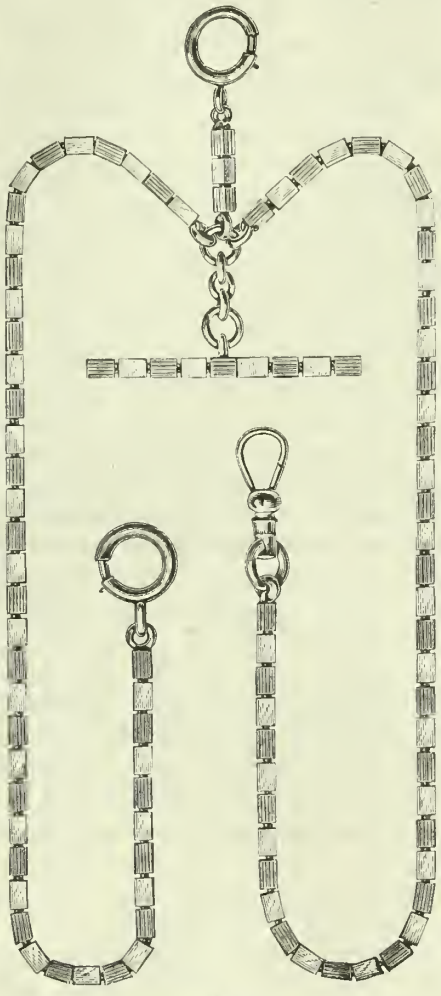
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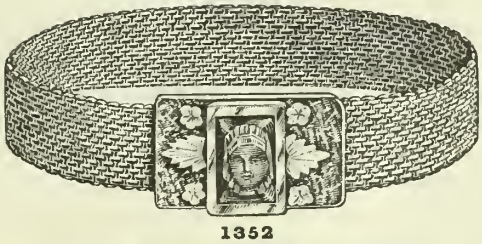
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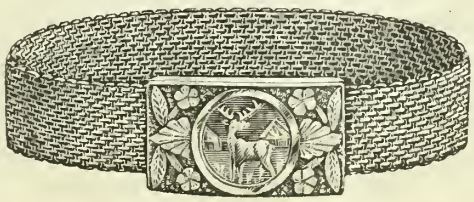
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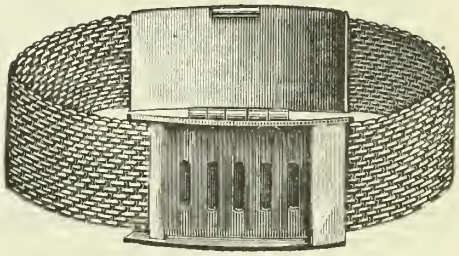
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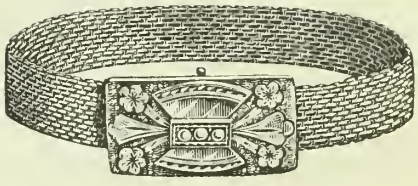


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1408



1406

And Britain weeps sad, bitter tears whilst flush'd with victory,
For on Matamneh's blood-red sand lies noble Burnaby.

Avenged! Behold what hecatombs around the dead man lay;
(The royal paw is heaviest when the lion's brought to bay)
And as the shades of even fall upon this day of strife
That heap of slain exceedeth far the foes he slew in life.
And when a sneering alien tongue shall speak of him with scorn
Or hint at our decaying might, the child as yet unborn
Shall beard the dastard to his teeth, and tell exultingly
How like the Israelite in death was "Samson" Burnaby.

Intriguing Russia's prestige waned in far-off Persia's State
When England's lonely horseman stood at Khiva's guarded gate;
Aye! Bruin of the Northern steppes, roll forth thy fœtid breath;
Exult, since now that lion-heart is still'd for aye in death,
And strut, and crow, thou Gallic cock, beyond thy northern shore,
Perfidious Albion drapes her halls for one who is no more.
Vale! the last and brightest star of England's chivalry,
'Neath Orient's skies thou sleepest well, O gallant Burnaby!

—Hereward K. Cockin in The Week.

A DIAMOND DRUMMER.

MEN WHO CARRY BIG FORTUNES IN PRECIOUS STONES IN THEIR VEST POCKETS.

"My life is anything but a life of ease and pleasure," said a veteran traveling salesman for one of the largest diamond houses in America, seated in an easy chair in an uptown club. "I have been on the road for over twelve years, and have traveled all over America and Europe," continued he. "It is sometimes a wonder to myself to think of what I have been through and lived. I spend ten months out of twelve on the road, and I live nearly always on the train or boat. I seldom stop at a city longer than two or three days. I must stop at the best hotels, on account of the valuable property I carry. I start out on my trips twice a year, from New York, in May and November, taking $150,000 to $200,000 worth of stones with me each trip. I have a regular route that I go over once a year. I take the West in on my May trip, and go South as far as Mexico in November. I am treated much more courteously than the ordinary jewelry salesman by the people to whom I sell. In the first place my having such an enormous amount of property in my pockets commands a certain kind of respect. There is a curious fascination about diamonds that few men can resist. Nearly everybody loves to look at them and watch the different effects of light on them in various positions. When a diamond drummer enters a store and makes known his business he is generally invited back into a private room and asked to show his stock. If a stone suits a customer, instead of ordering so many by sample, he buys at once, gives his note and the transaction is complete."

"How do you carry your diamonds?"

"In cases like this," replied the salesman, taking out a Russian leather case shaped like a common envelope. It was about six inches long, by four broad, and sewed together with strong silk thread. It was lined with oiled silk, and fitted on the inner back with two compartments, also envelope shape. When folded up two heavy bands of elastic held the laps. It looked like an ordinary pocket-book. "that little book" continued he, "will carry about $30,000 worth of diamonds. Nice pile, eh? I have my vests especially made to accommodate these cases. I have seven of them and pockets for each one. All the pockets are on the front of the vest and strongly protected from pickpockets. An effective protection against the knife of the pickpocket is a fine gauze of steel sewed next to the cloth of the vest. Very few can go through that in the short time they have to work. I never take my vest off, even while I am sleeping. I have never lost a dollar's worth by robbery or otherwise."

"Of course you go armed?"

"Well, slightly," replied he, with a quiet smile, reaching back of him and bringing out an improved Colt's revolver, 38 calibre. "I carry two of these with me or two Colt's derringer pistols when on the road. I practice shooting regularly, and I think I can hit a five cent piece at fifty paces.

"I can tell you the life of a diamond broker is one that requires nerve and a great deal of sharpness. In the West last summer, on my way from Denver to Chicago, I discovered that I was followed by a man who had got wind of my vocation and the diamonds I carried with me. I had an alligator-skin traveling bag, which I had put up in the rack over my head in the railroad car. He evidently thought I was fool enough to put my diamonds in that bag, by the way he eyed it. At a little way station, about 200 miles this side of Denver, we had 20 minutes for dinner. I went out with the rest, leaving the bag in the rack. Instead of going to the dinner-table I took up my stand by the window looking towards the cars. I saw the fellow walk up to the rack, take down the bag and throw the strap of it over his shoulders. With a satisfied smile he walked down the steps of the car, and started out through the station. A shot from my revolver caused him to stop and nearly frightened him to death. He gave up the bag, which only held some soiled linen and such things, and I let him go. I have some adventures every time I go out, and some day I suppose some one will kill me," and he laughed lightly and turned to other subjects.—"*Exchange.*"

JEWELS OF THE ORIENT.

The history of gems in the East is the history of the governing princes, for so often has the course of history in the Orient been affected by intrigues about precious stones that they assume a State importance. The traditional diamond in the East is the Great Mogul. The original weight of this stone was 787 karats, but by cutting it was reduced to 297 karats. The stone disappeared at the last Tartar invasion, when treasures to the value of $350,000,000 were captured by Nadir Shah. It is believed to be at present hidden away in some obscure fortress in Asia Minor, and it may be recovered at some future time.

Some idea of the abundance of precious stones in the East may be gained from the fact that when Mahmoud, in the eleventh century, captured Sumnat, an idol statue was broken open and found to contain three bushels of diamonds, rubies and emeralds. Ala-ud-deen obtained from the Rajah of Mahrattas fifty pounds of diamonds and rubies and 175 pounds of pearls. Shah Jehan, the greatest of the Mogul sovereigns, left a treasure of incalculable value at his death—a throne valued at $30,000,000 and a crown worth $12,000,000. The throne was the celebrated peacock throne, so called from the images of two peacocks which stood before it, each made of precious stones so matched in color and position as to resemble the natural color of the bird. The throne was six

No Step Backward ! Every Advance a Triumph !

JAMES BOSS GOLD CASES BETTER THAN EVER AT

REDUCED PRICES !

THE character and magnitude of the plant of the KEYSTONE FACTORIES are unrivaled. Improved and patented machinery of the most ingenious description occupies every floor of two of the most massive and stately buildings in Philadelphia, while hundreds of operatives, selected for their commanding skill, and drilled in special and original methods, assist in giving shape, construction, and finish to the most complete and serviceable Watch Cases ever produced.

Celebrated as JAMES BOSS GOLD CASES were heretofore, they have now an additional claim to fame and popular favor. Notwithstanding their reduced price,

Every Style of Jas. Boss Gold Case is Made Better Than Ever.

It will particularly repay every jeweler on the alert for new, fresh, and reliable goods at prices that *MUST* sell them, to examine the

DOUBLE | PEERLESS | BOSS | GOLD | CASES.

It is, of course, impossible to illustrate, through a print, the graceful roll of the curves, delicately executed rope knurling, and exquisite vermicelli engraving of these cases. No description can do them justice. They are literally superb, and are sold as low as any first quality goods known to the trade.

Every Case has the Dust-Proof Band, is close-fitting to a nicety, interchangeable, and is guaranteed for Twenty Years.

The greatest recommendation of Jas. Boss cases is that their guarantee is *bona fide,* and that they give universal satisfaction.

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feet long and four feet wide, of solid gold and crusted with diamonds, rubies and emeralds. Steps of silver led up to it, while a canopy of gold, fringed with pearls, supported by twelve pillars, emblazoned with gems, surmounted the whole. On each side was a sacred umbrella made of velvet, embroidered with pearls, the handle being of gold inlaid with diamonds. It was the most costly work of art ever made. Its only rival was the cerulean throne of the house of Bahmenee, in the Nizam. This was built in the seventeenth century, was nine feet long by three feet wide, was made of ebony, covered with plates of gold crusted with gems, and was valued at $20,000,000.

A late traveler gives an account of the magnificence of the Persian crown jewels. In the jewel room he found treasures valued at $35,000,000, among them the crown, a mass of diamonds surmounted by a ruby as big as a hen's egg. The king's belt is a wonder of barbaric magnificence, weighing about twenty pounds and composed of a solid mass of diamonds, rubies and emeralds. As Persia is the native land of the turquoise, it is but natural that the finest stone of this description is to be found in its collection. This royal specimen is four inches long, perfect in color, and without a flaw. When the Shah was in Europe, some years ago, he wore a variety of diamonds and other precious stones that kept the detectives in a constant fever of fear lest he should be robbed of some of them, for one, even of the smallest, would have been a fortune for a half-dozen thieves. The buttons of his coat were five in number, and each button was a diamond larger than the Koh-i-noor, while every part of his clothing seemed to be useful, not as a covering for his body, but as places to hang diamonds on.--"*Exchange.*"

A SAD MEMENTO OF THE PAST.

Among the many objects of curiosity preserved at Queen Victoria's Windsor Castle is a clock with a sad historical memento attached to it. This is no other than the actual time-piece presented by King Henry VIII., the amorous, the lustful, to the fair, but unfortunate, Anne Boleyn, on their marriage in November, 1532. As far as the appearance of the case and dial go, it certainly is the most artistically built article of the kind that can be well imagined. It is an upright, square timepiece, standing on a bracket having a sloping, triangular support in front, resting against the wall. The top of the case is surmounted by a carved dome of highly-wrought ornamentation. What might be termed the platform of this dome is made prominent by pinnacles terminating the four pillars supporting the sides, these pillars, too, being quite in keeping with the other work. On the left-hand side is the door to the interior, having carved upon it the royal arms and crown. The dome is open-work, and at the summit is the royal shield, held in place by the forepaws of the heraldic lion, whilst the head of the kingly animal itself is keeping "watch and ward" high over all. There is only one weight, apparently lead-cased in brass, and even that is engraved. Around it at the upper end is the royal motto, "Dieu et mon droit." Below that is a circle enclosing on the upper part a true lover's knot; the letters, H. A. (Henry, Anne), and another true lover's knot below in the same circle; down to the end of the weight is more ornamentation. The front of the bracket has medallions of both male and female heads let into sunken panels. There is only one hand, and that for the hours, the pointer end being of the *fleur-de-lis* pattern. The hour circle is in Roman numerals, such as are used now, and enclose some elaborate flower engraving. The circle rests on a square plate, which is also elaborately wrought at the four corners.

Such is that famous clock; and it is lamentable to think that, in four years, the doomed queen, who was crowned with great pomp and public manifestations, was led to the block and beheaded by the order of the cruel, lustful and savage man who had made her such a right royal present. Her Majesty, Queen Victoria, must feel melancholy and heart-stricken when she looks at that mournful memento of such an unjustly ruined sister in dignity—a sister whose eyes often gazed with loving fondness upon that same hand and dial. The size of this clock is, from the base to the cornice above the face, five and one-half inches, and from thence to the lion's head five inches more; the sides are each four inches square.

It is a pity that the name of the maker of the clock is not known. It has been modernized by the application of a pendulum, and may now, for many years to come, show the beautiful workmanship of the period in which it was made; but the case remains unaltered in all its splendid originality, to show us what that class of workmen could turn out in the sixteenth century. Many of those old clocks, down to the beginning of the last century, have been adapted to modern requirements.—*Jewelers' Circular.*

ODDITY IN DESIGNS.

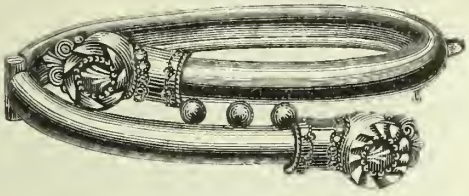
The demand for bric-a-brac and novelties in household decoration apparently does not abate, and there is such a pressure for novelties that designers in all parts of the world, from Boston to Yokohama, are kept busy pushing their inventiveness to the last degree to turn out new combinations. Every manufacturer who caters to this taste in any way keeps a designer, whose ears are burdened with the demand for something new. An old shoe or an old hat gives an idea for a bon bon case. Every animal in the menagerie is employed by various artisans. Botany as well as zoology is ransacked for designs, and all the combinations apparently possible are made. Nevertheless, there seems to be no limit to the fertility of the designers. In referring to this subject, a bric-a-brac dealer, with an idle quarter of an hour on his hands, conducted a reporter through his collection, and as he went along his counters he said:

"There is a lamp that has the form of a white owl, from whose head rises the stem of an immense rose with closely folded leaves, which entirely conceal the globe. There is a stork in flight, with its wings spread out and its legs extended. It is ornamented, and is to be suspended from the chandelier by invisible threads. There is a candlestick, with a gold grape leaf for its base, and with a light receiver of crystal painted in gold. There is a work basket in the form of a skiff, and another with a moss-covered top full of artificial plants is in the shape of a flower pot. There is a big elephant of porcelain, with an opening in its back for begonias, and there is a porcelain vase representing a tree trunk overgrown with climbing plants. There is a mirror to be bordered with cut flowers, and to represent a miniature lake in the centre of a dinner-table. That crystal ball mounted, upon a spiral pedestal, is for a centre table ornament, to catch and reflect the light. That glass screen has, you observe, pond lilies painted upon it, so that they seem to be floating in water. The curiously twisted

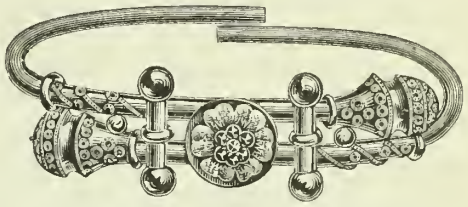
ASK YOUR JOBBER FOR "S. E. F. & CO.'S"

BRACELETS

FOR STYLE, FINISH AND QUALITY, AND TO HOLD YOUR TRADE, USE ONLY RELIABLE GOODS.



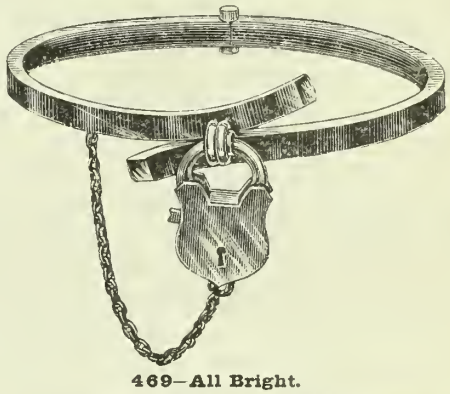
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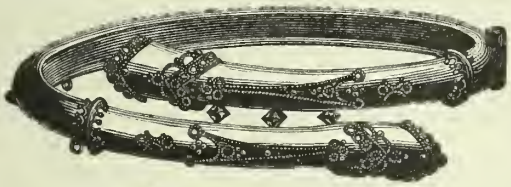
482—Garnets. 482½—Turquois Patent.



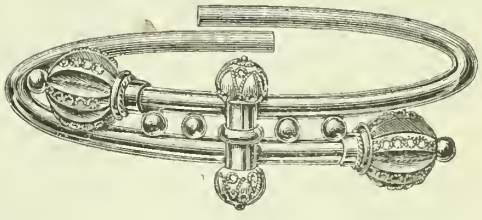
503—Old Coin and Nugget Cube.



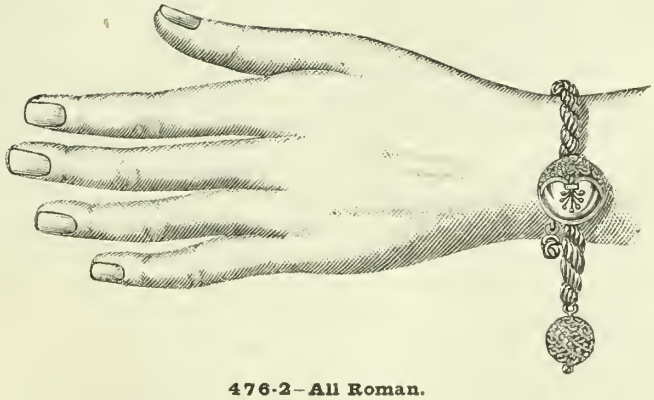
469—All Bright.



369—Garnets 369½—Turquois.



511—Patent.



476-2—All Roman.

OUR "HAUT-TON" WILL FIT ANY ARM.

LOOK AT THIS PAGE EACH MONTH FOR NEW STYLES.

THESE GOODS ARE FOR SALE BY ALL THE LEADING JOBBERS.

horns in that smoking set come from Eagle Pass, Texas, and are lambs' horns. The other horns are from the heads of buffalo. They are mounted in Paris and sent back here. That dagger is a paper-cutter, and its sheath forms a thermometer. That cat is an inkstand. The head in a flaring bonnet is the same; lift the face and there is the ink well. That gold-umbered ship, with silver sails and a cargo encased in Austrian glass, is a liquor set. Here is a baby carriage that represents a slipper lined with plush, and here is another shaped like a canoe. That tree of gold, with a nest for eggs is for next Easter. This paper weight contains a Geneva timepiece, and this one has a clock on one side, a barometer on the other, a thermometer between, and a geographical globe above. That stork, raising itself within a lotus thicket to seize a frog, supports a thermometer; and that setter dog, with a bird in his mouth, holds up a barometer. This gilded key, with a pair of brazen dragons in the ring, is a common and popular fancy for a thermometer now. Those three Turkish pipes form a newspaper rack. Here are designs for open fireplaces; for, after all, there is no bric-à-brac to compare to a bright open fire. And so the variety increases. There is no end to the designs. The designers are chiefly Europeans, who are worked at high pressure all the time."—*Jewelers' Circular.*

THE TEMPERING OF SMALL DRILLS.

Much has been written on this subject, and still it is never exhausted; new methods for hardening this small tool, so useful to the watchmaker, are recommended every little while.

Small drills for drilling holes in arbors, staffs, etc., which are frequently very hard and difficult to be perforated, are tempered in the following manner: After the drill has been filed to its proper size (the cutting-face must not be flattened with the hammer), it is only moderately warmed, avoiding that it does not become red, when it is run into borax. The drill is thereby coated over with a crust of borax and secluded from the air. It may now be hardened by heating it only cherry red, after which it is inserted into a piece of borax, or what is still better, plunged into mercury; care is to be taken in the latter case, however, not to breathe the mercury fumes. The borax accommodates itself to the heat of the drill, melts and cools it off. Various experiments, made by cooling in water, petroleum, etc., after the drill had been coated with borax, were not followed by results as favorable as when the drill was plunged into borax or mercury; it becomes exceedingly hard, without being brittle, and the watchmaker is able to drill articles which cannot be perforated with a drill tempered in the ordinary manner.

Many watchmakers make use of broken brooches for these small drills, in the belief that they are made of the best steel, which is not always the case, however, because the steel used for them is frequently burned, and of course, the steel is thereby rendered unfit for such small tools. In order to be certain of the quality of their drill, let them take a new piece of round steel.—G. L., in *Schwez. Uhrm.*

JEWELRY REPAIRING.

Probably there is not anything upon which the reputation of a keeper of a jewelry store is more easily built up than the neat and substantial repairing of the jewelry of his patrons. The instrinsic value of a filled ring may be almost nothing, but to the owner it is surrounded by a halo of associations which give it priceless worth, and if broken by accident, its neat repairing is very highly appreciated. So also the cleaning of jewelry, which, through discoloration has lost its beauty, is often looked upon with delight as marvelous.

Perhaps a few hints on this subject may be of use to some who have met with difficulty in making repairs to their satisfaction.

It is of first importance that the use of soft solder be avoided as far as possible in repairing articles made of gold or silver, and even filled and plated jewelry may be repaired with hard solder.

To repair a ring, the shank of which requires soldering, bury the head in a crucible full of wet sand, place a small piece of charcoal against one side, coat the break, previously cleaned by filing or scraping, with borax, and charge with solder; blow a flame against the ring and charcoal until the solder runs in. For articles which require to be protected from discoloring in the process of soldering, coat them with a mixture of burnt yellow ochre and borax, adding a little dissolved gum tragacanth to make it lay all over, allow it to dry, then charge with borax and solder and heat sufficiently; boil out in weak pickle made of nitric or sulphuric acid. One important point is to wash the piece well in hot water with a little ammonia in it before attempting any repairs; this removes all dirt and grease, which, if burned on, cannot be removed.

If the article be of colored gold, boil out in pickle made of muriatic acid, and never coat with any protecting mixture. The solder must vary in regard to fusibility according to the quality of the article. For repairing most filled work, very easily melted solder is required, which may be made of 1 ounce fine silver, 10 pennyweights hard brass wire, adding 2 pennyweights zinc just before pouring; or, to make it more fusible, use bar tin instead of zinc; or, for strong silver solder, use only the silver and brass. For repairing most bright gold work, use gold coin, 3 pennyweights; fine silver, 3 pennyweights: fine copper, 2 pennyweights. For colored work, fine gold, 1 pennyweight; silver, 17 grains; copper, 12 grains; hard brass wire, 2 grains.

A good solder for repairing spectacles or other steel work is made by melting together equal parts of silver and copper. In soldering steel, plenty of borax should be used.

Very often the want of a rolling mill is a great obstacle to the making of solder, but it may be flattened very thin, although not with great regularity, by pouring on to a flat piece of wood, and putting the flat surface of a piece of iron, while it is still in a melted condition; a piece of cigar box is good to pour it on, as the odor emitted is not very disagreeable, and the solder may be melted in the hollow of a piece of charcoal, by using gas and a blowpipe.

For cleaning colored gold, a mixture of 1 pound sal soda, 1 pound chloride of lime and 1 quart of water will be found useful; it should be placed outside the building after mixing, and when settled, the liquor poured off and the sediment thrown away; with great care this may be used for cleaning gilt bronzes, and cheap gold, and plated jewelry, but caution is necessary, as it will corrode brass very rapidly.

To remove lead solder from badly repaired jewelry, place the piece in muriatic acid and leave till the lead is eaten away. It is best always to heat the piece gently and brush off the lead, while melt-

EVERY JEWELER

Should ask his Jobber to show him the latest thing that has been Patented in Watch Cases.

—THE—

INVISIBLE CENTRE CASE

Is the NEWEST, the CHEAPEST and

The Best Watch Case in the World

FOR THE MONEY.

This Case which is practically Dust Proof, is not made like other (so called) cheap cases, by springing a back and front on to a centre without joints, but is similar to an ordinary watch case except that it has only one seam, and the centre is invisible when the case is closed. It has only one (gold) joint, opens at the front and back alike, is the lowest priced case made in silver, and in gold can be sold as cheap as an ordinary filled case. Pronounced by experts to be the best Cheap Case ever made.

EVERY RETAIL JEWELER SHOULD HAVE THEM.

FOR SALE BY ALL THE LEADING JOBBERS.

ed, before subjecting the piece to the action of the acid, as too long a steeping is not desirable.

Set pearls, which have become discolored by wear, may often be improved by placing in a covered vessel with a mixture of whiting, ammonia and water, and permitting them to remain for a few hours.

A good powder for cleaning jewelry, silver watch cases, etc., is made by mixing about four parts of whiting with one of rouge, using with alcohol or water; this it will be found, is easily brushed out of crevices, engravings, etc.—*Jewelers' Circular.*

ELEVENTH HOUR MEN.

Some men appear to have been born behind time, and their business methods impress one with the idea that they have never been able to catch up. They are always just a little behind their neighbors, and come to be known among their business associates as eleventh hour men. If they want goods, instead of buying promptly at the appropriate season, they put it off from week to week until their competitors have secured the cream of the markets, and they must take what is left or go without; if they have engagements they are always late; if they have a note coming due, they fail to take proper measures to protect it in time, and their paper goes to protest simply because they put off till the eleventh hour their efforts to protect it. Their motto appears to be "never do to-day what can be put off till to-morrow." This habit of procrastination brings many a man to grief; with some it is constitutional, due to the fact of their having been born behind time, but with others it is the outgrowth of a spirit of indifference or carelessness. We often hear it said of a man that he is peculiar, that he has not acquired business habits, and excuse must be made for him. No man has a right to be peculiar at the expense of his neighbors, or to expect them to excuse his laches because he chooses to be different from other men. The fact of living in a civilized age and community imposes obligations upon every individual enjoying that blessing, the chief of which is to conform to the customs and usages approved by the majority. Peculiar men are a nuisance, and should be relegated *en masse* to the lunatic asylums, where so many others similarly afflicted already enjoy the hospitality of the State.

The eleventh hour men are, of all peculiar persons, the most aggravating, and their lack of promptness is made all the more inexcusable by the knowledge that it is unnecessary. There was Brown, of Michigan, who had business with Jones, of New York, and telegraphed "meet me at the Astor House 10 A. M. to-morrow." At great inconvenience and possible pecuniary loss, Jones postponed a trip to the east, and was at the hotel promptly at the hour designated. But there was no Brown; he had not arrived nor had he sent any message. Jones fumed and fretted all day, and in the evening went off on his proposed trip, having lost a whole day waiting for Brown. Next day Brown came along leisurely, and was greatly disappointed at not finding Jones. His excuse for the delay was that he got engaged in some business and thought twenty-four hours wouldn't make any difference to Jones. But it did, and to Brown, too, for he had to telegraph to him to meet him in Boston, and incur the expense of going there. Jones ought, also, to have charged him for his lost time, but, of course, he did not. We met Robinson in the street a day or two since, looking troubled; he said he had just had a draft on one of his customers returned dishonored, and he had got to make it good at the bank. "Why do you do business with men who do not honor your drafts when they are due?" we asked. "Oh, this fellow is good," he replied, "but he is infernally slow; always putting me in a hole, but he pays eventually." The next time Robinson had an opportunity to make that customer pay for the trouble he caused, it is very certain he availed himself of it. This man, although notified that the draft was made, failed to provide for it in time; probably the money was ready next day, but the banks do not wait two or three days to give a man an opportunity to get his wits together. Time and tide are said to wait for no man; neither do the tides and currents of business; the business man who expects to be successful must get in the swim and keep up with his fellows; if he dallies and dawdles, or demands special consideration for his peculiarities of temperament or habit, he will be very apt to find himself stranded, with prospects for very little salvage.

The eleventh hour man is most trying to the manufacturers and jobbers in the jewelry trade, at the busy season in the spring and fall of the year. These enterprising gentlemen spend much thought, time and money in preparing attractive stocks of goods for their customers; they advise the trade regarding their preparations by circulars and advertisements, soliciting early orders that they may gauge their production accordingly. The prompt business men respond according to their requirements, obtain their supplies and have them on the market as early as possible; then the eleventh hour man wakes up, goes over his stock to ascertain what is wanted, and finally forwards his order. But the early birds have captured the attractive worms, and the order is filled, minus the seasonable novelties that would have aided so much the sale of his standard goods. Frequently an order for goods calls for certain things that the manufacturer does not carry in stock; he must send to the factory and have them made, and this takes time; as a consequence, the entire order must be delayed, or two packages made and the cost of transportation thereby doubled. Such a transaction makes all parties to it dissatisfied. All trouble and annoyance of this kind could be avoided by sending the orders promply when the manufacturer is stocked up with his full line, thus giving him time and opportunity to fill them properly. The advertising pages of *The Circular* contain the announcements of all the prominent houses in the trade; these are changed from time to time to suit the conditions of their business; here will be found a complete enumeration of the novelties and choice goods that each has to offer, and by keeping watch of these, buyers will have a full and trustworthy guide as to what goods are desirable and available, with full directions as to where they can be obtained. Following these as a guide, there is no excuse for any dealer being "left out in the cold" when novelties are introduced, or when his stock needs replenishing in any line. Promptness in everything that pertains to business is an absolute essential to success; the eleventh hour man, who is always dilatory and procrastinating, may drag out a precarious and even a prolonged existence, but he will never achieve eminence in his calling, or be anything more than an incubus, clinging, like a veritable old man of the sea, to the shoulders of his more enterprising neighbors and business associates. Procrastination is the thief of time, but a prompt business man is the noblest work of God. —*Jewelers' Circular.*

In compliance with an increasing demand, we have placed on the market a

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

embodying many of the excellent qualities of our original Patent Dust Proof Case, though offered at a lower figure.

The back and center of the new case are made of one continuous piece of solid silver, into which an Albata Cup is screwed identical in shape with the back, thus greatly strengthening it and efficiently protecting the Movement against dust.

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

We shall continue the manufacture of our popular Patent Dust-Proof Case with Screw Crown and Screw Bezel in all the styles as heretofore, plain and inlaid, with Lever and Pendant Setting.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS OF THE

American Waltham Watch Co. of Waltham, Mass.

NEW YORK, BOSTON, CHICAGO,

LONDON, SYDNEY.

TO FIT A BOUCHON.

After repairing the pivot, a bouchon is selected as small as the pivot will admit. Open the hole of the plate or cock so that the bouchon, which previously should be lightly draw-filed at the end, will stand with a slight pressure upright in the opened hole of the plate or cock; then, with a knife, cut it across at the part where it is to be broken off so that it may break very readily when required to do so. Press it in the plate on the side the pivot works, break off, and then drive it home with a small center punch. In every repair of this nature, notice should be taken of the amount of end shake of the pinion, and allowance made by leaving the bouchon so that any excess may be corrected. To finish off the shoulder end, a small chamfering tool should be used. It has a hole smaller than the pivot one to receive a fine brass wire, serving as a center to prevent the tool from changing its position while being used; or the wire may be put through the bouchon holes, and then the hole of the tool may be left open. The above is a far more expeditious way than using the turning lathe.

TO RESTORE THE COLOR OF NICKEL MOVEMENTS.

A correspondent of the journal *Suisse d' horlogerie* recommends the following method: Take 50 parts of rectified spirits of wine, 1 part of sulphuric acid, and 1 part nitric acid. Dip the pieces for about 10 to 15 seconds in this composition, then dip them in cold water, and afterwards in rectified spirits of wine. Dry them with a piece of fine linen, or in sawdust. Nickel and the greater part of those metals liable to tarnish, may be restored to their primitive color by dipping in the following bath: Dissolve in a half a glass of water, 6 or 7 grains of cyanide of potassium; plunge the pieces in this solution and withdraw them immediately. As the cyanide mixes well with water, it is sufficient to rinse them once in the latter to destroy any trace of the cyanide. After, this, dip the pieces in spirits of wine, and dry them in boxwood dust, in order to keep them from rusting. The balance even together with its spring, can be subjected to this operation without any danger. If the pieces to be restored are greasy, they must be cleaned with benzine before being dipped in the cyanide, because it will not touch grease. Cyanide of potassium, being a violent poison, great care has to be exercised, and the operation should be performed in a well ventilated place. The same bath can be preserved in a bottle, and serves for a long time.

PERPLEXITIES OF THE CLOCK WINDER.

The principal of a college had charged an old man with the care of the steeple clock of the seat of learning. In a short time afterward, the later presented himself before the principal with a woe-begone face. "Well, my man, why do you complain—is it too much work to wind up the weights?" "No, not that," he replied; "if the clock don't go fast enongh, especially at noon, I have all the students of the college swearing at me, and in order to content them, I move the hands forward; but the townspeople, on the other hand, complain that the clock goes too fast, and I set the hands back to satisfy them; so betweeen the two I am always in hot water, and I would prefer some other job." The principal in trying to console him, said: "I will give you one piece of sound advice. Let the clock go of its own accord, as the watchmaker has regulated it; do not try to suit everybody and you will live in peace."

BRONZE POWDERS.

"It is perhaps, little known," says the *Chemische Zentral Anzeiger* "that the celebrated inventor of the Bessemer steel preparing process, Sir Henry Bessemer, invented in early youth a method of manufacture, and the most remarkable fact is that he kept the process a secret for more than 40 years. The different bronze powders were in the first third of this century sold at enormously high prices, in spite of the cheapness of the material from which they were manufactured. The process, according to which it was manufactured in Germany, was unknown in England, and Bessemer, after two years' work, built machinery for manufacturing it, of which five produced as much as 60 skillful workmen could. The machines were built in pieces in various shops, and by Bessemer himself put together in nine months. No one beside the inventor himself and five trusted workmen has ever entered the working-room, so that even to-day, after 40 years, no one has yet witnessed how the bronze powders are manufactured. Three of his assistants have died, and Bessemer a few years ago, presented the factory with all its business to the two survivors as a reward for their fidelity.

EAR DISEASES.

In a recent nunber of the *Archive fur Ohrenkeilkunde*, Dr. Buskner gives an interesting result of inquiries made by himself and other aural surgeons, as to the statistics of ear diseases. They may be summed up as follows: One out of every three persons in middle life does not hear so well with one ear as with the other. An examination was made of 5,905 school children, of whom 23 per cent. presented objective pathological smyptoms of ear disease, and 23 per cent. a diminution of hearing power. The liability to disease in the ear increases from birth to the fortieth year of age, and decreases from thence to old age. Men are more subject to ear affections than women, in the proportion of three to two. The external ear is affected in 25 per cent. of sufferers, the middle ear in 67 per cent., and the inner ear in 8 per cent. of total diseases. The left ear is more frequently affected than the right, in the proportion of five to four. Acute affections of the middle ear occur less frequently in summer and autumn than in spring and winter, and of the total number of cases in the ear clinics, 53 per cent. are cured, 30 per cent. are improved, 7 per cent. are unimproved, and three-tenths of 1 per cent. end fatally.

SPECIAL NOTICE.

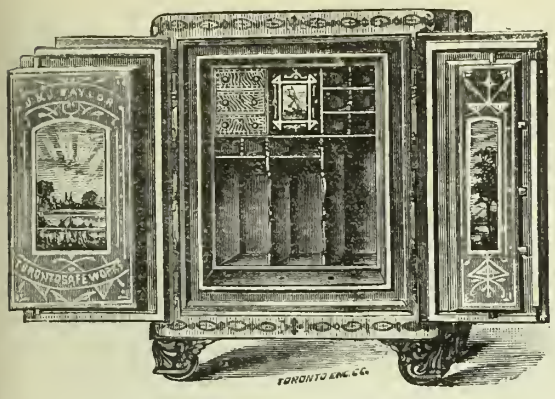
Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

Mr. John W. Campbell, buyer and traveller for the firm of Rothschild & Co., of this city, called on us the other day. He reports trade fairly good, and looks forward to something better in the near future.

We learn by circular that the business formerly carried on by Messrs Schwarz & Reinhardt, of Montreal, as manufacturers of jewelers' cases and supplies, has been bought by the Reinhardt Mnfg. Co., who will carry it on in future.

The Firm of Messrs. E. & A. Eaves, wholesale jewelers, of Montreal, dissolved last month by mutual consent. Each of the part-



J. & J. TAYLOR,

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

A. C. ANDERSON & CO.,

American Jewelry. American Jewelry.

NEW GOODS! NEW GOODS!

We still retain the name of carrying the Largest Assortment and Neatest Designs in American Jewelry of any House in Canada. Our Mr. Anderson has just returned from the American markets, where he has made an extra fine selection of the Newest Goods to be found.

☞ See our selection before making your purchases.

A. C. ANDERSON & CO., HAMILTON, ONT.

THE MONTREAL

Optical

—AND—

Jewelry

COMPANY (LIMITED).



1685

Notre Dame St.,

MONTREAL, P.Q.

P. O. BOX, 1054.

(AGENTS FOR THE CELEBRATED BARNES' PATENT EYE-GLASS.)

We beg to call the attention of the Trade to our FIRST ANNUAL CATALOGUE comprising the largest assortment of

SPECTACLES, EYE-GLASSES, CASES, &c., &c.

ever offered in this country. As we are manufacturing a large proportion of our goods on our premises in Montreal, we can execute all special orders, Oculists' prescriptions, &c., with promptitude. Send for our Illustrated Catalogue and Price List before purchasing.

MONTREAL OPTICAL & JEWELRY CO., Limited.

ners will, in future, carry on business on his own account in Montreal.

Messrs. E. & A. Gunther advertise elsewhere a new watch glass cabinet, that is both cheap and good. No jeweler should be without one.

The Invisible Centre Case.—The sales for this newly patented case are something unprecedented, and it bids fair to become the most popular case in the market, as it now is the best value for the money.

Mr. Wooley the General Agent of the Elgin Watch Co. at New York was in the City last week. He reports his Company as running on full time and only waiting the good times ahead to put on more steam and double up.

Mr. Charles Maughan, representing the firm of Smith & Fudger, has again paid a visit to the "Prairie City," and no doubt has emptied his trunks of their accumulated riches ere this. Charlie's genial face makes him a welcome visitor wherever he is known.

Mr. H H. Fudger, of the firm of Smith & Fudger, sails for Europe early in April for the purpose of buying goods in the best markets there, for their fall trade. The Trader wishes him a successful trip from a business point of view, and personally a pleasant voyage and safe return.

Mr. Jackson, formerly with E. & A. Gunther, has made an engagement as traveller with the firm of W. G. H. Lowe & Co. He expects to cover the ground west of Toronto, and the trade in that part of Canada may, therefore, expect to see Mr. Jackson's genial face pretty regularly every quarter.

We had a visit last week from Mr. Charles D. Rood, President of the Hampden Watch Co. of Springfield, Mass. U. S. Mr. Rood reported the sales of the Hampden this year as being the largest they ever made in the same time, and was sanguine of a decided revival in business in the near future.

Messrs. P.W. Ellis & Co. report sales fairly good for the time of year. We had the pleasure of inspecting their factory last month and were really astonished at the perfection to which they have brought many of the lines they make. They employ about eighty men at present and are running on full time.

The American Watch Case Co., of Toronto, to which we made reference in our last issue, is now fairly organized and under way. They are making large additions to their plant and machinery, and expect in a few weeks to be turning out goods equal to any made in America. At the first annual meeting, held on March 4th, the following gentlemen were elected as officers of the Company: President, John N. Lake; Vice-President, W. M. Cooper; Secretary-Treasurer, W. K. McNaught; Manager, R. J. Quigley.

Mr. A. G. Funk well and favorably known to the jewelry trade in Canada, has recently been appointed to the position of manager of the New York office of the Illinois Watch Co. Mr. Funk is a first-class salesman, and courteous withall, and we can only express the wish, that under his management the Illinois Company's business will grow and prosper.

We had a visit from Mr. A. C. Anderson the well known wholesale jeweler of Hamilton the other day. Mr. Anderson, as usual, seems well satisfied with his share of what business there is going, and is quietly laying his plans for a considerable expansion of trade before the summer is over. He deserves his success.

The Messrs. Hemming Bros. have now got thoroughly established in their new quarters, and feel themselves in a position to supply any and every requirement of the trade in the way of jewelers' trays and cases, on the shortest notice. The large business built up by this young firm is but another proof that honesty and enterprise are as fully appreciated in Canada as anywhere else.

A Good Riddance.—The Montgomery gang of safe breakers were sentenced by Judge Ramsay, at Montreal, last month. Montgomery, Blondin, Willard and Dwyer got 15 years imprisonment each, and Munday the carter, was let off with six years. The police have discovered that Willard hails from Toronto, being a son of the old man Johnson who was convicted a few years ago of having counterfeiting plates in his possession.

More Smuggling.—Rumors were rife in commercial circles last week regarding a heavy seizure of jewelry in connection with which several well-known names are mentioned. From what could be learned it appears that C. Wade, a coal dealer of Sarnia, was yesterday arrested on a charge of smuggling, his operations having been very extensive, and embracing watches and jewelry of every description, cigars, clothing, etc. After the arrest it was discovered that Wade had shipped a consignment of goods to Toronto, and a customs officer from the frontier was sent to Toronto, and seized the goods, their value being about $2,000. An investigation is going on.

The Death of one of Europe's greatest Horologists, Moritz Grossmann, of Glashutte, occurred suddenly at Leipzig, Saxony, on Friday evening at 10 o'clock, Jan. 23rd. He died of paralysis of the brain, after having delivered an erudite discourse on the subject of "Universal Time and its Introduction into Civil Life," before the Polytechnic Society of Leipzig. The gentleman was so well known in the horological world that a lengthy notice would at the present time be out of place. The horological fraternity throughout the world will concur with us in saying that the departed was a luminous star in the horological firmament, who, by his intellectual capacities, his keen and untiring diligence, as well as by his willingness to devote his energies to the best interests of the art, had earned for himself an imperishable fame.—*Jewelers' Circular.*

Rolled Plate Chains, as every retailer knows, are not only to be classed amongst the staple goods in any jewelry store, but they are a class of goods that help very largely to make or mar a jeweler's trade and reputation for honest dealing. In these days of keen competition when to some people one rolled plate chain is as good as another because they can make a little more profit on it, it is worth while the far-seeing business man to ask himself "what goods will it pay me in the long run, to sell best, "Snide" goods or "reliable" goods". Experience has proved to the honest, clear-headed jeweler that nothing pays him so well as "goods he can warrant." When he has made a sale of such goods, he feels that he has given his customer value for his money, and is not afraid to look him in the face again. In no line of goods is this more true than of rolled plate chain, and it is therefore with pleasure that we ask the special attention of our readers to the well known and thoroughly reliable goods stamped "R. F. S. & Co." that are now being sold by the leading jobbers in Canada. A few of the leading styles of the goods made by this firm are illustrated in this member of The Trader.

The S. E. F. & Co. stamp on rolled plate goods has long been regarded in the United States as an absolute guarantee to the purchaser that the goods so stamped were first-class in every respect. They say there's nothing new under the sun, and it's just as true to-day as it was in Solomon's time that "a good name is better than riches." The manufacturers of the "S. E. F. & Co." brand of goods evidently believe in this doctrine, as they have always gone upon the principle that the way to build up a prosperous business and acquire riches, was by getting a good name for doing exactly as they promised. The "S. E. & F. Co." goods are sold by all the leading jobbers in Canada, and the manufacturers propose that, for the next year at least, the jewelry trade of Canada shall have an opportunity through the pages of The Trader of having brought before them, in elegant wood engravings, the newest and most taking styles of bracelets made in the American factories. This is a new departure, and should have the reward such enterprise merits.

A Cool Thief.—Shortly after ten o'clock on the night of the 19th March, the attention of a street car driver was drawn to the jewelry store of Charles Davies, 59 King Street West, by the breaking of glass. He observed a man running away from the store, and on driving as far as the corner of King and Yonge streets he told a policeman of the affair. The policeman went along to the store, and found the side portion of the window facing the entrance broken and the wire guard lying against the wall. He immediately aroused Mr. Davies, who stays up-stairs, who, on making an examination, found that two nickel-plated watches had been stolen from the window, valued at about $10. The thief had evidently been scared away by the approaching car before being able to make a bigger haul. It appears that the thief had broken off the nut which held the wire guard in position, and then pulled the guard away, broken the glass with his fist or knee, thereby enabling him to secure whatever articles he thought fit from those displayed in the window.

A Clever Capture.—Detective Rogers of the Ontario Government force has just brought to punishment one of the most dastardly gangs of burglars that ever infested Canada, and should have the thanks of every jeweler in the country. The immediate cause or their punishment was the brutal outrage inflicted upon a Jewish pedlar named Max Simosky, hailing

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

from Toronto. It appears that on Christmas he was driving along the road near the village of Arthur when he was stopped by three men, two of whom covered him with revolvers and ordered him to get off his waggon. The pedlar obeyed, and after gaging him and tying him to a tree the highway robbers carried off all the jewelry and money which Simosky had, which amounted to nearly two thousand dollars. The victim shortly after released himself and gave the alarm. The robbers, however, had decamped. When arrested they gave their names as George Buck and Joseph Armstrong. When before the Magistrate, Buck made a clear breast of the whole affair, and said that the third party implicated was Little, the same man who shot the constable in Toronto. At their trial a few days later these men were both convicted and were each sentenced to fifteen years in the Penetentiary. Little is still at large.

The Waltham Watch Company recently applied to the Massachusetts Legislature for permission to increase its capital stock to $2,500,000. Had the application been made to the New York Legislature, the probability is that it would have been "hung up" till some lobbyist had "struck" the Company for a "boodle." The Massachusetts Legislature, however, sent a committee of eleven members to inspect this great industry, of which the State is so justly proud, and Messrs. Robbins and Fitch showed them through the factory. The members studied with great interest the machinery and methods in use, and were astonished with the magnitude of the business, full details of which were given to them. They were shown that fully one-third of the product of the Company went to foreign countries, and that the sales for the month of October amounted to $354,000. A statement of the financial condition of the Company was also presented to them. At the conclusion of the visit the committee was unanimously of the opinion that men who had built up this business to its present magnificent proportions, to the honor and glory of the State and nation, had carried it through periods of war, pestilence and financial panics, were fully competent to handle any amount of capital they might be entrusted with. Accompanying the committee was Lieutenant-Governor Ames, who has long been a stockholder in the Company, but had never before seen the factory. He expressed himself as highly delighted with all he saw, and became more in love with his stock than ever.—*Jewelers' Circular.*

WORKSHOP NOTES.

To Write in Silver.—Mix 1 ounce of the finest pewter or block tin and 2 ounces of mercury together till both become fluid, then grind it with mucilage water, and write with it. The writing will then look as if done with silver.

To Tighten a Canon Pinion.—The canon pinion is sometimes too loose upon the center arbor. Grasp the arbor lightly with a pair of cutting nippers, and by a single turn of the nippers around the arbor, cut or raise a small thread there-

To Remedy Worn Pinions.— Turn the leaves or rollers so that the worn places upon them will be toward the arbor or shaft and fasten them in that position, If they are "rolling pinions," and caunot be secured otherwise, it will be better to do it with a little soft solder.

Artificial Dimantine.—Dimantine consists of crystalized boron—the basis of borax. The *Techniker* says, that by meltiug 100 parts boric acid and 80 parts aluminum, crystals are obtained—the so-called bort, which even attacks diamond. Diamantine sought in commerce is less hard.

To Engrave on Steel.—Slightly heat the piece to be engraved; then rub it with beeswax, so as to obtain a thin layer when cold; engrave on the wax so as to reach the metal; soak in strong vinegar; then sprinkle corrosive sublimate over the engraving; wet it with vinegar, and in five minutes wash and melt off the wax.

Composition Files.—These files, which are frequently used by watchmakers and other metal workers, for grinding and polishing, and the color of which resembles silver, are composed of 8 parts copper, 2 parts tin, 1 part zinc, 1 part lead. They are cast in forms and treated upon the grindstoue; the metal is very hard, and therefore worked with difficulty with the file.

Cement for Rubber and Metal.—For cementing rubber or gutta percha to metal, Mr. Grossmann says to take pulverized shellac, dissolved in ten times its weight of pure ammonia. In this way the mixture will be of the required consistency. The ammonia penetrates the rubber, and enables the shellac to take a firm hold; but as it all evaporates in time, the rubber is immovably fastened to the metal, and neither gas nor water will remove it.

Sharpening Tools.—*Tichler Zeitung* states that a razor recovers its edge if left for half au hour in water which contains sulphuric or muriatic acid in the proportion of one part by weight of acid to nineteen parts by weight of water. The razor is carefully wiped on being taken out of the aciduated bath, and passed over an oil stone. The acid bath is not said to hurt the blade; on the contrary, the quality of the metal, in some cases, improves by immersion.

Poising Tool.—A very good poising tool can be made by adapting to one end of the ordinary depthing tool two new centers of steel wire, about one-half inch of the inner end of each of which is filed away somewhat beyond the diametrical line. Harden and polish these ends, and they will present, when properly fastened in the tool by the set screws, a very nice sharp angle on which to poise the balance; the adjustment for the leugth of staff is of course made by the screws, which open the tool.

OTHER NOTES.

Population of Paris.—The Prefect of the Seine has just published the returns of the last census, from which it appears that Paris then had 2,239,928 inhabitants, of whom 1,113,826 were males, and 1,126,602 females. When the previous census was taken, in 1876, the total was 1,988,806, so that there has been an increase of 251,122. There were 68,126 inhabited houses, and 2,075,800 of the inhabitants were French by birth, the foreigners numbering 91,872 males and 75,542 females, consisting of 45,281 Belgians, 31,190 Germans, 21,547 Italians, 20,110 Swiss, 10,789 English, 5,987 Americans, and 65 Chinese.

Magnificent View.—The translator of this "Gossip" sees an item floating around in the European press that might be unknown to many of our home readers. It says that the Grand Canon of the Colorado, 160 miles east of the Needles, on the Atlantic and Pacific Railroad, was recently visited by Professor Davidson, who says that he saw vertical walls 2,700 feet high, and 6,200 feet above sea level, where the Colorado River was 190 feet deep, and cannot imagine anything grander than the effect of sunset shining on these walls only ten degrees from vertical, composed of different colored rocks, red sandstones and the black overhanging rocks. The temperature was 136° F.

T. WHITE & SON,

MANUFACTURNG JEWELERS,

Lapidaries & Diamond Setters.

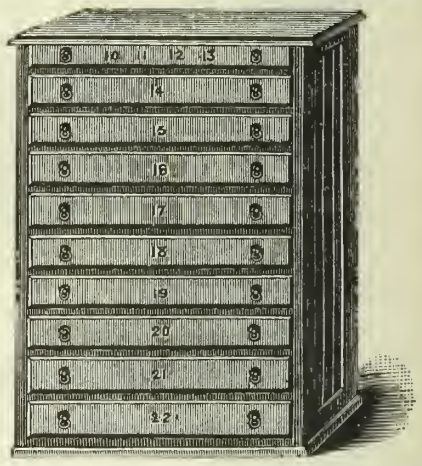
39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.

FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

THE NEWEST WATCH GLASS CABINET.



All sizes and heights in Watch Glasses constantly on hand. Orders promptly attended to. Satisfaction guaranteed.

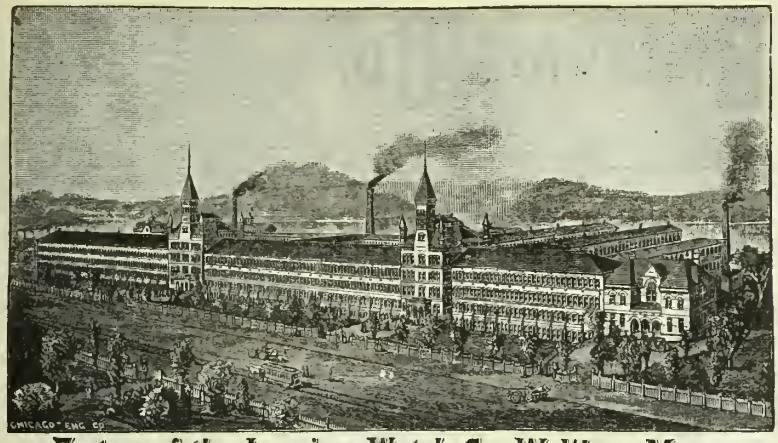
E. & A. GUNTHER,

IMPORTERS OF

Clocks, Watches, Materials, Glasses, Spectacles, Silk-Guards and Jewellery.

CORNER JORDAN AND MELINDA STS.

TORONTO.



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY.

JUST RECEIVED A LARGE LINE OF

SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

THE WORLD MOVES.—The progress of the Japanese is simply marvelous, and it is impossible to say when or where they intend to "check up with a short turn." A bill will, at an early day, be offered, making it legal for any citizen of the realm to appropriate—to pirate—the invention of any foreigner, and patent it in Japan.

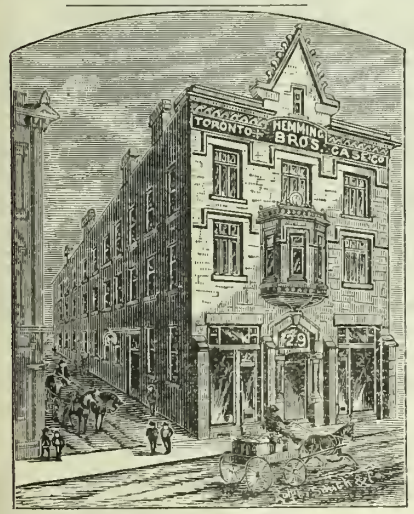
EXTERMINATION OF WOLVES.—Thirteen hundred and eight wolves were killed last year in France, mainly on the border lands of Belgium and Germany. The rewards paid by the French Government for these animals vary from $10 for a a wolf who has attacked a human being, to $8 for a cub, and amounted to $20,750. France is making vigorous efforts to keep the wolf from its doors.

PATERNAL.—We see by our late Russian exchanges that the Czar has promulgated a ukase forbidding the circulating libraries from issuing the works of Darwin, and a more recent imperial decree puts those of Agassiz, Huxley, Lubbock, Adam Smith, Lewes and Spencer on the same list. (The latter is, perhaps, ostracised for his uncomfortable opinions expressed of us—the U. S.) The new list is not confined to English and American authors, for Moleschott, Büchner, Vogt, Reclus and others are considered unsuitable for Russian readers.

CURIOUS WATCH.—The museum of Lord Londesborough contains a curious watch, formed after the semblance of a duck. It is of fancy silver, with feathers chased, and is of the time of Queen Elizabeth. The lower part opens, and the dial plate, which is also of silver, is encircled with a gilt ornamental design of floriated scrolls and angels' heads. It has no maker's name. It is preserved in the original case of thin brass, covered with black leather, and ornamented with silver studs, forming, altogether, a very unique specimen of the early ingenuity of the watchmaker.

FRENCH PATENT LAWS.—Article 6, of the Law of July 5, 1844, concerning patents, requires that the designs accompanying applications for patents, shall be traced with ink and according to the metric system. In place of these designs, inventors have generally accompanied their applications with photographs, or designs produced by photographic means. These photographs or designs are liable to become indistinct with age, and the Minister calls attention to several clauses of the law, one of which says that a patent shall be refused to any applicant not complying with the provisions of the law.

W. G. A. HEMMING. H. K. S. HEMMING.



TORONTO CASE CO'Y

TORONTO CASE COMPANY TRADE H MARK

HEMMING BROS.,

FANCY GOODS MANUFACTURERS,

MAKERS OF CASES AND TRAYS,

FOR WATCHES, JEWELRY, SILVERWARE, &c.

FANCY AND TOILET CASES.

EVERY DESCRIPTION OF PLUSH GOODS

THIS YEARS GOODS ARE ALL OF THE VERY LATEST DESIGNS.

Special attention given to dressing windows with Fancy Stands, Curtains and Mirrors.

ORDERS TAKEN FOR COUNTER AND WALL CASES.

OUR SPECIALTY: TRAVELLERS' OUTFITS.

29 ADELAIDE STREET EAST, - - - TORONTO.

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

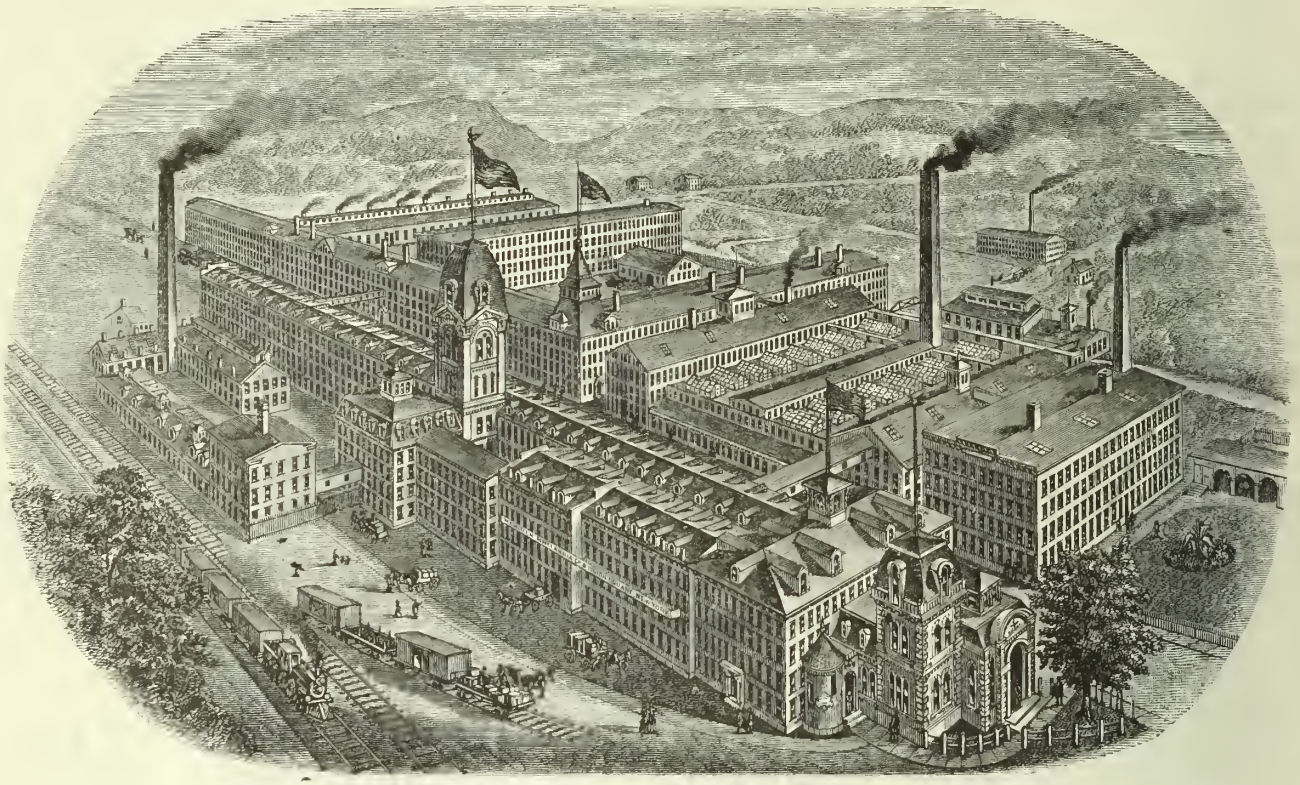
ELECTRO, SILVER AND GOLD PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

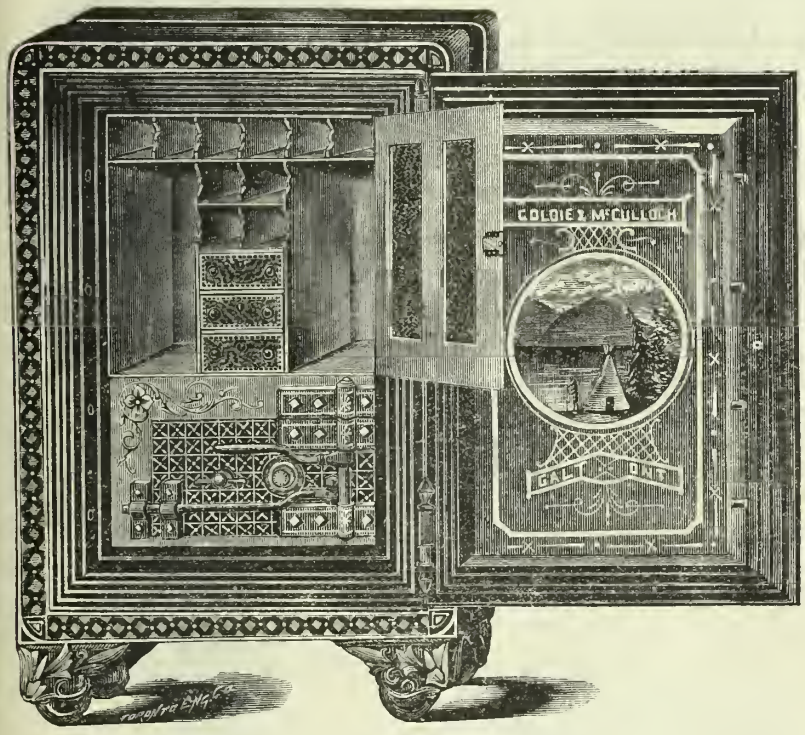
GOLDIE & McCULLOCH,

1844.—ESTABLISHED—1844.

GALT - SAFE - WORKS

Manufacturers of the **HIGHEST GRADE** of **FIRE AND BURGLAR PROOF WORK** of all kinds. We use only the **BEST MATERIAL.** Our **LOCKS** are from the **BEST MAKERS.** Our Locks **CANNOT BE DRILLED.** Our Safes are **NEVER DAMP INSIDE.** Their **FIRE-PROOF** qualities are unexcelled. Their finish is perfect; their construction unequalled

THEY HAVE BEEN AWARDED THE HIGHEST PRIZES WHEREVER EXHIBITED.



⋈ PRIZE LIST ⋈

TORONTO EXHIBITION:

1880 - First Prize Fire-Proof Safe.
1882—Bronze Medal, Burglar-Proof Safe.
1882—Bronze Medal, Fire-Proof Safe.
1882—Silver Medal, Fire and Burglar-Proof Safe
1882—First Prize Combination Lock.
1884—Gold Medal, (highest award ever given.)

MONTREAL:

1881—Diploma.
1882—First Prize and Diploma.
1884—Bronze Medal, Fire Proof Safe.
1884—Bronze Medal, Burglar-Proof Safe.
1884—Silver Medal, Fire and Burglar-Proof Safe

OTTAWA:

1884—Gold Medal.

ST. JOHN, N.B.:

1883—Silver Medal.

The above are all the highest prizes awarded at the different Exhibitions.

SEE OUR SAFES BEFORE PURCHASING, AND YOU WILL NOT BUY ELSEWHERE.

THEY SPEAK FOR THEMSELVES EVERY TIME.

All information can be obtained either by calling on or communicating with our representative at Toronto, MR. GEO. F. BOSTWICK, who has a LARGE VARIETY TO SELECT FROM; also, MANY SAFES OF OTHER MAKERS, TAKEN IN EXCHANGE FOR OURS.

Toronto Office and Warerooms, No. 50 CHURCH STREET.

THE
BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN



24

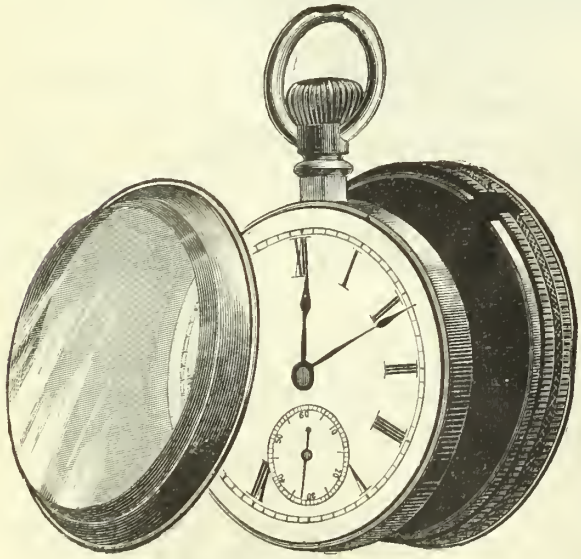
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



85

SOLD BY ALL JOBBERS


Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22
Back View of
PATENT SNAP BEZEL CASE.

THE TRADER

TORONTO, ONT., MAY, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
57 *ADELAIDE STREET WEST,*
Toronto, Ont.

SPECIAL NO ICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

OUR SUPPLEMENT.

With this number of THE TRADER we are enabled, through the kindness of Mr. Lowe and a few other friends, to present to our readers a faithful and life-like portrait of the late Mr. John Zimmerman, wholesale jeweler, of Toronto.

We need not say that we trust it will be appropriated and preserved by Mr. Zimmerman's many friends in the jewelry trade throughout Canada, because we feel certain that every one of them who had the pleasure of his acquaintance will be only too glad to have so appropriate a souvenir of one whom they esteemed so highly. The supplement is left loose so that those who desire to frame it may be able to do so without damaging the portrait.

THE INSOLVENT ACT.

At the present time of writing it is hard to say whether the government intend to make the Insolvent Act at present recommended to the House by the special committee appointed to consider it, a government measure or not. One thing is certain, and that is that if the government do not bring it in as their own measure it may as well be withdrawn for it will never carry. Sir John Macdonald has already "damned it with faint praise," and it will take more than his promise that he will not oppose it to make it take favorably with the members from the rural constituencies. The merchants all over the Dominion are anxious for it to become law, and if the Premier again allows it to be set aside as was done last session, he will find he has made a bad mistake.

Traders are tired of being humbugged by the excuse that the government are afraid that their followers would not support it if they introduced it. They needn't be alarmed in the slightest about the action of their followers if they really want it passed. All that Sir John has to do is to say that he wants it to become law, and the servile majority that have voted away millions of the people's money without any reason whatever will toe the scratch like men. Most of them would vote for a yellow dog as Attorney General if Sir John only said the word, and to think of such members refusing to vote for a government measure because they didn't believe in it. The idea is so absurd that we can't realize it. This being the case the Premier had better make up his mind to give our business men what they want in the way of Insolvent legislation, and if he does so he may save himself a good deal of trouble in the near future.

Such an Act would would not only be just and popular in Canada, but it would put our credit on a firmer basis in foreign countries as well as improve things at home.

WHY TIMES ARE DULL.

Times are dull, at least everybody says so, and of course it must be true. Why they are so is a question that will stand some explanation. One very important reason why times are dull is that there are altogether too many at present engaged in every line of business. The jewelry trade is no exception to this rule, and we think that the present so-called stagnation in trade is as much from this cause as any other. Fifteen years ago there were only some five wholesale jewelers in the Dominion of Canada—to-day there are over forty. Of course this country has increased in wealth and population, but it has not increased at anything like the same ratio as the number of jobbers. Had the population increased in proportion to the jobbers there should now be a population of 20,000,000 in Canada instead of 5,000,000 as there is to-day. The fact is that the jobbers in jewelry have increased eight fold, while the population has only increased three fold. The effect of this over-competition is, that as there is only a certain amount of trade to be done in this country, and no house can stand by and see its competitors gobble up its share, that every house does its level best to get all the trade it can, and through this endeavor the average volume of trade is reduced, although the aggregate is no doubt very much in excess of former years. The Custom House returns indicate plainly that more goods are being every year imported into Canada, to say nothing of our own growing manufactures, and it is evident that if this trade were confined to as few houses as formerly, or to a number proportionate to the increase of our population, that trade would not be considered as dull as it now is. For this state of things there is no remedy however, for no jobber now-a-days is quixotic enough to retire from the competition simply for the purpose of benefitting his opponents. Trade is a battle, and as in all other things, it is the survival of the fittest. In the long run those houses having the largest supply of brains and money are sure to come out ahead, so that the only thing to be done by our jobbers is either to grin and bear it or to retire from the business and go into one more profitable and congenial.

HOW TO SEND AN ORDER.

Anybody can send an order, but very few of those who have never had a thorough business training ever send their orders so that they are at once concise and intelligible. It was only the other day that, while on a visit to a wholesale jeweler's office in this city, we picked up the following notice from an American manufactory, which is so much to the point, and contains so much practical advice in so small a space, that we reproduce it here for the benefit of our readers:

"In ordering our goods please state *Number* of the article wanted, otherwise we cannot fill the order. No attention paid to orders reading, 'Same as last; same as we have usually had,' &c. To save time, in every case give us the *Number.*"

The man who wrote this notice knew what he was writing about, and had evidently learned by experience that if an order was properly given, the chances of making mistakes in it were very much reduced.

Every jobber in Canada can recall

hundreds of instances—indeed they are of every day occurrence—where orders are received by letter from customers whom they are only too anxious to oblige, but which are so obscure that it is only one chance in half-a-dozen that they can be properly executed without communicating with the sender in order to find what he really wants.

Thus, take a few of the most common things in the trade and let us see how they are often ordered: Mr. A wants a particular kind of watch case to suit a good customer who is in a great hurry, so he at once wires to his jobber as follows: "Express immediately one 4 oz. case." His jobber gets the message in due course, but is at once met with the query, "What kind of a case does he really want?" The writer knew exactly what he wanted, and he evidently thought that the jobber would know all about it too, for the only bit of explanation he vouchsafes is that it must be 4 oz. Whether it is to be open-faced or hunting, key or stem wind, plain or engraved, or silver or albata cap, he says nothing, and the jobber, in a quandary, has either to fill the order at random, send him a complete assortment on approval from which to select one, or write to ask him for full particulars. The jobber is not always in a position to send every such bungler a full assortment of the goods he orders, and is therefore compelled to resort to either the first or the last method mentioned of overcoming the difficulty and is not unfrequently rewarded for his prudence by receiving a letter from the offender, telling him that he has bungled the order and don't know his business, or that his delay in waiting for the explanation of so plain an order, has lost a sale as his customer wouldn't wait, or some similar tirade on the jobber's incompetency and the writer's own smartness.

The ordering of a watch case is only one solitary instance of how orders, even for simple things, may be, and are bungled, and the instances could be multiplied almost indefinitely did the occasion demand it. Another and very common thing in ordering, is to say "Send me such an article—the same as I had before," or "the same as I had last time." This is not quite so bad as the former method of ordering, but if the person is in the habit of getting goods frequently it is not only puzzling to the jobber, but takes up a great deal of his time to find out from his books what his customer did really have on a previous occasion. Life is too short and profits in the wholesale jewelry business too small to allow of such a system of ordering coming into general use, not to say anything of the liability to make mistakes that such a system must necessarily produce.

There are a few simple, common sense rules that should always be observed in ordering, the observance of which would make things run far more smoothly between the buyer and seller.

1. Never mix an order and a letter together. Write your letter the same as if you had no order at all, and put your order on a separate sheet, or on another part of the same sheet. Don't mix your order and letter up like the materials for an omelette.

2. Always order goods by number, when there is a number to order by, and don't forget to give the price at the same time.

3. If the goods are not known by numbers, give a full description of what you want, mentioning size, style, make, material, quality and price.

4. If the style is very peculiar, a rough sketch is oftentimes a great help to the jobber, and insures your getting pretty near what you want.

5. Don't be afraid of giving too much description; a long description is far better than none and will at least give the jobber an insight into your wants.

6. Write plainly, and always copy your orders, so that if any mistake occurs you will know for sure on whom to saddle the blame.

Selected Matter.

CULLED PHILOSOPHY.

You may notch it on de palin's as a mighty resky plan
To make our judgment by de clo's dat kivers up a man;
For I hardly need to tell you how you often come across
A fifty dollar saddle on a twenty dollar hoss;
An' wukin' in de low groun's you diskiver as you go
Dat de fines' shuck may hide de meanes' nubbin in a row!
I neber judge o' people dat I meets along de way
By de places dat dey cum fum and de houses whar dey stay!
For de bantam chicken's awful fond o' roostin pretty high,
An de turkey buzzard sails above de eagle in de sky;
Dey ketches little minners in de middle ob de sea,
An' you fin's de smalles' possum up de bigges' kind o' tree. —*The Century.*

CONFESSION OF A BRIC-A-BRAC DEALER.

"A word as to buying cheap imitations of articles which are not susceptible of being fairly reproduced," said the old dealer in bric-a-brac. To purchase an imitation of *cloisonne* ware, for example, is to make a bad error in taste, for its beauty depends, not upon its form or color, but on its exquisite handiwork, a quality of which no imitation can give the least idea. Here is a piece of imitation Japanese *cloisonne*. It is of copper, like the genuine, and, for cheap enamel, has a rich appearance. Now examine it beside an original piece. The imitation, you observe, becomes dull and tawdry looking, and the colors do not appear fresh or distinct. It is, however, in its base imitation of tracery that the thing shows out really false and abominable; the lines of gold or brass are daubed on with a brush. In the genuine article the markings between the colors and all of the traceries are firm and clear, for the point in *cloisonne* is to tool little gutters of metal in the copper, and press in the fine wires, golden or brazen. No imitation can give any idea of the effects to be gained in this way.

"The bit of imitation *cloisonne* I have shown you is of home manufacture, and is bad enough to protect the buyer; the really dangerous imitations are made by the Japanese themselves, for it is a sad fact that the American demand for cheap art goods has demoralized the best artists in the world in this kind of work. Beware of *cloisonne*. The most deceptive thing in bric-a-brac I ever saw was a so-called *cloisonne* vase sold as damaged. The injury consisted of a break in the metal only half an inch long, but sufficient to disclose the fine threads of the tracery, which had in fact been torn from their beds. As the break was susceptible of perfect repair, the object brought a high price. On examination it was found that apart from the threads laid bare there was not a single *cloisonne* wire in the vase: all the rest of the tracery had been painted on, the break having been especially made to show a construction which did not exist in fact. The article was worthless.

"There is one point in the purchase of bric-a-brac in which we Americans are egregiously deceived. We import large quantities of several kinds of Japanese and Chinese art goods which had pre-

W. G. H. LOWE & CO.,

(LATE McNAUGHT & LOWE),

Wholesale : and : Manufacturing : Jewelers,

16 Wellington Street East, Toronto.







CANADIAN AGENTS FOR

HAMPDEN MOVEMENTS,

B. & B. CASES,

BOSS CASES,

SHEFFIELD STERLING SPOONS & FORKS.

THE FOLLOWING ARE A FEW OF OUR LEADING LINES:

AMERICAN WATCH CASE CO.'S CASES.
STERLING SILVER SPOONS AND FORKS.
STERLING SILVER BERRY SPOONS, CARD CASES, ETC.
GOLD, SILVER AND ROLLED PLATE CHAINS.
SILVER, GOLD AND JET JEWELRY.
MARBLE CLOCKS, GOLD AND SILVER HEAD CANES.

viously been imported into those countries from the manufactories of Birmingham, England. The fact does not speak well for our vaunted acuteness. Even the hammered bronzes of China and Japan are often but clumsy specimens of English stamped work. Birmingham manufacturers do not object to helping one-half the world to deceive the other half, provided the material part of the work is done in their shops.

"As for Sheffield manufacturers, they show a boldness in the manufacturing of sham art work which exceeds all their proverbial impudence in turning out sheet-iron razors. Some of our young "bloods" acquire in Paris a taste for old arms. A few years ago they ransacked New York for them, and many an old Dutch carving knife under a fancy name found its way to the glittering circles of cutlery over their mantlepieces. The Sheffield manufacturers noted the demand, and we were soon flooded with an unseemly lot of polished iron. I was obliged to keep some of it. We had terrible looking corkscrew swords, Turkish scimitars weighing twelve pounds, flashing cutlasses, Spanish daggers, Italian stilettos, French foils, and Damascus and Toledo blades in abundance. They were mere toys, harmless things that would hardly penetrate cloth, but they sold at high prices. Let me show you a true blade. Here is a fine Toledo dagger, exquisitely engraved and Damascened. It is small and light, running down to a long, fine point; yet when I place this English penny piece on the table—so—I can drive that point down through it, and—see—the point remains unmjured. A blow like that would bend up those Damascus daggers from Sheffield like so many fish hooks. This fashion has now given place to a passion for collecting bad firearms—guns which never seem to hit anyone except when they go off by accident. Some of the old Sheffield 'arms' may still be seen in the Bowery accumulations of pawn shop bric-a-brac.

"Ivory goods?" The old dealer's eyes twinkled. "I just happened to think," said he, "of an order I had three years ago for half a dozen ivory diptychs and an assortment of Etruscan carvings. That was about the most preposterous order I ever received. I was irritated at first, but grew amazingly cheerful as I thought of my customer's greenness. Some men imagine that money will buy anything, old or new, in existence or out of it. It is true that some fine specimens of ivory taken from Etruscan tombs are still preserved. The British Museum has a dozen of them, and some are extant which were known to be in existence at the time of Moses. But as to buying them as you would a bootjack—

"A diptych, you know, consists of two carved ivory covers, each from eight to fourteen inches long and proportionally wide. The Greeks used them for writing tablets, and the Romans gave them to Consuls for presents; that is how the fashion arose of giving portfolios to Cabinet Ministers. They were rare even in their day, and as the iconoclasts destroyed all the ivory carvings they could lay their hands on, you may imagine how scarce they are at the present time. Even European Museums count themselves fortunate when they possess half a one; so the six diptychs ordered by my customer would have made a bad hole in his fortune.

"I think it was in the spring of '76 that a greatly dilapidated fellow called on me and pointed to my private office. He locked the door and took from under his coat a fourteen inch diptych which he offered to sell for $1,500. Had he offered me the Vatican or St. Peter's for a like sum I shouldn't have been more surprised. I knew there was something wrong, but could not say where. The marks of age, etc., were perfect, and the work stood the magnifying glass wonderfully well. When at last I determined to take off the frame and backing, the man went down on his knees and begged me not to expose him; he had stolen it from a Pavian monastery, he said. It proved to be carved on new ivory, ingeniously pieced out and fairly well cut; it had been manufactured in a garret in Pisa by a man who makes a business of it. I let the fellow go; he did not lie any worse than dealers are often obliged to do, and was only like us, selling goods for something else than what they are. The rascal also had two replicas in his pocket; the three articles worth only about $50. Five years afterward I saw one of them in a well-known private library in Thirty-fourth street, but made no sign.

"There are many methods of making imitation ivory carvings. Sometimes the material is sawed into thin sheets, steamed in softening vapors, and pressed into moulds. It is then stained for age, cut, filed or otherwise tortured into shape, and, after being filled in with cement, is backed with an ivory veneer and offered for sale. Relief figures are made from a composition of ground bone and gum, and then cast and polished. But lack of luster and grain betrays them to careful observers. If you buy 'Japanese' cabinet work, ornamented with raised ivory carvings, handle it carefully, for a sharp rap will often powder the bogus ivory. Look out too, for imitation mother-of-pearl. It is a comparatively new sham in ornamental art, and liable to damaging accidents upon very small provocation."—*Jewelers' Circular.*

PECULIARITIES OF BUYERS.

Buyers all have their peculiarities, and when they come to New York, it is the business of the jobbers to "size them up," and humor their peculiarities while selling the largest amount of goods possible. There is the vacillating buyer who wants to replenish the stock of his little store out in Squedunck, but don't quite know what he ought to buy. His market is a slow one, and he is in doubt as to what will best call forth the shekels from the pockets of his close-fisted customers. Last year he had quite a run on big silver watches and wedding rings, but is fearful that the "boys" have got all the watches and all the wives they want, so that he can't count on them for this year's trade. The lumber business wasn't very profitable last winter, and the young men, he is afraid, won't feel like buying bracelets and pins for their sweethearts; the old folk will want a few spectacles, but they run mostly to steel bows, and eye glsses are not fashionable in his locality. What to buy is with him a weighty problem, that can only be solved by visiting all the manufacturers, overhauling all their goods and still being doubtful as to the few he finally selects. Such a buyer does not appreciate novelties, wants standard goods, and so the jobbers exert themselves to work off old stock on him. All the way home he is in doubt whether he can find a customer for that 1½ dozen of fancy bracelets he bought and that cost him $50 a dozen. While in the city he was fearful of being imposed upon; he had read of the tricks of New York sharpers, and looked upon every person he met as a "bunco steerer" or a "capper" for a gambling house. He would deal only with the old established firms lest the younger houses should impose upon him.

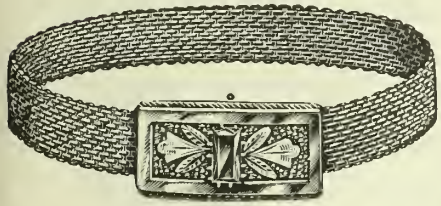
ALWAYS BUY THE "R. F. S. & CO."

Rolled Plate Chain, and Patent Adjustable

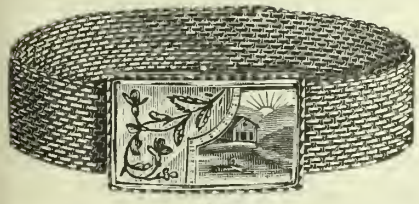
CHAIN BRACELETS.

EVERY ARTICLE OF THIS MAKE WARRANTED TO GIVE SATISFACTION.

FOR SALE BY ALL THE LEADING JOBBERS.



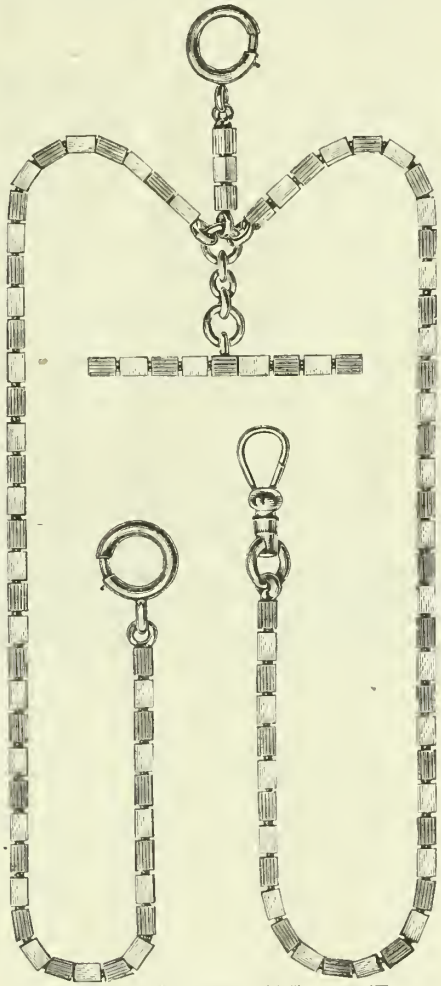
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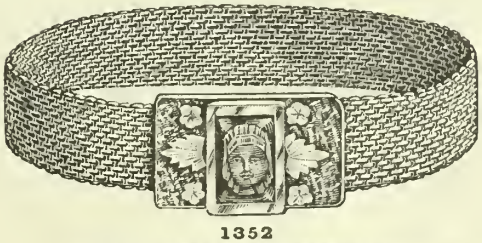
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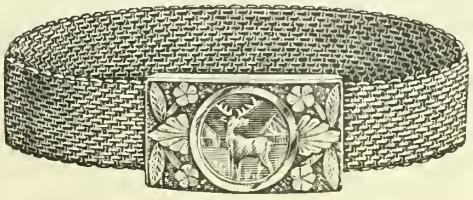
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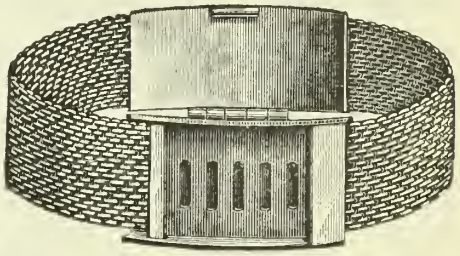
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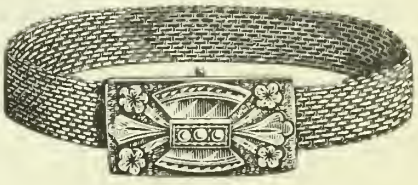
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He spent a week going the rounds before placing his little order, and afterwards was sure he could have done better somewhere else. This is not a profitable customer, for he consumes too much time and gives too much trouble, by his vacillating indecision.

Then there is the nervous, impulsive buyer who is "business" all through. He comes in with a bustle and rush, is in a great hurry to get away, must catch a train and conveys the impression that the business of the universe is dependent upon his movements. "Show me something new" is his cry as he rushes from house to house, and he will not waste time looking at things he has seen before. He buys sparingly, but finds out everything so he can send orders as he wants more goods. Wherever he goes, he is lively, brisk, sharp and always in a hurry, so that when he departs he leaves an impression that a small-sized cyclone has passed through the store. This buyer is a desirable customer, gives little trouble, pays his paper promptly at maturity and is counted as good for all he will buy. His greatest fault is that he doesn't stop long enough to let any one get acquainted with him.

The pompous, self-sufficient, hypercritical buyer is one that salesmen do not care to be brought in contact with. Indeed, he always asks for the head of the firm and doesn't feel quite satisfied unless he is waited upon by that personage. His principal business seems to be to impress upon every one a due sense of his importance, the buying of goods being a secondary consideration. The fact that he is an alderman in the flourishing village Quohog he conceives to be something worthy of national recognition, and he feels quite flattered if his political influence is alluded to. He knows all about the jewelry business; no one can teach him anything; the goods shown are tolerable but not up to his standard; if he were a manufacturer he would make goods that were attractive—something artistic and elegant; he questions the quality and workmanship of everything, objecting to this ornamentation and to that decoration, finding fault with whatever is shown him, and wondering if he hadn't better look further before ordering. The great "I" and the little "u" figure conspicuously in his conversation, and he wants everybody to understand that he is conferring a great favor on the firm by accepting credit from it. He expects to be invited out to lunch, to have a bottle of champagne opened in his honor, and to be regaled with a good cigar after it—toothpicks he will provide himself. Such a buyer is a standing subject for bad jokes among salesmen, and if they ever see an opportunity for puncturing his pomposity they are very sure to avail themselves of it. He is, notwithstanding his manners, a very good customer to have on one's books; he buys with a fair degree of liberality, and his self love impels him to take care of his paper with commendable promptitude.

Then there is the hail-fellow-well-met buyer. He is always jolly and good-natured, is well posted on sporting events and news of the day, rejoices in a good joke, laughs appreciatively at bad puns, is a good feeder, enjoys a good cigar, and if you ask him out to lunch will not be happy unless he is permitted to spend as much as you do. He generally has good taste and buys judiciously, making his selections of goods between stories and jokes, takes suggestions kindly, asks advice unhesitatingly, buys what he wants and no more, is up to all the tricks of the trade and can't be caught napping; he is a man of good business principles, abhors meanness, has some fixed prejudices regarding men and things which he expresses vigorously. He buys early in the day so he can go to Coney Island in the afternoon or the theatre in the evening, but his motto is "business before pleasure;" he has come for business but don't object to the pleasure. Fall in with his ways and he is a good customer, but his ways do not savor of the Sunday School in the least; he is of the world worldly, hating cant and hypocrisy, and nothing pleases him better than to spend a jolly evening with half a dozen jolly fellows, not in debauchery, but in having a pleasant social time. Salesmen always like these customers, and the head of the firm seldom has occasion to regret courtesies shown them, for they are usually good business men and take care of their creditors.

The very precise buyer, who knows just what he wants before he leaves home, and has his memoranda all made out, buys promptly and gets through quickly, is a desirable customer. He is all business and does not waste time doing it. He is well posted as to manufacturers and jobbers, and knows just where to go to get what he wants. It is useless to urge him to buy what he doesn't want, for he will put you aside in an emphatic but not impolite manner. He doesn't know what a joke is, and one would as soon think of fooling with the business end of a wasp as to play a practical joke on him. He wants every courtesy or advantage that other buyers have, but no favors. He will decline the lunch tendered him, preferring to be under obligations to no one, paying his way and being wholly independent. He is proud of the fact that he pays his bills promptly and is respected in his own community. The only objection to him is that he is too intent on getting rich; he is "business" all through day and night, and does not know what it is to have a holiday, and never gives his mind a rest. He is one of the kind that will be old at fifty and either rich or bankrupt before that time.

It takes all kinds of men to make up jewelry trade as well as the world, and the hasty sketch we have given of a few types is only an illustration of the various characters to be met in Maiden Lane daily. We don't know that there is any particular moral to be drawn from this glimpse at the peculiarities of buyers, but will conclude by advising all who desire to purchase goods to first understand their market, learn what they can sell to advantage, then buy it at the best market rates.—*Exchange.*

POLITENESS.

Politeness is one of the cheapest things a man can deal in. It costs nothing to be pleasant and cordial, or to extend agreeable courtsies to our fellow pilgrims in this world of work and worry. It is just as easy to greet a person with a pleasant "good morning" and a smile as with a surly grunt and a scowling countenance, and it is certainly much more agreeable to him who receives it. Politeness and courtesy are twice blessed, like charity, blessing him who receives and him who gives, for no man can be pleasant and cordial with others and surly and cross with himself. Therefore it pays to be good natured, cordial and polite. But there are men in the trade who seem to think the reverse of this is true, and take pleasure in cultivating an abrupt, coarse, cross manner, and displaying it on all possible occasions. Travelers for jewelry houses often meet with great discourtesy at the hands of the dealers whom they are striving to serve. There are several kinds of men who thus cultivate their

In compliance with an increasing demand, we have placed on the market a

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

embodying many of the excellent qualities of our original Patent Dust Proof Case, though offered at a lower figure.

The back and center of the new case are made of one continuous piece of solid silver, into which an Albata Cup is screwed identical in shape with the back, thus greatly strengthening it and efficiently protecting the Movement against dust.

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

We shall continue the manufacture of our popular Patent Dust-Proof Case with Screw Crown and Screw Bezel in all the styles as heretofore, plain and inlaid, with Lever and Pendant Setting.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS OF THE

American Waltham Watch Co. of Waltham, Mass.

NEW YORK, BOSTON, CHICAGO,

LONDON, SYDNEY.

ingrain ugliness till it becomes second nature to them, and they find it almost impossible to be civil to anyone. They pass for men, but act more like certain kinds of animals—give them bristles and there would be no difficulty in classifying them. A traveler enters the store of one of these gruff, bristly animals, and presents the card of his employers. He is met with a rebuff at once. "Don't want anything—am bored to death with drummers—hate the sight of them," etc. He will not even look at samples, and the traveler takes his departure in disgust. There is another class, comprised of purse proud upstarts, who, having made a little money, think all the world should be subservient to them. Many of this stamp delight in keeping a traveler dancing attendance upon them. They know the traveler is expected to call upon them, and would be loth to leave town without an interview, so simply to gratify their pure cussedness, they invent excuses to make him possibly miss his railroad connections and so lose a whole day. If these men knew what a reputation they get in the trade by their discourtesy, they would reform their manners. Travelers report to their employers the kind of customers they have to deal with, and many a buyer has been treated with coldness on his visits east when he could not account for it. The secret of it lay in a previous discourtesy to traveling men. Discourtesy not only leads to a cool reception at the home offices, but injures a man's credit with those of whom he has to ask favors. Travelers give the man with bristles a generally bad reputation, speak of him as a cross, surly brute, and give such a report of him that the word passes among their fellow travelers that he is a man to avoid. Give a dog a bad name and it will stick to him, and he will be charged with sins of which he is not guilty, so the solvency of these gruff and grum dealers falls under suspicion, as the result of the severe censure cast upon his objectionable personal characteristics. It is true that there are a lot of drummers in the business who are a nuisance to the dealers and ought to be suppressed, but they are no more to be compared to respectable commercial travelers than the men they represent to the solid responsible houses in the trade. When a traveler presents to a retail dealer the card of a well-known and responsible house, he is entitled to be treated as a gentleman; he is the representative of the firm that employs him, and any indignity shown him is sure to be resented by the firm in some way. The traveler is trying his best to accommodate the patrons of the firm, and to this end brings to their doors samples of the latest styles of goods and of the popular novelties, and is prepared to take their orders at the same prices they would have to pay if they came to New York to buy them. They are the means of saving the retail dealers many dollars of expense, and as a matter of self interest they should treat them with courtesy. It does not take long to examine the samples a traveler carries, and to look at them does not constitute an obligation to buy. No dealer of intelligence can run through the sample trunk of a traveler without getting ideas that are valuable to him, and it ought to be a pleasure to him to do so. Fortunately, most dealers so regard it, and the gruff and grum sort are few in number. If they consulted their own interests these few would change their tactics, and accord to all respectable travelers such courtesies as they would like to receive under similar circumstances. It costs nothing to be polite at all times, and genial, pleasant manners are worth money to any man. *"Jewelers' Circular."*

HOW TO SEPARATE THE GOLD FROM GOLD-PLATED ARTICLES.

The gold is removed from articles of iron and steel, without injuring them, by immersing them in a bath consisting of 10 parts potassic cyanide and 100 parts of water, and connecting them with the positive pole of a battery. A wire or sheet of platinum is fixed to the negative pole. The position of the poles is hereby inverted, whereby the gold coating upon the iron and steel is dissolved in the cyanide solution, and partly deposited upon the platinum anode; it is then removed in a regular gold bath. Should there be only a film of gold upon the iron or steel, its removal may be effected by the cyanide solution alone, without the aid of electricity; the process is slow however. Also silver, copper, and their alloys may, by this process, be ungilt, but the cyanide dissolves the silver and other metals at the same time; it is better, therefore, to effect the ungilding as follows: for the purpose of ungilding silver, heated to a cherry red, and immediately throw it into a pickle of more or less diluted sulphuric acid. The gold will peel off and fall to the bottom in the shape of spangles. Repeat the operation until all the gold has disappeared from the surface of the silver, which will then appear white and frosty. Light and hollow articles cannot be treated by this process; the preceding one is better adapted for them. For small articles of copper and its alloys, such as thinly gilt false jewelry, prepare the following bath:

Sulphuric acid	parts,	10
Nitric acid	"	1
Muriatic acid	"	2

The large quantity of sulphuric acid promotes the solution of the gold, while only slightly attacking the copper or its alloys. The sulphuric acid is to be placed into a stoneware jar by itself, after which the mixture of muriatic and nitric acids, kept in well closed bottles, is gradually added, in tenor with the advance of the operation. The same sulphuric acid, if well covered, may be used for a long time, and its dissolving action stimulated by successive doses of nitric and muriatic acids. The operation must be watched by frequently withdrawing the articles, and when no more gold is visible it may be deemed as finished, and the copper has acquired a uniform blackish-gray color.

The nitric and muriatic (hydrochloric) acids may be replaced by saltpeter and common salt, both of which must be finely pulverized and stirred with a glass rod.

For large objects, such as clocks or chandeliers, concentrated sulphuric acid, of 66° Beaumé, is placed into a glass or stoneware vessel supporting two brass rods. One of these rods is connected by a conducting wire with the last carbon of a battery of two or three Bunsen's inverted elements, and supports the objects to be ungilt, which are entirely covered by the sulphuric acid. The other rod supports a copper plate facing the object, and is connected with the last zinc of the battery. The electric fluid traverses the sulphuric acid and carries the gold from the positive to the negative pole; as the copper plate is not prepared for retaining the gold, it falls to the bottom of the bath in a black powder, which is easily recovered. So long as the sulphuric acid is concentrated, and even under the action of the galvanic current, it does not sensibly corrode the copper, as it rapidly absorbs the moisture of the atmosphere. The

EVERY JEWELER

Should ask his Jobber to show him the latest thing that has been Patented in Watch Cases.

—THE—

INVISIBLE CENTRE CASE

Is the NEWEST, the CHEAPEST and

The Best Watch Case in the World

FOR THE MONEY.

This Case which is practically Dust Proof, is not made like other (so called) cheap cases, by springing a back and front on to a centre without joints, but is similar to an ordinary watch case except that it has only one seam, and the centre is invisible when the case is closed. It has only one (gold) joint, opens at the front and back alike, is the lowest priced case made in silver, and in gold can be sold as cheap as an ordinary filled case. Pronounced by experts to be the best Cheap Case ever made.

EVERY RETAIL JEWELER SHOULD HAVE THEM.

FOR SALE BY ALL THE LEADING JOBBERS.

vessel in which it is contained should be kept perfectly closed when the ungilding process is not in active operation, and the pieces for ungilding should be placed in perfectly dry. If it is intended to sacrifice the gilt articles of copper or silver, let them remain in pure nitric acid, which dissolves all the metals except gold, which either floats at the surface of the liquid as a metalic foil or falls to the bottom as a blackish powder. If the liquor is diluted with distilled water and filtered, all the gold will remain in the filter, while the solution contains the other metals.—*Jewelers' Circular.*

TALKED TO SLEEP.

Our old-time friend, John Rose, of Bay City, sends us the following item of experience which he met with recently, while a scribe of the Bay City *Tribune* was present. If John is seeking sympathy in his trying role as the leading jeweler of his town, doubtless many of our readers can give it him in abundant measures for they have all "been there," and been talked to death, to sleep or really mad: "There is a good deal of exaggeration these days, and people are apt to smile incredulously when they hear of a man being 'talked to death.' The scribe was a doubter all his life, but the doubts were dispelled the other day by an actual demonstration of the power of talk. The scene is in a prominent jewelry store on Center street. Enter a lady fashionably clad. She bows most pleasantly to the ready salesman and begins:

"'Have you any good gold pens?'

"'Yes ma'am,' replied the salesman, producing a large show tray filled with the article.

"'Well, now, I want to be sure that these are real good gold pens. I know a friend of mine who bought a gold pen and it was perfectly useless in two weeks. Now my uncle had a gold pen he used for twenty-five years constantly and it kept as good as new. My uncle used it for fifteen years, and when he died he gave it to my cousin and he used it to my knowledge fifteen years and I am sure it is in use yet. It was a real, genuine gold pen and never corroded, and my uncle often said he would not part with that pen for any amount of money. He bought that pen in San Francisco when gold was cheaper and got it very cheap, and yet he used it fifteen years, and my cousin used it after him ten years to my knowledge, and I want to be sure that when I buy a gold pen it will be a good gold pen, for a good gold pen will last a long time as my uncle said when'—

"'Did you want to buy a pen to-day?' stammered the confused salesman, who had been frantically trying to get a word in.

"'Oh, no, I don't want to get a pen to-day, but I thought I would just step in and see if you had any real good gold pens like my uncle's, for I don't want to get a poor pen when I do buy one. Have you any silver thimbles?

"'Yes,' said the despairing salesman as he placed two or three trays of silver thimbles on the show case.

"'Well, now, are you sure they are real silver thimbles? A lady friend of mine bought a silver thimble and in less than two weeks it had turned black on the inside and she only used that thimble two or three times. Now my cousin had a silver thimble presented to her on her thirteenth birthday and she is using it yet and it never turned black and she is forty years old. It was a real silver thimble and my cousin says she believes that thimble will last as long as she lives, and it only cost fifty cents and my cousin will probably have it on her finger when she is buried he! he! he! and my friend who bought the silver thimble that turned all black inside felt real angry about it while my cousin uses her silver thimble every living day and never thinks of doing any work without it for she says she has used it so long now that it seems part of the family and I would like to be sure when I buy a silver thimble that it is a real genuine silver thimble for my cousin's silver thimble'—'Did you want a thimble to-day?' asked the despairing salesman looking helplessly at his tormentor. 'No, not to-day, I simply thought I would call and see if you had any real good silver thimbles for when people buy silver thimbles they don't like to be deceived. Now if it is not too much trouble I would like to look at some of your gold watches, a friend of mine bought a gold watch in Chicago and it stopped a dozen times in two weeks, while my brother had a gold watch that he bought eighteen years ago, and it has never stopped or lost a second's time, and—'

"But the salesman had gone to sleep, and the scribe, feeling that the only hope of living was in flight, fled from the place. If any doubt this, let them ask John Rose."—"*Exchange.*"

HOW NOT TO DO BUSINESS.

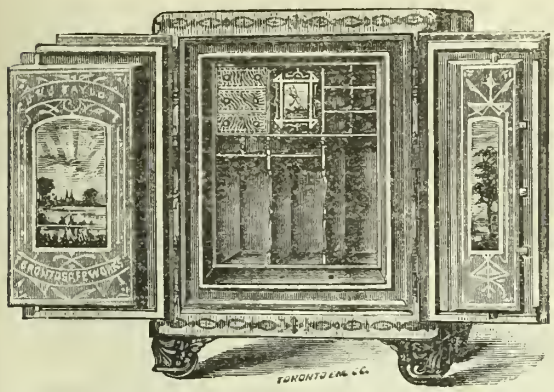
In what a happy-go-lucky style much of the retail store business of Canada is done, may be gathered from the following instance: An insurance appraiser was requested to adjust the loss by fire upon a certain general stock of merchandise in Ontario recently. Going to the shopkeeper, who was a respectable man, with some productive real property, he asked how much stock had been in the place when the fire broke out. The reply was made, about seven thousand dollars'worth. "Will you allow me to see your books," said the appraiser. "Certainly," replied the storekeeper. The books, being produced were found to contain debits only, whoever had bought goods on credit was duly charged with them, but there were no accounts opened with the man's creditors—no Merchandise account—no Bills Receivable account—no Profit and Loss account—no Invoice book—no Cash Book—no record of last stock taking, he had not taken stock for some years—no balance sheet, even. So the insurance man was obliged, in order to get at the burned stock even approximately, to write to the houses from whom the shopkeeper had bought, a list of them being given from the memory of the debtor. He thus learned how much had been purchased from each during the previous twelve months, and how much was owing to each. Going carefully over the merchandise saved from the fire, it was learned after a week's work that the amount of stock this unsystematic dealer had on hand could scarcely have been over $4,000, instead of $7,000, which he in good faith, claimed. And the insurance obtainable, instead of being, as the retailer expected, about $4,000, did not exceed $2,000.

How many country storekeepers are there who, if put in like circumstances, could make up an accurate claim, and substantiate it by evidence? How many are there who know, in other words, how they stand? What proportion of our retail dealers keep track of their transactions in such a way as is legally necessary to establish their position in case of unforeseen difficulty or disaster? Can we truthfully say fifty per cent.? Would it be safe to conclude that even one in four does so? We fear that the experience of insurance adjusters and official assignees must compel us to the conclusion that not even one-fourth of our retail merchants



THE LATE JOHN ZIMMERMAN.





J. & J. TAYLOR,
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

20 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

A. C. ANDERSON & CO.,

American Jewelry. American Jewelry.

NEW GOODS! NEW GOODS!

We still retain the name of carrying the Largest Assortment and Neatest Designs in American Jewelry of any House in Canada. Our Mr. Anderson has just returned from the American markets, where he has made an extra fine selection of the Newest Goods to be found.

☞ See our selection before making your purchases.

A. C. ANDERSON & CO., HAMILTON, ONT.

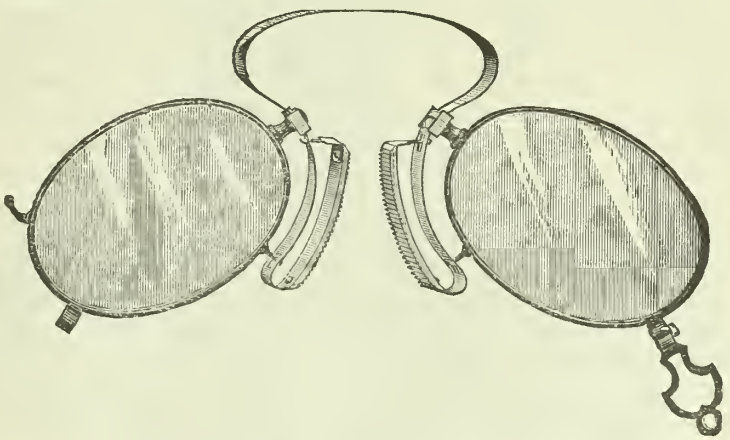
THE MONTREAL

Optical

—AND—

Jewelry

COMPANY (LIMITED).



1685

Notre Dame St.,

MONTREAL, P.Q.

P. O. BOX, 1054.

(AGENTS FOR THE CELEBRATED BARNES' PATENT EYE-GLASS.)

We beg to call the attention of the Trade to our FIRST ANNUAL CATALOGUE comprising the largest assortment of

SPECTACLES, EYE-GLASSES, CASES, &c., &c.

ever offered in this country. As we are manufacturing a large proportion of our goods on our premises in Montreal, we can execute all special orders, Oculists' prescriptions, &c., with promptitude. Send for our Illustrated Catalogue and Price List before purchasing.

MONTREAL OPTICAL & JEWELRY CO., Limited.

take these essential precautions for their creditors' satisfaction and their own safety. An iron safe is considered a necessity to every merchant who keeps accounts ; and so it is, if the man wishes to keep his cash, or the record of his outstanding assets safe from burglars, or from fire. But one half the sum he pays for a safe is wasted if he does not keep in that safe a proper record of his position, from year to year, or from month to month. Even a person who sells for cash, and therefore needs to keep no account of credit sales, may well consider the $100 or $300 he pays for a good safe as wasted, if that strong box do not contain such a record of his position as to merchandise on hand or current indebtedness, as will suffice, in case of robbery or fire, to satisfy the insurance companies who protect him or the wholesale merchants who supply him.

There is no more essential part of a merchant's duty to himself and his creditors than systematic stock taking at least once every year, but even his stock taking is a waste of time and labour if he neglects to make up a proper balance sheet, and neglects to take proper care to preserve all his stock sheets, stock book and balance sheet. In too many instances where these are needed to refer to, they have either been destroyed as useless, or lost. Another matter made unpleasantly clear by the investigations of an expert after a fire loss, is the often indefinite or mistaken notions of retail dealers as to the rate of profit upon goods sold. In a case in question, the country merchant was asked what rate of gross prefit he sold goods at, and replied from fifteen to twenty-five per cent. on invoice prices, and on some lines thirty-three per cent. It was a revelation to him to have it proved that he was not making more than ten per cent.; and that instead of making $5,000 clear, upon a turn-over of say $25,500 yearly, he was in fact making less than $2,500.

How is this ? some shopkeepers may ask. The reason is that no allowance was made for the items of freight ; depreciation ; interest ; bad debts ; cost of selling ; insurance, taxes, and other matters which require to be added to the invoice cost. Wholesale houses estimate that the expense of selling goods through travellers adds from three and a half to seven per cent. to their cost. And the retail merchant must not imagine that because he keeps no travellers the sale of his goods therefore costs him nothing. Clerk-hire costs something ; and even if no clerks be kept, but the store is conducted by the shop-keeper and his family, rent, fuel, light, packing, taxes, carriage, expenses to the markets to purchase, and a dozen other seemingly trifling matters go to swell the cost price beyond that put down in the successive lines of wholesale dealers' invoices.—*Exchange.*

REPAIRING WATCHES.

The bad rate of a watch may frequently be traced to its imperfect jewels. The repairer should always carefully examine every jewel in a watch taken down for repairs, and if he finds one with hole too large, or " out of round," that is, much wider in one direction than in another, it should be replaced by a good one, to be done as follows : If the depth is correct notice whether the jewel is above or below the surface of the plate ; if it is either, then knock it out and cement the plate or bridge on a chuck in the lathe, being careful to get it on true by the hole lately occupied by the jewel ; by means of a burnisher raise the burr that holds the other jewel in, and if the jewel can be found of the proper size and thickness, and the hole not too large, it can readily be " rubbed in " with the burnisher ; if the hole is too small it can be opened. The chuck on which the article is cemented should have a hole from a quarter to a half an inch deep in its centre. If no jewel can be found of the right size and thickness, select one a little too large, enlarge the hole sufficiently to fit the jewel in, and then proceed to fasten it. If the jewel is broken, of course the same remarks apply to replacing it with a good one as to an imperfect one.

One difficulty that the watchmaker has to contend with in selecting a jewel from the indifferent lot supplied by some dealer is to find one the hole of which is in the centre of the jewel. If a jewel is not true, or, rather, if the hole in it is not in the centre, it must be cemented into a chuck in the lathe, trued up by the hole, then turned off with a diamond cutter, the chamfer carefully trued up and polished again ; while in the lathe it can be turned down to fit the hole in the setting or plate ; the shellac is to be removed from the plate with alcohol. In many instances a chuck will have to be turned up to suit the particular job to be done. Care must be taken in opening, or the jewel will break or chip around the hole. The corners must be carefully rounded by a piece of wire larger than the hole, the end of which is conical. It will take but a moment to do this, but if care is not taken too much will be taken off.—*Exchange.*

CHEAP CREDIT.

"The Silly Way People give Credit," is the appropriate heading of an item in an English journal. One day, a man named Eyres, called on the Clydesdale Iron Co., in London, said he was a builder and wanted some iron railings for houses he was building at Acton. On being asked by the managing man of the iron company if he was the Eyres who had been building at Harlesden, and "left there after going all wrong," he denied it. So he got £30 worth of goods by paying £10 and promising £20 when his houses were up. Afterwards he got more goods on credit till he owed nearly £30 when it was discovered that he *was* Eyres of Harlesden, whom the Co. would not give credit to. So the Clydesdale Co. had him arrested for getting goods on false pretences. The lawyer who opened the case remarked that the obtaining of goods in that way by builders was an evil which was increasing. The Lord Mayor said he could tell him a greater evil, namely, *the silly way in which people gave credit.* Replying to the Court, the prosecutor stated that inquiries were not made before the goods were supplied. The Lord Mayor remarked that " it was an amount of Arcadian simplicity which he could not conceive to be possible. When persons parted with their goods on such slender representations it was a premium to dishonest men to swindle others."

It is evident that credit is too cheap in Britain as well as on this side of the water. Very often we find that merchants are ready to give credit loosely because they get it so easily. If a man has given cash for his goods, or if he is under strict agreement to pay for them on short and exacting terms, he will be unlikely (unless he is a born fool) to give them to Tom, Dick or Harry, on easy credit and without careful enquiry about his debtor. But the slender basis of information on which millions of dollars worth of goods are given away nowadays is amazing. A single enquiry made of a neighboring merchant, a rating in a mercantile Reference Book, the recommend-

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

ation of a green and sanguine traveller (on commission) suffices for the shipment of $200 or $500 worth of merchandise to an utter stranger. Surely this is not business-like.

It is often said by wholesale men in cases of this kind, "if we do not fill this order, X, Y, or Z will fill it and we shall lose the sale." Very well, let others make the sale, and take the risk. It used to be stated by Mr. Wiman in his circulars twenty years ago, "Mercantile Agencies are only one of the means of enquiry which it is the duty and the privilege of merchants to make about their credit customers. No wholesale dealer can have too much information about his clients." This is as true to-day as then. We should not have had to grieve over nineteen millions of indebtedness by failed Canadian merchants in 1884, if proper enquiry had been made about the capital, capacity and chances of success of the 1,308 traders whose liabilities made the aggregate we have named.—*Monetary Times.*

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

E. M. Blakely, jeweler of Trenton, has assigned. While Mr. Blakely lived in Picton he was well liked and apparently made money, but since his removal to Trenton things seem to have gone badly with him, and the result is an assignment for the benefit of his creditors.

Dissolution of Partnership.--Messrs. Inglis & Picard, the well-known watch importers, of Montreal, dissolved partnership last month, Mr. Inglis retiring from the partnership, but we understand remaining with the new firm. The business will be carried on as formerly, by the remaining partner Mr. C. T. Picard under the style of C. T. Picard & Co.

The Late Mr. George Pringle.—We are sorry to have to announce to our readers the death of Mr. George Pringle, jeweler, of Cobourg, Ont. Mr. Pringle was one of the best known retail jewelers in Canada and had for many years been identified with Cobourg as one of its principal merchants. George Pringle was one of the most popular men in the Canadian jewelry trade, genial and whole-souled in private life; and a synonym for integrity in business. His death creates a gap that will not be readily filled in the town in which he lived.

Reliable Show Cases—The show cases made by Millichamp & Co., are well and favorably known in Canada, this firm having been in this business for nearly twenty years, and having shipped their goods into every part of the Dominion. It is the largest of its kind in Canada, and its reputation for doing only first-class work is such that they have no difficulty in keeping their immense factory running on full time even in the present depressed condition of trade. This is a natural recognition of honest and liberal dealing and we can recommend any merchant in want of show cases or shop fixtures of any kind to patronize Millichamp & Co., in the full assurance that they will get not only the best in the market but full value for their money.

The Jewelry Stock and fixtures belonging to the estate of the late John Zimmerman were advertised by the executors by tender last month, and bought by Mr. F. Block, of Toronto, the highest tenderer at a price of 67½ cents on the dollar. A good price we should say, taking everything into consideration. The book debts and the Estate's interest in the Acme Silver Plate Company, of Toronto, were also offered for sale by tender, but we understand were not sold.

Changes Everywhere.—Our readers will no doubt be surprised to learn of the retirement of Mr. J. A. Watts from the Presidency and Management of the Toronto Silver Plate Company, of which Company he was the promoter and founder. Mr. Watts who we understand has retired definitely from the silver-ware business in Canada, was the pioneer of the American electro-plated ware trade in this country, having as the agent of the Meriden Britannia Company introduced the goods here some twenty years ago. He is succeeded as manager by Mr. A. Gooderham, of this City. a prominent stockholder who has been in the employ of the company ever since it commenced business.

William Wharin, one of the oldest established jewelers in Toronto, and who years ago stood almost at the top of the tree, has been recently compelled to assign for the benefit of his creditors. As showing how much a good name is worth it may be mentioned that although Mr. Wharin's stock has been heavily mortgaged for years, he has, judging from the number of creditors and the amounts due them, had no difficulty whatever in getting all the goods he wanted on the ordinary terms of credit. As Mr. Wharin is likely to get a settlement favorable to himself, it is probable that some of these gentlemen will regret the violation of a very good rule of business, "Never to sell a merchant goods on credit whose stock is mortgaged, unless you have perfect security."

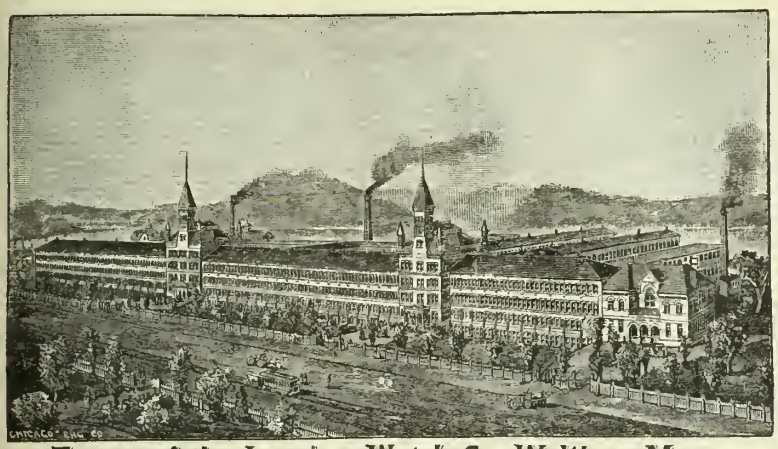
The North-West rebellion has affected the jewelry trade in other than a pecuniary manner. Mr. W. H. Smith the well-known traveller for the firm of Smith & Fudger, and a son of one of the partners, has gone with the Queen's Own, in which regiment he is a non-commissioned officer, to the North-West to aid in putting down the rebellion. During the terrible march along the North Shore Mr. Smith (or Willie, as he is called among the boys) was unfortunate enough to sprain his ankle; we are glad to learn, however, that it is now all right and he has rejoined his Company which is now *en route* for Battleford. His many friends will wish him a safe return home, and if he is able to put a bullet through Riel and bring that worthy's scalp-lock back with him, he will be the most popular and successful jewelry traveller on the road for the balance of his natural life.

A Model Price List.—We are just in receipt of a price list from the Montreal Optical and Jewelry Company, of Montreal, whose advertisement will be found elsewhere in *The Trader*. This catalogue is elegantly printed on fine toned paper, and is a first-class specimen of typographical skill. Its illustrations are numerous and of a high order of merit, and convey a very accurate impression of the goods they represent. This Company are the largest manufacturers and dealers in optical goods in Canada, and the great success which has attended their efforts so far goes to show that in their special line they stand at the head of the Canadian trade. Their new catalogue, is, we should say, an indispensable reference book that should be kept by every merchant dealing in optical goods, and the Company will be glad to send it free of charge to any legitimate dealer in such goods.

W. C. Allego, of Hamilton, the jeweler who cleared out of that city in 1880 and went to the States, leaving behind him a lot of lamenting creditors and dupes, turned up in Simcoe recently, where he was promptly arrested by Chief Stewart of Hamilton, and brought to the scene of his former triumphs. Unfortunately for the creditors, and fortunately for Mr. Allego the information in the warrant was based upon the Insolvent Act which was subsequently found to have been annulled previous to the time it was issued and nothing therefore could be done regarding it. Such cases as this show the need of a good insolvent law such as is proposed by the Board of Trade, and were such a law in force it would be possible to punish people who deliberately set out to swindle their creditors. Chief Stewart is to be commended for his prompt and energetic action in this matter and we are only sorry in the interests of honest dealing that the case could not have been pushed.

If there is any hardware traveller, who ever drummed the Western road and don't remember R. B. otherwise known as Genial "Bob" Harstone, hardware merchant of St. Marys, their memory must be sadly deficient. R. B. has been for some years connected with the Canada Pacific R. R. in the North-West, and from a letter from a volunteer on the active service we learn that he has done his level best to help the troops on their way west and render their journey pleasant. When "Bob" lays out to do anything you can bet your bottom dollar it is thoroughly well done and we were therefore not at all surprised to learn that he had won golden opinions from the troops who have gone to the front. The boys say that if the Government don't give R. B. a testimonial they will do so themselves; if they should decide to do so, a lock of Riel's hair would suit R. B. probably about as well as anything.

The Advance in Watch Cases.—Everybody knows that watch cases have been cheaper during the past year, but few would believe that it was because competition had become so keen



Factory of the American Watch Co.-Waltham, Mass.

John Segsworth & Co.,

23 SCOTT ST., - TORONTO, ONT.,

IMPORTERS OF

DIAMONDS, WATCHES & JEWELRY.

JUST RECEIVED A LARGE LINE OF

SWISS WATCHES IN GOLD, SILVER & NICKEL.

GOOD VALUE. INSPECTION INVITED.

Canadian Agents for Waltham Watches.

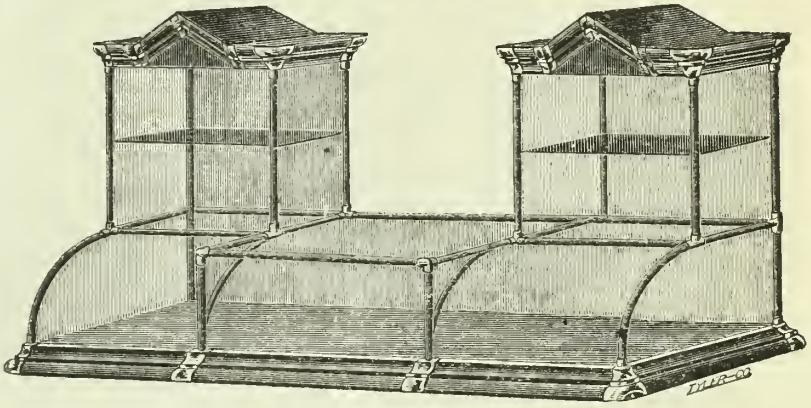
SHOW CASES!

W. MILLICHAMP & CO.,

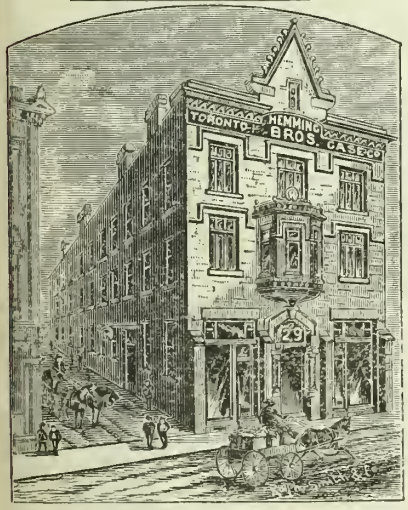
29, 31, 33, 35 Adelaide St., E., - Toronto.

SHOW CASE MANUFACTURERS and Shop Fitters, Gold, Silver and Carriage Platers. All kinds of Show Cases on hand in the newest and latest styles.

Agents for Canada for the Celluloid Show Cases.
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FANCY GOODS MANUFACTURERS,

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FOR WATCHES, JEWELRY, SILVERWARE, &c.

FANCY AND TOILET CASES.

EVERY DESCRIPTION OF PLUSH GOODS

THIS YEARS GOODS ARE ALL OF THE VERY LATEST DESIGNS.

Special attention given to dressing windows with Fancy Stands, Curtains and Mirrors.

ORDERS TAKEN FOR COUNTER AND WALL CASES.

OUR SPECIALTY: TRAVELLERS' OUTFITS.

29 ADELAIDE STREET EAST, - - - TORONTO.

as to force the makers to sell at and below cost. This was the fact however, and it is because they have got sick of this foolish and losing game that they have formed a combination and have advanced the prices to such a rate as will at least save them from loss on the goods they sell. The Association is a very strong one and embraces the Waltham, Keystone, Faheys, Dueber, and Blauer Companies. This advance is a step in the right direction, and now that the manufacturers have set such a good example the jobbers and retail dealers should see that they also make the profit that they should reasonably expect from the sale of such staple goods. There's no more use of selling goods for the fun of selling them, and the sooner the trade gets back to sound profits the better for everyone in it.

Trade Watch Repairing.—We direct the attention of our readers to the announcement of Mr. C. W. Coleman in another column. Mr. Coleman is one of the most experienced workmen in Canada, and guarantees satisfaction.

WORKSHOP NOTES.

Engravers' Cement.—Resin, 1 part; brick dust, 1 part; mix with heat.

Engravers' Border Wax.—Beeswax, 1 part; pitch, 2 parts; tallow, 1 part; mix.

Cement for Marble.—The following is a good recipe for preparing a cement that will unite marble, etc.: Melt together 8 parts resin and 1 part of wax, and mix the solution with 4 parts of Paris plaster.

German Silver.—An excellent German silver is prepared by smelting in a crucible 55 parts copper, 23 nickel, 17 zinc, 3 iron and 2 tin. This composition is in every respect equal to silver in appearance, fully as hard and not as vitreous.

Liquid for Cleaning Silver.—The following solution will be found to produce a high brilliancy in silver work: Cream of tartar 30 parts; sea salt, 30 parts; sulphate of alumina and potash, each 39 parts; water 1,500 parts. Boil the article in this mixture.

Cleaning Silver Filigree Work.—Anneal your work over a Bunsen flame or with a blowpipe, then let go cold (and this is the secret of success), and then put in a pickle of sulphuric acid and water, not more than five drops to one ounce of water, and let your work remain in it for one hour. If not to satisfaction, repeat the process. This is undoubtedly the best process that can be used.

Enameling on Brass and German Silver.—The adhesion of enamel to brass and German silver it is said, may be most perfectly effected by first engraving or pressing the design to be enameled into the alloy, and then coating the whole object, or only the depressed design, galvanically with copper. The enamel can be fused upon this surface as usual, and may then be bronzed, or silvered, or treated in any usual way.

Charcoal.—The charcoal used in soldering nor, in fact, any other charcoal used by the goldsmiths should not possess the evil habit of viciously snapping and cracking. Coal burned from oak, or any other course grained wood, will snap and crack, while a close, fine-grained, soft wood coal will not. The underlay coal may have its snap taken out by being heated very hot in an oven or by blowing the flame with a blowpipe upon it.

Mirror-like Designs on Glass.—An ingenious method of obtaining mirror-like designs on glass has been devised by Leclerc. The glass, having been silvered by the chemical process, is coated with a thin and uniform layer of sensitive bitumen, and this is exposed under a transpareucy, the next step being to wash away the unaltered bitumen with oil of turpentine, so as to leave the bitumen design on the silvered glass. The application of moderately strong nitric acid removes the silver, excepting where it has been protected by the bitumen, so that the metalic design shows like a mirror from the reverse side of the glass. The plate may be backed by paint or any other suitable material.

OTHER NOTES.

Effects of Different Kinds of Illuminations.—The tallow candle is the most unhealthy kind of illumination, while the electric light is the best. The latter produces only one-thirteenth part of the heat generated by a tallow candle and emits no carbonic acid or water. One gas flame is said to vitiate the air of a room as much as six persons do with their corporeal exhalation and breath.

Topazes.—A remarkable discovery of topazes was made lately in New South Wales. A portion of a large bluish-green crystal, of the weight of several pounds, was found in Mudgee and sent to the Colonial Museum. Several crystals of 2 to 3 inches were found in Uralia. One specimen of topaz, found in Guudagai, weighed more than 11 ounces, and another one, found in Gulgong, weighs 18 ounces.

German Pearl Fisheries.—The German pearl fisheries of Saxony and Bohemia, which were formerly very remunerative, are barely worth mentioning at present, as they are rapidly destroyed both by the natural cupidity of man and the filthiness of the streams. The department of the interior lately called the attention of the officials charged with the preservation of these grounds to existing laws, and exacts of them to energetically oppose the wholsale destruction.

Standard Meridian.—It is rather to be deplored that the international conference for establishing the prime standard meridian has adjourned without coming to any agreement. The meridian of Greenwich being almost universally used in the civilized world, and the basis of nearly all the meridianal calculations was proposed, but the French representation "kicked" against it, and, therefore, no satisfactory results were obtained. The world could not well get along without a body of scientific men, but it is rather sad to contemplate that each one of them has some pet theory of his own which he cherishes with all the love and devotion bestowed on a "hobby." When a lot of business men met in 1874 at Berne, and established the international postal union, the grandest piece of international fraternity, they transacted their business in a business-like manner; not so a body of savans, however; each one of them has some hypothetical theory, upon the recognition of which by all he bases his glory everlasting, and hence the difficulty of uniting them to act in harmony.

C. W. COLEMAN,
WATCHMAKER TO THE TRADE
AND DEALER IN
Watch Material, Tools, Spectacles, Watch Cases, &c.

Complicated Watches repaired, adjusted and cleaned. Broken or imperfect parts in every grade of Watch replaced by new.

Also Jewelry Jobbing, and manufacturing of Special Designs, Engraving, &c.

Orders to receive prompt attention must be accompanied with city reference or the cash.

C. W. COLEMAN,
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T. WHITE & SON,
MANUFACTURNG JEWELERS,
Lapidaries & Diamond Setters.
39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted.
FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

THE NEWEST WATCH GLASS CABINET.



All sizes and heights in Watch Glasses constantly on hand. Orders promptly attended to. Satisfaction guaranteed.

E. & A. GUNTHER,
IMPORTERS OF
Clocks, Watches, Materials, Classes, Spectacles, Silk-Guards and Jewellery.
CORNER JORDAN AND MELINDA STS.
TORONTO.

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

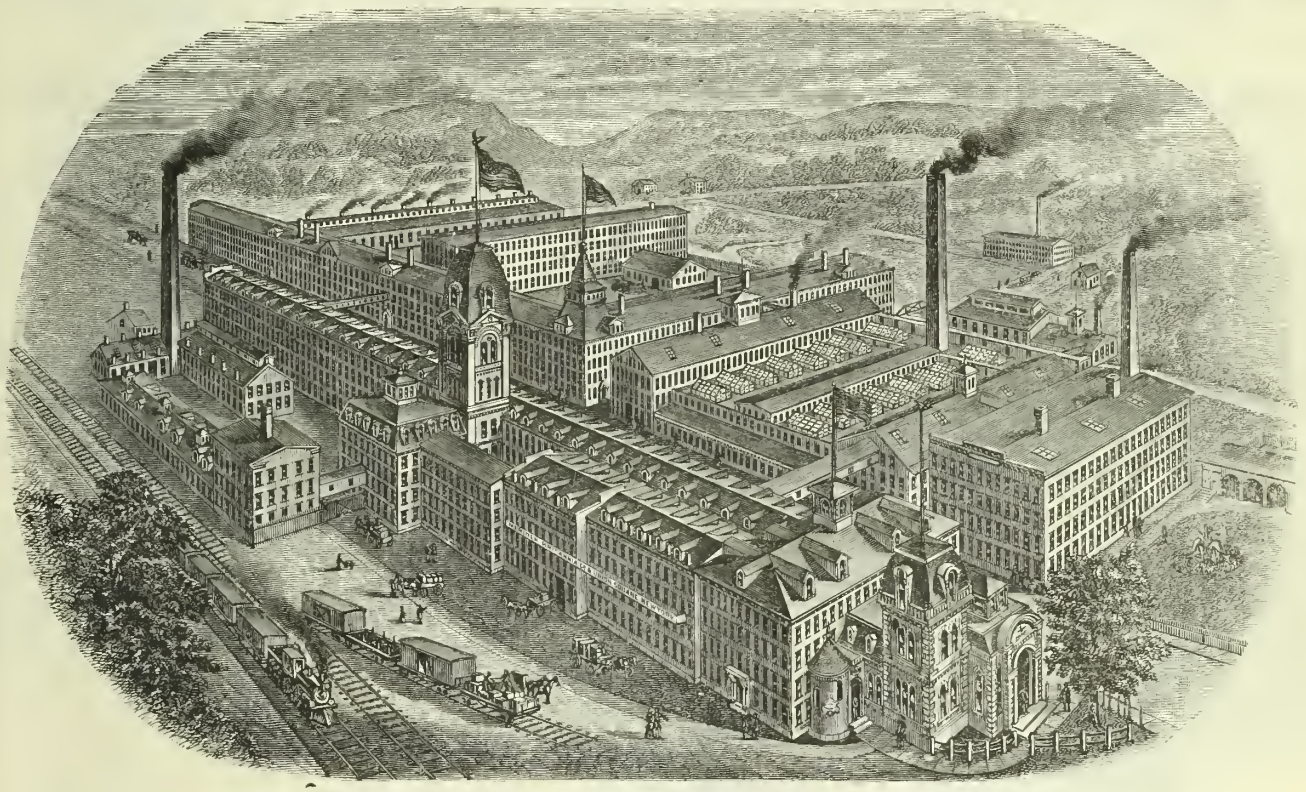


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

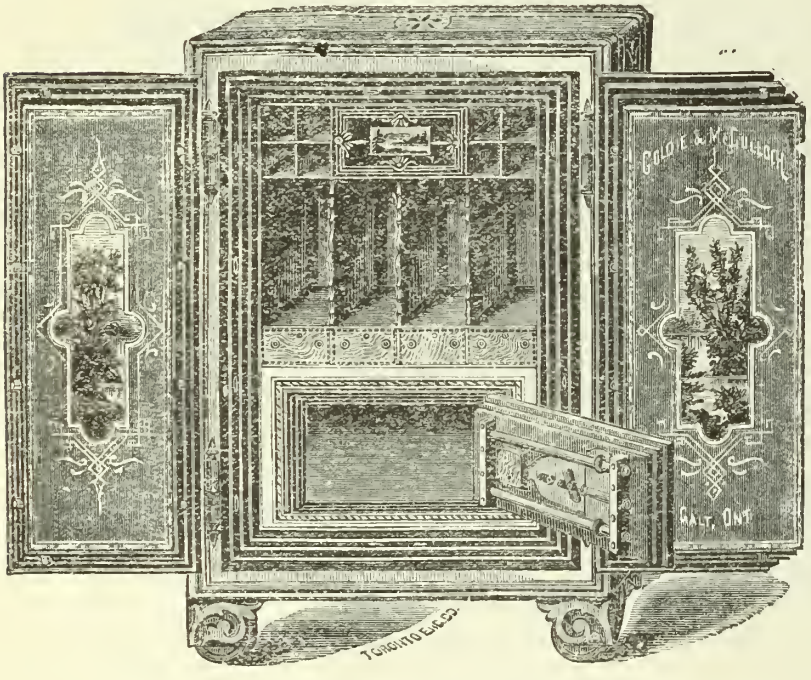
GOLDIE & McCULLOCH,

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Manufacturers of the **HIGHEST GRADE** of **FIRE AND BURGLAR PROOF WORK** of all kinds. We use only the **BEST MATERIAL.** Our **LOCKS** are from the **BEST MAKERS.** Our Safes are **NEVER DAMP INSIDE.** Their **FIRE-PROOF** qualities are unexcelled. Their finish is perfect; their constrution unequalled

THEY HAVE BEEN AWARDED THE HIGHEST PRIZES WHEREVER EXHIBITED.



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1880—First Prize Fire-Proof Safe.
1882—Bronze Medal, Burglar-Proof Safe.
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1882—Silver Medal, Fire and Burglar-Proof Safe.
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MONTREAL:

1881—Diploma.
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1884—Bronze Medal, Fire Proof Safe.
1884—Bronze Medal, Burglar-Proof Safe.
1884—Silver Medal, Fire and Burglar-Proof Safe.

OTTAWA:

1884—Gold Medal.

ST. JOHN, N.B.:

1883—Silver Medal.

The above are all the highest prizes awarded at the different Exhibitions.

SEE OUR SAFES BEFORE PURCHASING, AND YOU WILL NOT BUY ELSEWHERE.

THEY SPEAK FOR THEMSELVES EVERY TIME.

All information can be obtained either by calling on or communicating with our representative at Toronto, MR. GEO. F. BOSTWICK, who has a LARGE VARIETY TO SELECT FROM; also, MANY SAFES OF OTHER MAKERS, TAKEN IN EXCHANGE FOR OURS.

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THE
BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN



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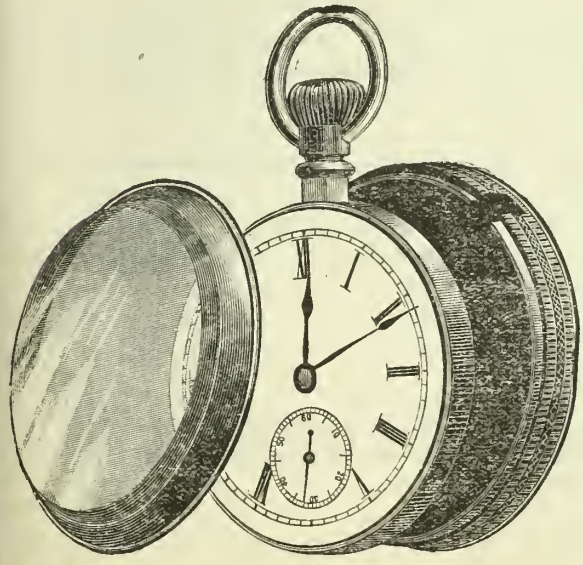
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMREICAN MOVEMENTS.



85

SOLD BY ALL JOBBERS



Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22

Back View of
PATENT SNAP BEZEL CASE.

No Step Backward ! Every Advance a Triumph !

JAMES BOSS GOLD CASES BETTER THAN EVER AT

REDUCED PRICES !

THE character and magnitude of the plant of the KEYSTONE FACTORIES are unrivaled. Improved and patented machinery of the most ingenious description occupies every floor of two of the most massive and stately buildings in Philadelphia, while hundreds of operatives, selected for their commanding skill, and drilled in special and original methods, assist in giving shape, construction, and finish to the most complete and serviceable Watch Cases ever produced.

Celebrated as JAMES BOSS GOLD CASES were heretofore, they have now an additional claim to fame and popular favor. Notwithstanding their reduced price,

Every Style of Jas. Boss Gold Case is Made Better Than Ever

It will particularly repay every jeweler on the alert for new, fresh, and reliable goods at prices that *MUST* sell them, to examine the

DOUBLE | PEERLESS | BOSS | GOLD | CASES.

It is, of course, impossible to illustrate, through a print, the graceful roll of the curves, delicately executed rope knurling, and exquisite vermicelli engraving of these cases. No description can do them justice. They are literally superb, and are sold as low as any first quality goods known to the trade.

Every Case has the Dust-Proof Band, is close-fitting to a nicety, interchangeable, and is guaranteed for Twenty Years.

The greatest recommendation of Jas. Boss cases is that their guarantee is *bona fide,* and that they give universal satisfaction.

Keystone Watch Case Factories,

19th and Brown Streets,

PHILADELPHIA, PA., - - - - U. S. A.

THE TRADER.

TORONTO, ONT., JUNE, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 *ADELAIDE STREET WEST,*

Toronto, Ont.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE REBELLION.

With the gallant bayonet charge and the capture of Louis Riel and his followers at Batoche, the rebellion is practically ended. It is hardly probable, now that Poundmaker, White Cap, Beardy and half-a-dozen minor chiefs have surrendered unconditionally, that any serious difficulty will be found in disposing of Big Bear and his warriors.

Our citizen soldiers are to be congratulated upon their splendid behaviour ever since the campaign opened, and whether on the march or in the storm of battle, they have borne themselves in such a manner as to add new lustre to the Dominion of Canada. Of course everyone expected them to do their duty, but very few ever thought that they would, as they have done, prove themselves to be equal to any emergency and to face death with as much coolness and heroism as any veterans the world has ever seen.

Our soldiers have nobly and cheerfully done their duty in suppressing the rebellion and capturing the rebels, and while it is our privilege to honor them and welcome them back again to their homes, it is also our duty as true patriots to see that the leaders of the rebellion at least, are punished as justice demands. Of the guilt of the rebel chief, Riel, and his council, there can be no doubt, and there should be no unseemly delay on the part of the Government in bringing them to a speedy trial, and if found guilty, as they assuredly must be, to a speedy execution.

It is already more than hinted that the dominant French influence is bestirring itself to secure Riel's pardon, or at least his incarceration in some lunatic asylum on account of his alleged insanity. If this is so it is high time that the English speaking majority put their foot upon the neck of this political viper that the servility of both political parties has warmed into life and crush it at once and forever. Riel has been sane enough to foment two rebellions which have cost Canada much blood and treasure, and he is therefore a "sane" enough subject for the hangman, if convicted.

Those in power may as well understand that the English speaking people of Canada are in no mood to be trifled with. They ask justice, not revenge, and they are bound to have it if it cost the political life of the present Government and every French supporter (or master) of theirs to boot. The blood of our gallant heroes who died in the North-West demand it, and if it is denied by the chicanery of those in power, the very stones upon the streets will cry aloud for vengeance.

THE JOBBERS' ASSOCIATION.

The most of our readers will probably know by the time that this reaches them, that an association of Canadian jobbers in American watch cases has been formed for the purpose of regulating this important branch of trade and making a settled price on watch cases and movements. That such an Association was urgently needed, nobody who has any knowledge of the jewelry trade in Canada will for a moment deny, for during the past year and more it has been an open secret that prices have been slaughtered in such a manner as to make it next to an impossibility for a dealer to tell whether he had been buying at bottom prices or not. This feeling of uncertainty, coupled with the fact that some of those who bought "drives" in such goods were slaughtering them to the public has had a very bad effect, and it was only by firm and united action such as has been taken by our jobbers and manufacturers that confidence and prosperity could be restored. As things now stand no jobber can buy goods from the manufacturers unless they are members of the Canadian Association and agree to sell strictly at the uniform prices and on the terms fixed by the Manufacturers' Association. Any violation of these rules will deprive the jobber of his standing in the Association, and will cause him to forfeit his right to be considered a jobber. The manufacturers of both movements and cases are bound to refuse to supply him with goods and he will thus be practically out of the American watch business. The effect of this arrangement will be to establish a strictly uniform price for these goods and to enable the cash buyer to make certain that he is really getting the advantages his money entitles him to. Another very important feature about the arrangement is the curtailing of the terms of credit and bringing it down strictly to four months. According to the contract of the Manufacturers' Association, the terms henceforth to be allowed on such goods will be, list prices, four months net, or five per cent. discount for thirty days, or six per cent. discount for cash in ten days from date of invoice. Any violation of these terms will be construed by the Manufacturers' Association to be a violation of their contract, and force them to cut off the jobber violating them. The retail trade will thus see that as far as terms and prices are concerned, things are now on a much firmer and more satisfactory basis than they have hitherto been, and what they want to do is to form a league themselves for the purpose of protecting their own interests. Of this matter we propose to say something in a future issue.

The manufacturers in the agreement are as follows: Movement Manufacturers, American Waltham Watch Co.; Elgin National Watch Co.; Hampden Watch Co.: and Illinois Watch Co. Case Manufacturers, American Waltham Watch Co.; Joseph Fahys & Co.; C. N. Thorpe & Co.; Dueber Watch Case Manufacturing Co.; Blauer Watch Case Co.; Duhme & Co.; and the American Watch Case Co., of Toronto. The Canadian Association of Jobbers in American watches embraces all the bona fide dealers in these goods in Canada, and at their first annual meeting held in Toronto on Friday, the 22nd May, they adopted a constitution and by-laws and elected the following officers: President, M. Schwob, of Schwob Bros., Montreal; Vice-President, E. Scheuer, of Levy Bros. & Scheuer, Hamilton; Secretary-Treasurer, Geo. Chillas, of the firm of Lee & Chillas, Toronto; Directors, John H. Jones, of John H. Jones Co., Montreal, and John Segsworth, of

John Segsworth & Co., Toronto. This meeting was numerously attended and the utmost harmony prevailed, and it is thought by those most interested in the American watch business in Canada that this new departure (as far as this country is concerned) will have the effect of putting this very important branch of the jewelry business upon a much sounder basis than it has hitherto occupied.

ATTEND TO YOUR PAPER.

Readers of THE TRADER are not in ignorance of our views regarding the duty of every merchant who has respect for his credit and reputation in the matter of looking after his own business paper as it matures. We have tried repeatedly to impress upon our readers the vital importance of promptly attending to this matter and the evil consequences which must necessarily result from the violation of this business principle. There are scores of merchants in Canada to-day who are in bad repute and are almost entirely without credit, simply because they are careless about attending to their paper when it matures. They pay probably a fair amount on their notes, but it is like drawing their teeth to get it out of them, and as a consequence they don't get credit for what they do. On the other hand there are scores of others who do not pay any larger per cent. of their notes when matured, but they do it so promptly and with such good grace, that the wholesaler almost feels himself in their debt for their efforts to pay their own honest debts. We are satisfied that if merchants only knew how much wholesale men dislike dilatory and unsatisfactory settlements, and how much they appreciate prompt business-like transactions, they would be very careful in all such matters to do their business in a thorough business manner. A merchant's credit is a delicate plant and should be carefully shielded from any and everything that might tend to blight it. No man can guard it so effectually as the merchant himself and no person can injure it so easily as he can. Speaking of this very thing the *Winnipeg Commercial* says: "One of the worst characteristics of a poor business man, is a carelessness about attending promptly to his paper falling due, which is simply the worst development of want of punctuality." This is only too true and the worst part of it is that unless checked in the start it gets to be chronic and as a rule the person practicing it is the heaviest loser by his own folly.

It is just as easy and certainly more business like to attend to such matters promptly, and while it makes less work for everybody it promotes harmony and good feeling and leaves a disposition to oblige in the mind of the wholesaler where careless dealing causes distrust and disfavor.

Selected Matter.

THE CITY COMPANIES.

REPRINTED FROM *Chambers' Journal.*

Some ponderous but interesting volumes have recently been issued in the shape of a series of blue books containing the Report of the Royal Commission which, under the presidency of the Earl of Derby, has been inquiring into the manner in which the estates and funds of the various Guilds and Companies of the City of London are administered. All the world has heard of the great wealth of the City of London, a sight of the shops in which, even so far back as the commencement of the present century, caused a famous Prussian general to exclaim in the midst of his astonishment: "What a city this would be to plunder!" The revelations made, however, before the Commission are such as will put into the shade all speculative calculations of the wealth of the "great city." The capital or the Livery Companies of London is now known to be about twenty million sterling, bringing in an income of seven hundred thousand pounds per annum! Owing to the increased value of houses and land, a great augmentation in the wealth of the Companies has taken place during the past ten or twelve years, in one case alone (the Drapers' Company) the increase reaching the handsome total of twenty thousand pounds in nine years.

The foundation of this vast fortune originated for the most part in charitable bequests, which have long since been diverted from the particular purpose which the donors had in view; and although the Companies have of late years given considerable sums for the promotion of technical education and other objects, yet the whole of such grants put together are an insignificant dole compared with the magnificent inheritance of which they are the custodians.

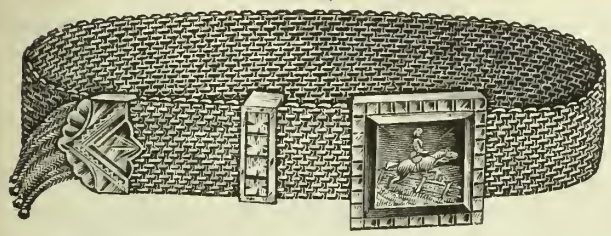
The Mercers' Company is the richest of them all, its income in 1880 being ninety thousand pounds per annum, which shows an increase in nine years (1871-80) of fifteen thousand pounds. In 1874 the Mercers spent in "court fees" over ten thousand pounds; but in 1880 only about nine thousand. In the management of their estates they spent in 1880 nearly eight thousand pounds, while salaries absorbed about six thousand. In "entertainments" they spent in 1880 five thousand pounds, as against seven thousand in 1874. Their charities, however, if they may be deemed so, including St. Paul's School, Mercers' School, the Whittington Almhouses, Trinity Hospital, Greenwich, and the grants they make in support of the Technical Institute and other London charities, amount to fifty thousand pounds per annum.

The Grocers had in 1879 upwards of forty thousand pounds a year, as against thirty thousand in 1870. They spend very little in court fees; and in salaries their expenditure in 1879 was three thousand six hundred and seventy-two pounds. In entertainments, etc., six thousand pounds were absorbed in 1879. They give away about twenty thousand pounds per annum for charitable purposes, and support, amongst other charities, the London Hospital.

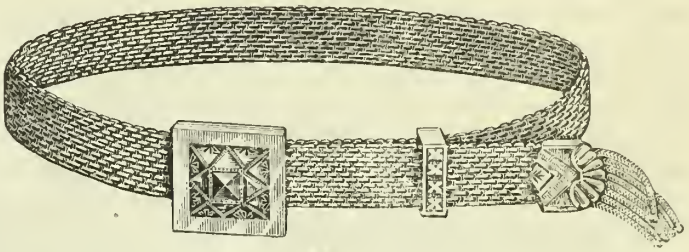
The Drapers almost equal the Mercers with an income of about ninety thousand a year, as against seventy thousand in 1879. Of this large sum, "court fees and dinners" cost in 1879 some five thousand pounds; salaries four thousand; public entertainments, six thousand; rates and taxes, etc., nearly four thousand; and "public works in Ireland," furniture, plate, etc., nearly thirteen thousand, as against fifteen thousand in 1875. They spend about forty thousand pounds per annum on their charitable trusts and other public objects; their chief trusts being Bancroft's Hospital, a middle-class school, Orphanages for Girls at Bow and Tottenham, and the Greencoat Hospital at Greenwich. Beside which, they support the Technical Institute and other charities in London.

The Fishmongers have an income of fifty thousand a year. Court fees, salaries, and office expenses are stated to be in the aggregate about seven thousand pounds; while entertainments, etc., come to about nine thousand three hundred. Repairs and improvements in their famous Hall amounted in 1877 to nearly thirty-eight thousand pounds. Amongst the Fishmongers' trusts are St. Peter's Hos-

The "R. F. S. & Co." Rolled Plate Chain & Chain Bracelets.



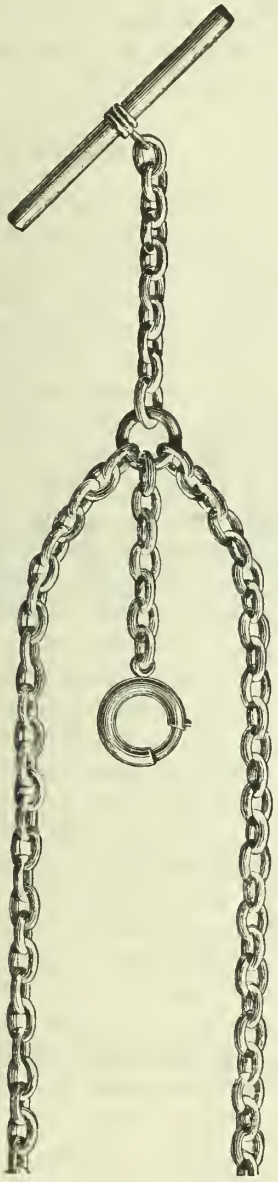
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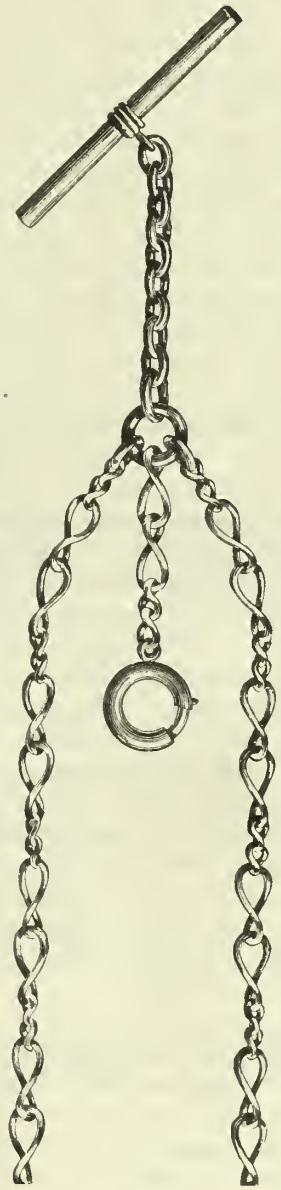
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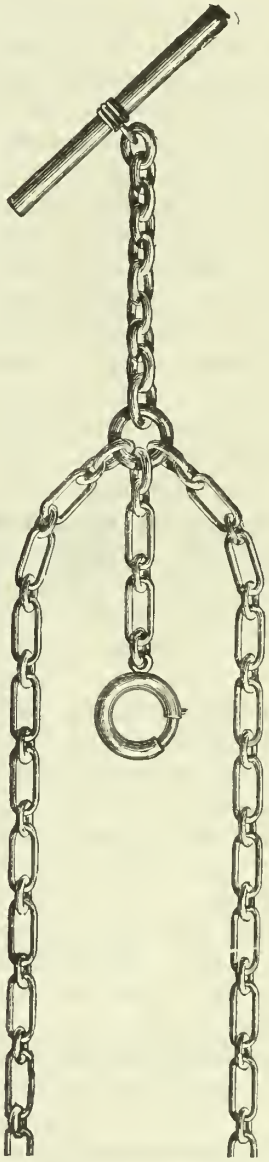
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pital, Wandsworth, exhibitions at Oxford and Cambridge universities and the Technical Institute, to which, with donations to the London charities and to the poor-boxes in police courts, they devote from twenty to twenty-five thousand pounds yearly.

The Goldsmiths come next with about sixty thousand a year. Their Hall cost them, between 1870 and 1879, about thirty-five thousand. Their court fees are about fifteen hundred pounds; entertainments, seven thousand; and they spend on good objects some thirty thousand pounds a year.

The Clothworkers have between fifty and sixty thousand pounds a year. Their court fees in 1880 were three thousand five hundred; salaries, three thousand; entertainments, nearly four thousand; and repairs and expenses, etc., about seven thousand. They spend on charitable objects, such as the relief of the blind, their schools at Sutton-Valence, the Technical Institute, the Technical College, in Yorkshire, and the London charities, about thirty thousand a year.

It may be here explained that the "court fees" so freely mentioned in the above items of expenditure, are payments made to the members of the courts which govern the City Companies every time they attend business meetings. In fact, to use plain English, it is a division of a large part of the income of a Company among the members of the (so-called) executive body.

It will be seen that something like two hundred thousand pounds of their income is disposed of by the Companies in accordance with certain trusts; and the administration of these trusts will doubtless form the subject of another enquiry before thorough legislation can be attempted. Some of these trusts are in the shape of "doles," such as gifts of bread and fuel to the poor of certain parishes, loans to young men starting in business, portions to poor maids, etc., but these objects absorb but a small portion of the immense fund in question, and which, if well and properly administered, would make a grand addition to the educational resources of the whole community.

To join a London Company costs a good deal; but the investment carries with it some wonderful privileges. For instance it not only secures to the investor a life-long share in the dinners and entertainments of the Company, but in the case of a reverse of fortune, a room in a neat almshouse or a handsome pension. And strange to say, these benefits become hereditary, and are enjoyed by the investor's descendants, provided they choose to perform certain ceremonies. "Heredition" is carried out to such an extent that the Companies have their hereditary poor, hereditary diners, clerks, surveyors, chaplains, etc., and even cooks and beadles. Salaries, expenses, and entertainments cost about two hundred and seventy-five thousand pounds a year; and the almspeople and pensioners about eighty or ninety thousand pounds.

The Companies claim that these immense incomes are all their own, and that they have, therefore, a perfect right to to do with them as they think proper, even to the extent of dividing the spoil, as a certain legal community did a few years since. The government, however, think otherwise, and hence the appointment of the Commission whose report and recommendation we have before us.

The chief recommendation of the Commissioners is to apply to the City Companies the law of "restraint of alienation" which will place them under the control of the Treasury, and without whose permission they will be unable to convey land, sell out stock, or otherwise dispose of their property. The Commissioners also propose that, in future, the account of the annual expenditure of the Companies shall be published, in the same manner as municipal corporations and joint stock companies, and even the universities of Oxford and Cambridge. This measure of reform will certainly be a very necessary one, for until the Report of the Commission was issued, no members of the City Companies, except the chosen few who form the "courts," had any idea as to what their respective guilds were worth, where their property was, or how they spent their money.

The fancy "Livery Franchise" is to be abolished, and there is to be a redistribution of the various revenues, and an allocation to objects of public utility of a considerable percentage of the immense sums already described. To carry this out, however, it is proposed to appoint a special Commission, with power to inspect and inquire into the title deeds, etc., of the various trusts, and to create new trusts in the place of those which have become obsolete. It is also proposed to put a fifty years' limit to the "hereditary" business, and that compensation should be given to all persons who may be injuriously affected by the carrying out of the Commissioners' proposals.

Thus a great reform is about to be instituted, which will at last enable the people of London to enjoy the benefits arising from a splendid inheritance, which is theirs by right, and which will be productive of great good in the future. When this change has been carried out and the London Municipal Bill has passed into law, the inhabitants of the great city will be able to congratulate themselves on the fact that at last London has become in reality what it has long been in name only, namely, the finest and best governed metropolis in the world.

WATCH LORE.

"Fine time-keeping," recently remarked a well known up-town jeweller, "is not confined exclusively to the higher-priced style of watches. Many of the cheap movements rival their more costly competitors in the matter of reliability. Few men care for very accurate timepieces. With the exception of railway engineers, upon whose punctuality often depends the lives of hundreds, a watch which records the time within a minute a week is as valuable as any other. In 1876 a cheap grade of nickle-cased watches were made, which at once became very popular. The works were made of brass, with as little money spent on finish as possible—only the parts requiring polish received it. They were sold from $6 to $12, and, like new newspapers, they filled a want long felt. Since then the manufacture of these watches has increased a thousand fold, and now no timepiece finds a readier sale.

The jeweller fished out of a dazzling array of timekeepers a few of the most valuable ones. One was encased in a gold shell with the crystal set flush with the rim. It was about the shape and as smooth as a thin polished biscuit. This timepiece was a split-second chronograph or horse-timing watch. Around the dial there were sixty figures instead of twelve, one for each second. These were all subdivided into four divisions by delicate hair-line marks. Upon the pressure of a convenient spring in the rim of the watch, the one hand is instantly divided into two hands, one of which pursued the circular journey alone, while the other remained to record the distance already gone over. Another touch upon a sim-

In compliance with an increasing demand, we have placed on the market a

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

embodying many of the excellent qualities of our original Patent Dust Proof Case, though offered at a lower figure.

The back and center of the new case are made of one continuous piece of solid silver, into which an Albata Cup is screwed identical in shape with the back, thus greatly strengthening it and efficiently protecting the Movement against dust.

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

We shall continue the manufacture of our popular Patent Dust-Proof Case with Screw Crown and Screw Bezel in all the styles as heretofore, plain and inlaid, with Lever and Pendant Setting.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS OF THE

American Waltham Watch Co. of Waltham, Mass.

NEW YORK, BOSTON, CHICAGO,

LONDON, SYDNEY.

ilar spring, stopped the hand, and still another pressure, and the two hands instantly re-united and flew back to their original place on the dial. The hour and minute of the day were recorded by a brace of hands on a sunken dial about the size of a dime at the right of the centre of the large dial, and a stubby hand told off the seconds on a similar dial at the left. This watch was valued at $600, and contained many, but by no means all the latest inventions in watchmaking. There was another watch in a case of a far more elaborate pattern, fabricated out of a rich copper-alloy gold, and highly polished. Its rim was corrugated with knobs and springs. This was not only a chronograph, but a repeater as well. Near the hinges was a small slide. When this was moved, there followed a low buzzing sound like a distant swarm of bees, and a deep-toned silver bell struck the hour, while a smaller one rang out the minutes. At night this is a valuable feature, and often saves many fruitless and profane searches, over unexpected and unheard of obstructions ; for matches, which are never where they ought to be, and for gas fixtures which have invariably and mysteriously shifted their places after the light has been extinguished.

Another watch had, in addition to the chronographic and repeating attachments, a perpetual calendar. This was the gem of the collection, and was worth 1,200 dollars. It had split second hands, but the hour and minute hand travelled the same course as in an ordinary timepiece. There were three little sunken-dials below the centre of the large dial. In one a short second hand pointed out the day of the week, which was indicated in small red letters. In another was told the month, and in the remaining one the day of the month was denoted. Directly under the figure "12" was a crescent-shaped dial with a black background, in which rose and set a golden moon. By this watch the phases of the moon, the time of the day, the day of the week and month, and the name of the month were all told, leaving the fortunate owner only the year of our Lord to remember. In addition to these horological and astronomical accomplishments, the bells struck the quarters of the hour as well as the minutes, by a combination of the two bells making an embryo chime. The tone of these silver bells was so sweet, that an appreciative owner might at first be tempted to lie awake half the night to hear them strike. There was a vast variety of other fine watches, telling everything that a man should have any right to expect from one single timepiece, and ranging in prices from $200 to $1,200.

"These," resumed the jeweller, "are all made by our firm, at our Swiss factory, and rival the most celebrated works of the European makers. The calendar watches have such complicated machinery that they are very liable to disorder. Extreme care must be taken with them, as there are probably not a dozen men in this city who could repair one when it needs a watchmaker's attention."

The cases of some of the watches shown were of fanciful designs. One was of red gold with a dull finish, and made to perfectly represent alligator leather. Another was of yellow, hammered gold, equally as rich as the former, but not as durable. One of the most curious patterns was a racing scene. The figures were done in gold and platinum and riveted to the case, where they stood out in bas-relief. The crown of the stem was a golden jockey's cap. As might have been imagined, this was a horse-timing watch. A very handsome one was made of small gold and platinum squares like a checker board. The blocks were of the same metal clear through and were welded together.

"The watches having the greatest reputation," continued the jeweller, "are made in England and Denmark, but our own American makers and some Swiss watches are equally as reliable timekeepers. Watchmaking is not a secret art, and the names of good watchmakers are legion. Some of the foreign jewellers are shrewd advertisers. They often leave some of their better grade of watches in the great astronomical observatories to be regulated by the planets, as it were. The attendant who winds them daily and records their variations is not a jeweller, and understands nothing whatever about timepieces. After leaving them there for several months, their records are sent with the watches back to their owners. This trial is supposed by some persons to lend an additional value to the watches, but in reality it does nothing of the sort, for the variations of a watch which is kept in a cool room in a perfectly stationary position is not at all similar to the record the same movement will make in a gentleman's waistcoat pocket. A man doesn't buy a watch to hang it up like a clock. It must, therefore, be regulated for his use personally. A watch which accurately records the time for a bank-president would be little good for a railroad conductor until it had been regulated to suit its new ownership.

" 'What is the finest time I ever knew a watch to keep?' We sold ex-Corporation Counsel William C. Whitney a watch which ran from one December until the next May—five months—and only varied seven seconds during the entire time. Our ordinary fine watches are only guaranteed to keep time within a second a day."—*New York Graphic.*

THE SHAKESPEARE BROOCH.

The Shakespeare brooch is formed of a narrow band of silver bent into the shape of a heart, about an inch in length and a little less in width. It originally contained twenty-two crystals, three of which are missing, and above is a coronet of three red and two blue stones, two of the settings being filled with solder, and the third is open without a stone. It was found in the year 1828 by Joseph Smith, a laboring man, who was engaged upon some excavations on the site of the house in which Shakespeare passed the last sixteen years of his life, New Place, Stratford. Smith gave it to his children to play with, and presently, when the dirt had worn off, he found the name W. SHAKESPEARE upon it, and another word, which on scraping to make it plain, became quite obliterated. Captain Saunders, and also Mr. R. B. Wheeler, of Stratford, both eminent antiquaries, wanted to buy it, Captain Saunders offering £7 for it; but Smith, although so poor, would not sell it. Saunders wrote a notice, accompanied by two engravings of it, for the *Mirror* of September 26th, 1829, in which he stated that "the brooch was considered by the most competent judges and antiquaries, in and near Stratord, to have been the personal property of Shakespeare.' Smith occasionally made money by showing the brooch to visitors, but having ten children, and being very poor, he once claimed parish relief, which was refused while he possessed so valuable a property as the brooch. He then left his family for a fortnight, and on his return underwent three months imprisonment for desertion, which would have been remitted had he consented to sell the brooch. A resident of Stratford, a Mr. Harborne, advanced money to Smith

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OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

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SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

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TRADE   MARKS.

AN OPEN LETTER OF SPECIAL INTEREST TO THE RETAIL TRADE OF CANADA.

TORONTO, May 28th, 1885.

GENTLEMEN,

The manufacture of Fine Gold Watch Cases is one of the most intricate as well as the most exact of mechanical operations. If not properly constructed and fitted in every part, it is practically useless, and certainly far from being "a thing of beauty and a joy forever." In a perfect watch case, three things are absolutely necessary, viz., (1) first-class material, (2) tight jointing and fitting, and (3), a perfect finish. The American Watch Case Company, of Toronto, claim to combine in the Cases of their manufacture all these essentials, and to produce as perfect a Case as any in the world. We have fitted up our new factory with the latest and most improved American machinery, use only pure gold from the U. S. Mint, and employ the most skilled workmen that can be had in the best U. S. factories. This being the case, we have no hesitation in asking the Trade of Canada to purchase our Cases on their merits, feeling satisfied that as far as quality of material and perfection of finish is concerned, they are equal, if not superior to any similar goods imported into this country.

As regards price, we claim that our goods can be sold fully twenty per cent. lower than any imported goods of equal quality that are honestly entered through the customs and pay the usual duty demanded by Government. Three-fourths of the value of a gold case is in the material. Importing it as we do in the form of bullion direct from the mint, it comes in free of duty, but if manufactured before it is imported, a duty of twenty-five per cent. is levied upon it by the customs authorities. The Trade will thus see that we offer them Cases equal to any imported, on which this expenditure for duty is saved, and that by handling our goods they will be enabled to sell an equally good Case at a very much lower price than they have been formerly compelled to charge for the imported article. We have laid down the following platform in regard to the manufacture of our goods, and shall not depart from it on any consideration. 1st. We manufacture no goods without our own Trade Marks. 2nd. We stamp no goods of higher quality than they really are. 3rd. We guarantee the quality of every Case we make to be as stamped upon it.

GUARANTEE OF QUALITY.—The AMERICAN WATCH CASE COMPANY OF TORONTO guarantees every Case manufactured by them and bearing any of their Trade Marks as above to be of the quality stamped upon it according to the U. S. Standard.

Dealers and the public can therefore buy Goods bearing this Stamp with the full assurance that they are getting the quality exactly as represented and no other, a great point in these days of stamped up Goods, and one we feel sure that they will not be slow to appreciate. We have just sent out to every Retail Jeweler in Canada a complete list of the Gold and Silver Cases of our manufacture, and the prices and terms at which they can be had from the Jobbing Trade. We sell no Goods direct to the Retail Trade ; but they can be procured at our Catalogue Prices from any of the leading Jobbers in Canada. Assuring you of our best desire to give you honest goods at honest prices, we are,

Yours very truly,

American Watch Case Co., of Toronto

SPRINGFIELD ILLINOIS WATCHES

MANUFACTURED BY

THE ILLINOIS WATCH CO.,

SPRINGFIELD, ILLINOIS.

ESTABLISHED 1870.

KEY AND STEM WINDERS OF ALL GRADES.

FULL DESCRIPTION AS FOLLOWS:

18 SIZE GILT.

"**STUART.**"—Adjusted D. S. dial, 15 jewels (4 pairs in settings), exp. bal., tempered hairspring, patent regulator.—STEM.

"**No. 108.**"—Engraved "Illinois Watch Co." same as Stuart.—STEM.

"**BUNN.**"—Adjusted D. S. Dial, 15 jewels (4 pairs in settings), expansion bal., tempered hairspring, patent regulator.—KEY AND STEM.

"**MILLER.**"—Adjusted, S. S. dial, 15 jewels (4 pairs in settings), expansion balance, tempered hairspring.—KEY AND STEM.

"**No. 5.**"—Adjusted, engraved "Illinois Watch Co." S. S. dial, 15 jewels (4 pairs in settings), expansion balance, tempered hairspring, pa- regulator.—KEY AND STEM.

"**No. 4.**"—"Railroader." Locomotive engraved on plate, S. S. 24 hour dial, 11 jewels in settings, expansion balance, tempered hairspring, patent regulator.—STEM.

"**CURRIER.**"—S. S. dial, 13 jewels (3 pairs in settings), expansion balance, tempered hairspring.—KEY AND STEM.

"**No. 3.**"—Damaskeened plates, engraved Illinois Watch Co., S. S. Dial, 11 jewels, expansion balance, tempered hairspring, polished bright screws, raised silver index.—KEY AND STEM.

"**No. 2.**"—Engraved "Illinois Watch Co." S. S. Dial, 11 jewels, exp. balance, tempered hairspring.—KEY AND STEM.

"**I. W. CO.**"—S. S. dial, 7 jewels, expansion balance, tempered hairspring.—KEY AND STEM.

18 SIZE NICKEL.

"**No. 105.**"—Full Nickel. Adj., engraved "Illinois Watch Co." in gilt letters, D. S. glass enamel dial, 15 jewels (4 pairs in gold settings), expansion balance, Breguet hairspring, patent regulator.—STEM.

"**No. 106.**"—Adjusted, engraved "Illinois Watch Co." D. S. dial, 15 jewels, (4 pairs in settings), expansion balance, tempered hairspring, patent regulator.—STEM.

"**No. 102.**"—Engraved "Illinois Watch Co." S. S. dial, 13 jewels (3 pairs in settings), exp. bal., tempered hairspring.—KEY AND STEM.

"**No. 101.**"—Engraved "Illinois Watch Co." S. S. dial, 11 jewels, exp. balance, tempered hairspring.—KEY AND STEM.

8 SIZE STEM WINDERS.

"**No. 156.**"—Full Nickel. Adj., engraved "Illinois Watch Co." S. S. glass enamel dial, 15 jewels (4 pairs in settings), expansion balance, tempered hairspring.—STEM.

"**No. 154.**"—Full Nickel. Engraved "Illinois Watch Co." S. S. dial. 15 jewels (4 pairs in settings), expansion balance, tempered hair- spring —STEM.

"**No. 152.**"—Gilt. Engraved "Illinois Watch Co." S. S. dial, 11 jewels in settings, exp. balance, tempered hairspring.—STEM.

"**No. 150.**"—Gilt. Engraved "Illinois Watch Co." S. S. dial, 11 jewels, expansion balance, tempered hairspring.—STEM.

All movements have patent pinion, and all are quick train. All Stem Winders made to fit hunting and open face cases, the latter bringing figure XII at the pendent.

Orders for movements with special engraving in grades above I. W. Co., received in lots of 5 and upward without extra charge.

Special attention is called to our I. W. Co. which is the ONLY low priced movement in the market having ALL the following improvements: SUNK SECOND DIAL, PATENT PINION, DUST BAND, QUICK TRAIN, EXP. BALANCE, TEMPERED HAIRSPRING.

Our No. 5 is the CHEAPEST ADJUSTED, FULL JEWELED, PATENT REGULATOR movement MADE.

Our No. 150 8 size Ladies' Watch is of superior finish, low priced and guaranteed the BEST CHEAP LADIES' WATCH ever produced.

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MONTREAL.—SCHWOB BROS, WM. EAVES, ALFRED EAVES, EDMUND EAVES, H. & A. SAUNDERS, SMITH & PATTERSON.

TORONTO.—S. FRENKEL, J. SEGSWORTH & CO., BENHAM & GRIGOR, S. T. CULP.

HAMILTON.—A. C. ANDERSON & CO.

STRATFORD.—WM. E. JONES.

from time to time upon it, and it was exhibited for their joint benefit at his house, the Coach and Horses in Henley Street. On one occasion a lady, an actress, called to see it, and pressing it enthusiastically to her bosom, exclaiming, "Oh, my Shakespeare!" she broke it into two pieces. It was clumsily soldered by a tinsmith, of Stratford, as is now apparent. Smith never being able to repay the loans, eventually gave up all claim to it. After lying quiet for some years it was bought by its present possessor, Mr. John Rabone, of Birmingham. Besides the fact of the brooch having been found on the site of Shakespeare's house, New Place, the peculiarities of some of the letters engraved upon it tend to show that it was coeval with his time. The letter W with the middle members interlaced, as seen on the brooch, was very much in vogue in the sixteenth and the beginning of the seventeenth centuries. Shakespeare's signet ring in the Stratford Museum has this interlaced W. At the same period it was a common custom to join two letters together, as T and E or H and E, and in the lines on the stone over the poet's grave invoking protection for his dust and malediction on those who disturb his bones, occur two cases of this kind where T and H are joined, having but two perpendiculars between them. On the brooch the three letters H. A. K. are joined together, the second member of the H and the first one of the K doing duty, each for its own letter, and standing for the two members of the A as well. An example of three letters being joined together occurs in the lines under the bust of the poet, commencing, "Stay, passenger, why goest thou so fast?" and there the T H E are joined together, the upright members of the T and E standing also for the two of the H. It is curious that these instances of triple letters should be on the brooch and on the tomb, both be connected with Shakespeare. In 1864 the brooch was submitted to Mr. J. H. Pollen, then of the South Kensington Museum, who wrote that he "saw no reason to doubt its antiquity or the description which accompanied it." And recently, on its acquirement by its present owner, Mr. J. W. Tonks, of the firm of Messrs. T. and J. Bragg, of Birmingham, who has had frequent opportunities of studying specimens of of ancient jewelry and decorations, said of it: "The 'cutting' is French, and of a primitive mode not generally practiced after the Restoration, and the style of the 'setting' is that of the sixteenth century. The brooch has every appearance of an antiquity bringing it at least as early as the time of Shakespeare." Confirmatory evidence of the antiquity and the period of the brooch is afforded by a number of specimens of silver brooches marked "Luckenbooth Brooches of the sixteenth Century" recently added to the Museum of the Society of Antiquaries of Scotland, Edinburgh. They are mostly in the form of a heart, or contain a heart within their lines, and to some of these the Shakespeare brooch bears a striking resemblance. There is no doubt of the antiquity of these brooches. The Luckenbooth brooches were of French manufacture, the sale of them being chiefly in Edinburgh at the Luckenbooths, or wooden shops closely surrounding St. Giles's Cathedral, whence their name. It is noticable that all those, so far as is known in the possession of private individuals, came from Scotland. A clergyman in the neighborhood of Birmingham, the Rev. W. K. R. Bedford, rector of Sutton Coldfield, has one of the same pattern, and with the same number of stones as the Shakespeare brooch. It was formerly possessed by Charles Kirkpatrick Sharpe, Esq.. an intimate friend of Sir Walter Scott, by whom it was always regarded as a valuable specimen of a Lookenbooth brooch. Shakespeare in the second part of King Henry the VI., Act 3, Scene 2, makes Queen Margaret, in recounting her dangers on the sea, say—

> I took a costly jewel from my neck—
> A heart it was bound in with diamonds.

That Shakespeare was acquainted with this particular form of the Luckenbooth Brooch is clear from the above quotation, and what more likely than that it should be a description of the "jewel" he himself possessed. The brooch has been publicly exhibited but twice, once at the Shakespeare Show in the Albert Hall this year, and a few weeks ago at a soiree of the Birmingham Natural History and Microscopical Society, and on each occasion it was regarded with great interest. The council of the Shakespeare show requested Mr. Rabone to allow them to make a fac simile of the brooch to be worn as a badge by the officials. He refused to allow the back to be copied, but an enlarged copy of the front was made and worn at the show with good effect. At the soriee in Birmingham, above referred to, there was another of heart-shaped Luckenbooth brooches worn by a young lady present, it being described as an heirloom from Mary Beaton, one of the "four Maries" of Mary Queen of Scots.—*Exchange.*

THE FIRST LOCOMOTIVES.

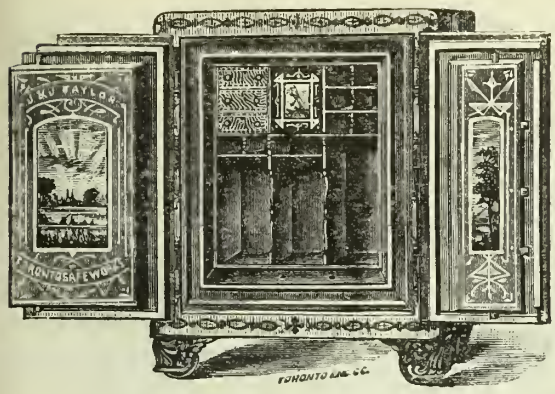
A correspondent of the "Railroad" sends the following interesting letter to Winnipeg, Manitoba:—

Mr. Whitehead is the oldest active railway man alive: the last living link that binds the marvelous present to an antiquated past. As such his story is an interesting one, especially to all railroad men. He was born in an age when the stage coach was the only means of overland travel, and when even the motion of six miles an hour was considered dangerous to human life. Robert Stephenson was at that time the engineer of the stationary steam engine in a Newcastle-on-Tyne coal mine, and day-light was just dawning on an invention which will make his name famous in all coming ages, and which has already proved so great a blessing to the world. About this time application had been made to Parliament to construct a canal between Darlington and Stockton, on Middleboro, a distance of 25 miles. Mr. Stephenson went to Darlington, saw Edward Pease, and unfolded to him the idea of a railway. Mr. Pease was fully convinced of the practicability of the scheme, and through his influence it was decided to apply to Parliament for a charter to build a railway. It was four or five years before the charter was obtained. It was a new thing and many were opposed to it. Another objection was that the inventor was only a poor coal miner. Stephenson was examined and asked how fast his new fangled machine would run. When he replied from 10 to 12 miles an hour, they regarded him as a lunatic.

"Suppose a cow should get on the track," said a noble lord, "what would the consequence be?"

"It would be a bad job for the cow," replied Mr. Stephenson.

Meantime Robert Stephenson had made considerable headway in perfecting his invention. He built the first one himself at Newcastle, and called it "Locomotion." It weighed about eight tons, had four wheels, and walking beams like a lake or river steamer. A large wooden



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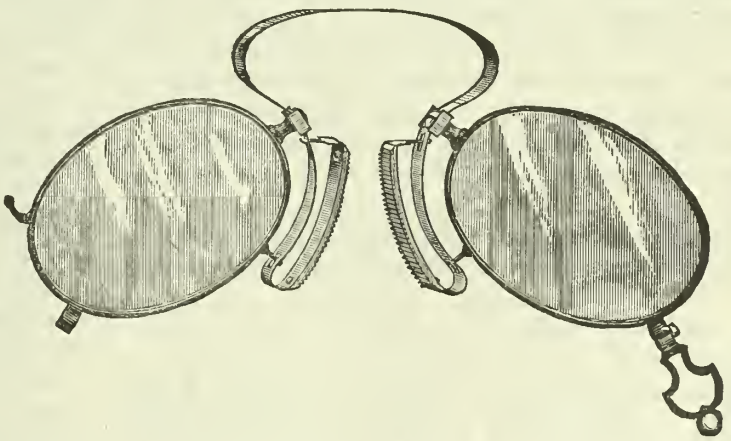
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hogshead was fixed on the tender for a water tank. In due time the first railway was completed and a day fixed for its formal opening. It was the 27th of September, 1825, over 58 years ago. It was a beautiful warm day.

"I remember it as if it were yesterday, though I was then only a boy of 12 years," said Whitehead. "Everybody was talking about the great event, at that time; the greatest discovery of the age. The Iron Horse was on everybody's tongue. Telephones, telegraphs, and the penny postage were unknown, but women, and men too, for all that, gossiped as lively then as they do now; and indeed, more so, for they had more time.

The first appearance of the "Iron Horse" on the grand race course of human achievement, was witnessed by thousands of awe-stricken spectators. I was among them. All England was represented there. The first reverberations of that thunder from the iron way, much feebler then than now, but which has startled a world into new life and aroused the nations of men into new energy, struck terror into the hearts of many of the great multitude present. Two trains started from Shipton that forenoon laden with coal. One was drawn by the "Locomotion," James Stephenson, engineer, a cousin of Robert Stephenson. The other was drawn by an engine named "Enterprise," Robert Morrow engineer. As they whirled by the spot where I stood, at the rate of ten miles an hour, the spectators were beside themselves with astonishment.

"They call it an "Iron Horse," ejaculated a lady, "but where are its feet?" That was a poser.

"From Shipton to Stockton, four miles, was down grade, and the engines were able to haul almost any quantity of coal down, but the trouble was to get back again. Three heavy grades were encountered on the return journey and the most the locomotives could do, was to haul back 12 or 14 empty cars, capable of carrying three tons of coal each, and when there was a head wind blowing the train had to stand still until it went down. The track was four feet eight and one-half inches wide, the standard gauge of to-day all over the world. The rails, fish-bellied in shape, were four feet long, laid on blocks two feet long. The ends of the rails were half-lap joints, laid in a chair. These were fastened by a nail driven through the holes in the end of the rail, and the chair.

"I rode up and down on the engine until I became quite a favourite with James Stephenson, the engineer, and when in 1827, the fireman was appointed to the charge of a stationary engine at the incline, I was appointed to the important position of fireman of the "Locomotion" (a big thing in those days) with a salary of 50 or 60 cents a day.

"But even at that time we had no idea of carrying passengers by steam. The body of an old stage-coach had been fixed on railway wheels, and passengers were hauled up and down the track by horse-power. Nobody dreamed of traveling by steam. Well, there was quite a number of old passenger coaches standing in the yard. One day when a new engine, the "Wilberforce," arrived, some of the spectators suggested that it would be a good idea to see if the "Wilberforce" could haul the passenger coaches. No sooner said than done. The spectators filled the coaches. The "Wilberforce" hitched on, and the first passenger railway was found to be a success.

"The old "Locomotion" is now standing up on the pedestal of brick at Darlington Station, the wonder of the tens of thousands of people who visit the historic spot.

"After firing awhile and running some, I was promoted to be general inspector of the railway, and later became a contractor and built a good many miles of road in England. In 1849 I came to Canada with my family and settled on a farm. But I did not care much for farming as it was done in Ontario at that day; and two years later I took a contract on the Great Western from Copetown to Harrisburg. After that I took several contracts on this and the Buffalo, Brantford & Goderich Railway. In 1874 I took a contract for grading the Canada Pacific Railway from Emerson to the points near Winnipeg. I afterwards built the branch from Winnipeg to Selkirk. In all I have built in Canada 350 miles of railway. I believe I am the oldest railway man living. There were others a few years ago, but they have all died, and I am the sole representative of the railway employes of 1825. Railways have not reached perfection, and I believe the improvements of the future will be as great over the roads of to-day as the railroading of the present is superior to that of 1825."

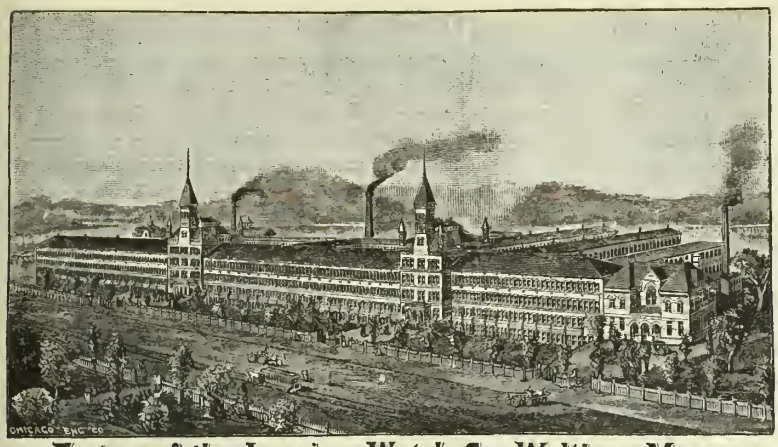
NOTE.—We think Mr. Whitehead is mistaken about the name of Stephenson's first locomotive. It was called "The Rocket," and is, as he says to be seen at the Darlington Station to this day.—*Editor Trader.*

BLEMISHES ON THE STANDARD DOLLAR.

Morgan, the English engraver of the die for the standard or "buzzard" dollar, animated perhaps by an ambition similar to that of the youth who fired the Ephesian dome, smuggled into his work in two places the initial letter of his surname. Although microscopic in size, these "Ms" are plainly discernible on the coin even to the naked eye after a careful search. An eagle-eyed Wall street man recently discovered one of the letters and started among his acquaintances the following puzzle: "Find three letter Ms on the standard dollar." Two are readily found—one in the word "unum" and another in "America," but the third is not so easily found. An interview with Chief Drummond of the United States Secret Service, showed that there are four Ms instead of three, and the fourth, hitherto unnoticed even by Wall street men, was pointed out to the reporter. Mr. Drummond laughed when his attention was called to the matter and said: "The presence of these extra letters on the standard dollar was first brought to my notice by one of my clerks. They were of course cut in the die by Morgan." The chief of the secret service acknowledged that they had not escaped the attention of the counterfeiter, who had placed them on the false coins.

Similar instances of the mutilation of dies are recalled in the case of English and French engravers' work. Wyon, the artist to the English mint, many years ago, placed on the plate of a postage stamp a "W" on so minute a character that for years the stamp circulated without a doubt of its perfection. The eventual discovery of the blemish created a sensation in England; the objectionable edition to the word was promptly erased, and a stringent law passed against the commission of a like offence. In the reign of Napoleon III, an engraver placed the initial letter of his surname on the plate for a stamp. This also was of such microscopic dimensions that it escaped detection for a long time. The discovery of the fact led to the same result as in the English case.—*Jewelers' Journal.*

WHITE ENAMEL.—There are many receipts for the making of cold white enamel; it is inseparable, however, from a yellowish sheen by taking simply white color and the usual ingredients. To obviate this, add an atom of black or blue, and the color will at once change to a lively, pure white.



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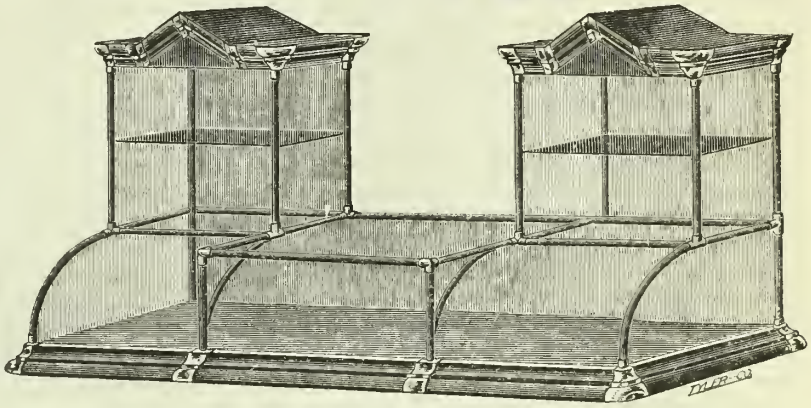
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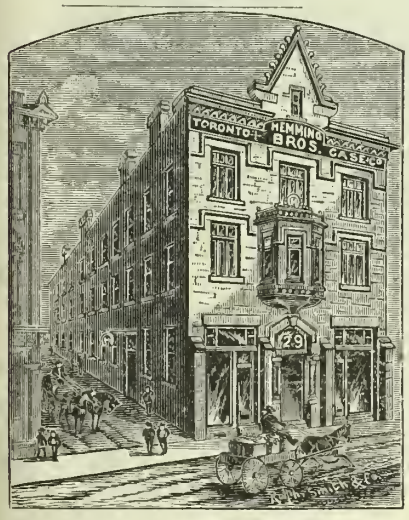
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SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

Joseph Mowat, hardware merchant, Durham, Ont., after a long struggle has been forced to assign. Mr. Mowat deserved success and we are extremely sorry to have to chronicle his reverse.

R. H. Killaly, hardware merchant of Cannington, Ont., has also got into difficulties and called a meeting of his creditors. Mr. Killaly has been going back for some time so that this event has not been altogether unexpected in well informed business circles.

J. C. Diggins, lately in business in Strathroy, as a jeweler, and whom we had occasion a few weeks ago to write pretty plainly about, has left Canada and gone to Portland, Oregon, U. S. It is to be hoped that Mr. D. will do business there on sounder principles than he did in Strathroy.

Messrs. P. W. Ellis & Co., the well known manufacturing jewelers of Toronto, have just completed arrangements with the present owner of the building lately occupied by Samuel Stern, to fit it up for them as a warehouse and factory. When the contemplated alterations are completed this enterprising firm will have one of the largest and best equipped factories in America, and sales rooms and offices worthy of their large business.

Russel's Jewelry Store, at present run by Mr. Cuthbert, was entered by burglars on the night of the 13th May. The thieves ransacked all the show cases, taking with them gold and silver bracelets, earrings, lockets, spectacles, chains, silver cups and other goods, estimated at $1500. The watches were secured in the safe, and not molested. The robbery is regarded bold, as there is a policeman in close proximity all the time and a private watchman engaged on the premises. Since the above was in type we are glad to learn that the thieves have been captured and the stolen property recovered.

We were favored last month by a call from Mr. Perry, the general travelling agent of the Hampden Watch Co., of Springfield, Mass. Having a little spare time Mr. Perry thought it well to act as missionary and enlighten the Canadian brethren as to the merits of the "Hampden Watch." He says that to his astonishment Canadian jewelers know about as much about "Hampdens" as he did himself, so that his work was like carrying coals to Newcastle. Another proof that merit will tell.

H. F. Bohl, Jeweler, Brockville, has been sold out by some of his creditors. It appears that Mr. Bohl got involved beyond his depth and instead of calling a meeting of his creditors as he should have done and placing himself in their hands, he violated the commonest principles of justice and business by letting one of his largest creditors come in and help himself to the best of his stock in order to liquidate the account. Hearing of this some of the other creditors obtained a chattel mortgage from him and foreclosed a few days afterwards and so put him out of business. We do not think Mr. Bohl had any intention of being dishonest, but he certainly acted very unwisely in not treating all his creditors alike.

Our sanctum was also invaded by Mr. A. G. Funck, the general agent of the Illinois Watch Co., who was doing Canada "for the good of his health," and taking in a little business at the same time as is the usual custom of our live neighbors to the south of us. Mr. Funck, since his appointment as New York agent of this company has been pushing things pretty lively, and has proved himself to be the right man in the right place. This company is now making a strong bid for public favor by putting on the market an improved quality of goods and they point to their No. 5, and I. W. Co. movements as being the best value in the market to-day for the money. Mr. Funck reported sales in Canada large for this season of the year and expects to do big things in the near future.

Every one in Canada has heard about the robbery about a year ago of Mr. James Trotter, of Galt; Ont., and how the thieves got away with their booty and were never heard of afterward. Strange to say after all efforts to recover the stolen property had proved fruitless, the secret accidently came to light a few days ago and now Mr. Trotter stands a good chance either to recover the goods or get the money for them. It appears that they were "fenced" in Buffalo and the person who had charge of them being wanted for some other felony caused the discovery of Mr. Trotter's property. Mr. Trotter and his assistant went to Buffalo and identified his goods, and it is highly probable that he will get them or the money very soon. We trust it may be so.

We direct the attention of our readers to the removal of the Toronto office and Warerooms of Messrs. Goldie & McCulloch, of the Galt Safe Works, to new premises at No. 56 King St. West, next door to the *Mail* building. We were glad to see this old established and reliable firm opening out in Toronto about a year ago, and must now congratulate them upon their so soon finding it necessary to increase their accommodation. This branch of their extensive manufacturing business has grown so rapidly that they have been constantly compelled to increase their producing facilities until they now have one of the most extensive and complete safe works in the Dominion. Their business here has, under the able management of their Toronto representative, Mr. Geo. F. Bostwick, grown to such an extent that the removal to the above large and commodious premises became, not a matter of choice, but of necessity, and we trust their business will still continue to increase and give them that reward which is due to sterling integrity and honorable dealing.

Enterprise—We had the pleasure last week of being shown through the immense establishment of Messrs. Hemming Bros., fancy case manufacturers of this city, and were delighted beyond measure at the enterprise and taste that this young firm have shown. Standing conspicuously in their show room is a model jewelers window (the joint product of Mr. Millichamp and themselves,) that every dealer visiting Toronto should call and see if they wish to attract the public by the maximum of elegance at the minimun of cost. It is one of the most tastefully decorated windows we have ever seen and might profitably be adopted by plenty of our retail dealers who desire to have something new and attractive. Messrs. Hemming are now making a specialty of new set jewelry fittings for show cases by means of which a dealer can show his stock more advantageously and safely and save time and money in doing so. Their factory is very complete in every detail and they have evidently spared no pains to get to the very tip top of their business. Such enterprise merits success and it seems to us to be only a question of time when the "Horseshoe" trade mark which this firm have adopted will be as sure a passport to favor as the stamp of Joseph Rogers & Son on a pocket knife.

WORKSHOP NOTES.

To Take Spots off Gilding.—Boil common alum in soft, pure water and immerse the article in the solution, or rub tho spot with it and dry with sawdust.

Black Varnish For Iron.—Asphaltum, 1 pound; lamp black, ¼ pound; resin, ½ pound; spirits of turpentine, 1 quart; linseed oil, just sufficient to rub up the lampblack with, beforo mixing it up with the other ingredients. Apply with a camel's hair brush.

Gilding Without Battery.—Articles which do not require much handling, may be quickly gilt without battery as follows: One part of chloride of gold and 4 parts cyanide of potash are dissolved in boiling distilled water, and the gilding fluid is ready; the articles are hung into this hot solution, tied by a fine copper wire to a strip of zinc, scratched clean, left in it for a few minutes, and they will be handsomely gilt.

Varnish for Brass Instruments.—An excellent gold varnish for brass objects, surgical or optical instruments, etc., is prepared as follows: Gum lac, in grains, pulverized, 30 parts; dragon's blood, 1 part; red sanderswood, 1 part; pounded glass, 10 parts; strong alcohol, 600 parts; after sufficient maceration, filter. The powdered glass simply serves for accelerating the dissolving by interposing between the particles of gum lac and opal.

To Recover the Gold Lost in Coloring.—Dissolve a handful of sulphate of iron in boiling water, add this to your "color" water, it precipitates the small particles of gold. Now draw off the water, being very careful not to disturb the auriferous sediment at the bottom. You will now proceed to wash the sediment from all traces of acid with plenty of boiling water; it will require three or four separate washings, with sufficient time between each to allow the water to cool and the sediment to settle, before pouring the water off. Then dry in an iron vessel by the fire and finally fuse in a covered skittle pot with a flux as before directed.

Mat Brushing.—Very excellent results are obtained by running the fine wire matting brush at about 2,500 revolutions per minute, applying rain water or sour beer diluted with water at tho place where the brush strikes the work;

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

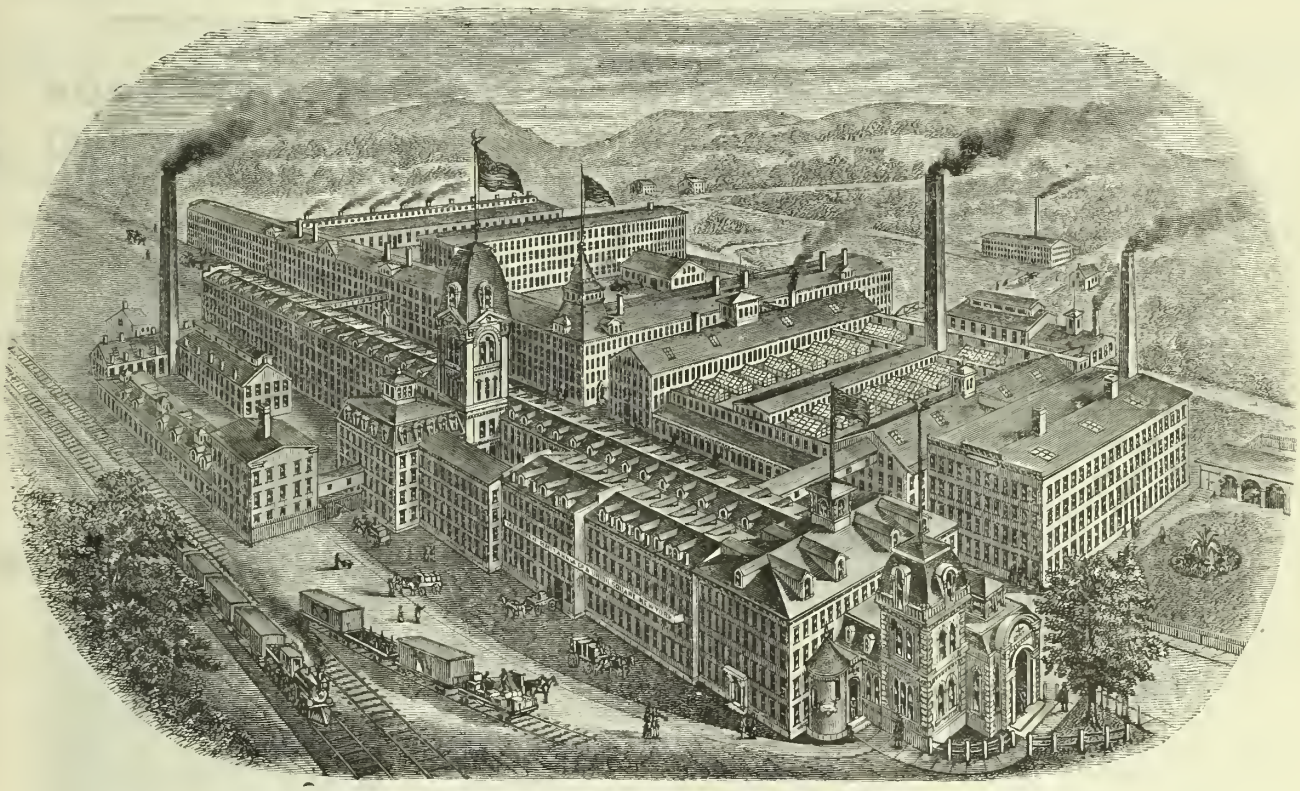
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this Trade Mark is stamped on all Hollow Ware of our manufacture.

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The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

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occasionally hold a piece of sandpaper to the brush. Should the points of the brush be too straight, let them strike over a piece of wire, but do not hook them too much, as this would prevent matting. Always preserve the brush in a good condition; should the wires become entangled or twist into knots, separate or cut them out. After the work is matted, take a soft hair brush and brush it in soap water, then rinse it in warm water charged with a small quantity of spirits of ammonia and caustic potash; immerse it in pure alcohol for a short time, and finally dry it in sawdust.

Cold Silvering of Metals.—Mix 1 part of chloride of silver with 3 parts of pear lash, 1½ parts of common salt, and 1 part of whiting, and well rub the mixture on the surface of brass or copper (previously well cleaned), by means of soft leather, or a cork dipped in the powder. When properly silvered, the metal should be well washed in hot water, slightly alkalized, and then wiped dry.

Artificial Pearls.—The following process for manufacturing artificial pearls is based on the property of logwood extract and bichromate of potash to form with gelatine a compound insoluble in water: 1. Dissolve in heat 1 part gelatine and 3 parts water; 2. Dissolve in heat 1 part logwood extract in 5 parts water. Mix the two solutions, pour off the excess of water, then mix one part of the logwood and gelatine mixtures with 2 parts water. Agitate until it dissolves, and add 8 parts of solution one, so as to have excess of gelatine. Evaporate till small pellicles are formed, then cast in the molds required. After one hour the casting is dipped in a bath containing 1 part of bichromate of potash to 30 parts water, where it is left for five minutes. Artificial pearl of a brilliant black is thus obtained which is hard and insoluble.

The Oil Stone.—Twenty years ago, the oil stone was found only on the joiner's bench, and possibly that of the machinist, and its sole use was the sharpening of the edges of tools. To-day its use has extended beyond this province of edging tools to that of grinding, reducing, finishing, in fact, invading the limits of the grindstone, emery, rotten stone, tripoli, and reaching almost to rouge. This stone, which is a slate brown in science as novaculite—from novacula, a razor,—is cut and dressed in hundreds of varying forms for different purposes. In any hardware or mechanic furnishing store it may be found in all manner of shapes under the name of "slips," adapted for tools of all forms. In dentists' supply stores it may be seen in twenty or more cylindrical and circular forms, and so minute as to be used at a rapid rate of revolution even between the teeth of dental suffering humanity. Some of these cylinders, ovoids, cones, and edged wheels are so minute that a pea looks large by their side yet they are all veritable grindstones. In the manufacture and finishing of the metals, the oil stone, or novaculite, plays an important part. Our recent exactions as to fits and measures can hardly be filled except by the use of this stone, and it is in demand for truing turned surfaces and planed areas of iron and brass, slowly grinding down the imperfections left by the finish file and the corundum wheel. Recently its powder has largely usurped the place in mechanics' valuation of flour of emery or emery of the higher grades. It is found that a finish "for fit" can be readily obtained by its use in much less time than by the scraper; and that it does not leave embedded particles of quartz or corundum to keep up a perpetual wear. This material is not strictly an oil stone; it is amenable to all of these. Perhaps its best use is with water, especially when the stone is of the harder sort, as the Ouachita.

OTHER NOTES.

International Exhibition.—An international exhibition of metal work is to be held at Nuremberg next year. It will be held in the new museum building, and will contain specimens of the art of the silversmith and the worker in brass and copper, together with the machinery and appliances used in the making of jewelry and art metal work. The exhibition will be open from the middle of June to the end of September.

Transitory State.— The German gold and silversmiths and jewelers are at present passing through the state of transition from "cheap and nasty," when everything sold at a penny a dozen and the adjective "bad" was the positive form, to the present substantial, artistic productions. In this state of affairs it is hardly to be expected that the manufacturers of the better class of goods will realize much on their productions.

Sharpening Files.—The process of sharpening files by means of the sand-blast is exciting universal interest in Europe. Of course, it is next to impossible to re-sharpen old and worn files by this process, but it is said to be excellent for imparting an extra finish to new files, and those that have been sharpened originally in this manner can easily be retouched and sharpened twice or three times after becoming partially dull. Report has it that Krupp, in Essen, is making universal use of such files.

Convenient Mixture for Producing Cold.—In the coming piping hot times, when ice is at a premium, the owner of a parched throat will be gladdened by learning that he can prepare "ice-cold lemonade" by means of the mixture of equal parts of nitrate of ammonia, soda and water, which, it is said, produces a temperature of—23°C., equal to—9.4° Fahr. It has the following good qualities: It does not attack metalic vessels; it is cheap, and can be recovered by evaporating; only a small quantity of water is necessary, and it can therefore be evaporated the more quickly.

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ONE LADIES' WATCH, size 8, No. 94, Elgin Movement in Boys Hunting Case. No. of Case 138,797, Engraved all over. No. of Movement, 1,931,834. Any watchmaker who may happen to find track of the same will receive reward by sending word to

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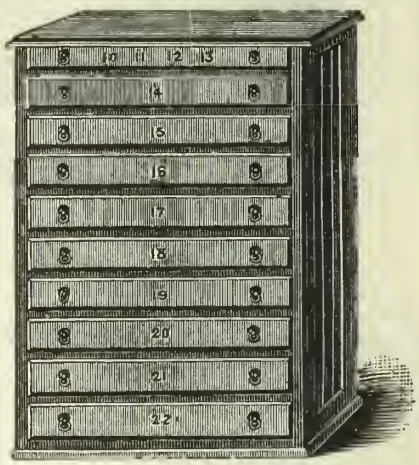
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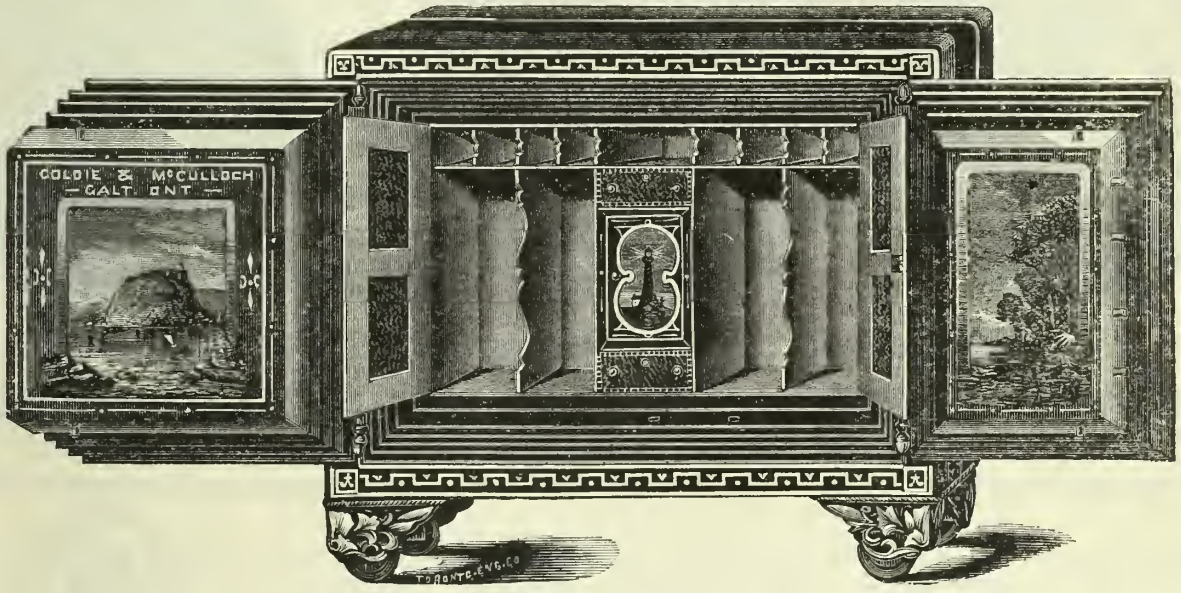
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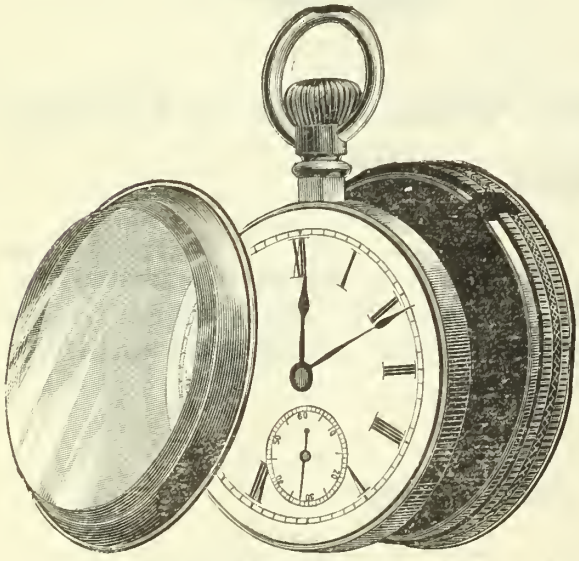
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



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Front Sectional View of PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22
Back View of PATENT SNAP BEZEL CASE.

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JAMES BOSS GOLD CASES BETTER THAN EVER AT

REDUCED PRICES !

THE character and magnitude of the plant of the KEYSTONE FACTORIES are unrivaled. Improved and patented machinery of the most ingenious description occupies every floor of two of the most massive and stately buildings in Philadelphia, while hundreds of operatives, selected for their commanding skill, and drilled in special and original methods, assist in giving shape, construction, and finish to the most complete and serviceable Watch Cases ever produced.

Celebrated as JAMES BOSS GOLD CASES were heretofore, they have now an additional claim to fame and popular favor. Notwithstanding their reduced price,

Every Style of Jas. Boss Gold Case is Made Better Than Ever

It will particularly repay every jeweler on the alert for new, fresh, and reliable goods at prices that *MUST* sell them, to examine the

DOUBLE | PEERLESS | BOSS | GOLD | CASES.

It is, of course, impossible to illustrate, through a print, the graceful roll of the curves, delicately executed rope knurling, and exquisite vermicelli engraving of these cases. No description can do them justice. They are literally superb, and are sold as low as any first quality goods known to the trade.

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The greatest recommendation of Jas. Boss' cases is that their guarantee is *bona fide*, and that they give universal satisfaction.

Keystone Watch Case Factories,

19th and Brown Streets,

PHILADELPHIA, PA., - - - - U. S. A.

W. G. H. LOWE & CO.,

(LATE McNAUGHT & LOWE),

Wholesale : and : Manufacturing : Jewelers,

16 Wellington Street East, Toronto.



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STERLING SILVER SPOONS AND FORKS.
STERLING SILVER BERRY SPOONS, CARD CASES, ETC.
GOLD, SILVER AND ROLLED PLATE CHAINS.
SILVER, GOLD AND JET JEWELRY.
MARBLE CLOCKS, GOLD AND SILVER HEAD CANES.

SPECIAL NOTICE.—We have a complete stock on hand of Sheffield Sterling Spoons and Forks.

THE TRADER.

TORONTO, ONT., JULY, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 ADELAIDE STREET WEST,

Toronto, Ont

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE OUTLOOK.

The speech of the premier of England at the annual banquet of the Lord Mayor of London, has become such an established institution that it is now looked forward to as a pretty accurate gauge of the Government's policy, and the relation of the empire towards other countries. In a somewhat similar manner, since Mr. Smithers became President of the Bank of Montreal, his annual review of the general business of the country and his estimate of the prospects for its future, have come to be looked forward to with much interest by merchants and financial men generally in all parts of the Dominion. This is no mean compliment to Mr. Smithers and the great monetary institution of which he is the head, and it has so far been thoroughly deserved. Mr. Smithers' reading of "the signs of the times", and his commercial forecasts have so far been fulfilled in a very remarkable manner and will cause his utterances at the Annual Meeting of the Bank of Montreal recently held to receive more than ordinary attention.

Of the year just passed Mr. Smithers said :—

"Many of you are business men, and I think there are but few among you that would not be prepared to endorse the statement I now make, that it has been a year of unusual difficulty in all commercial affairs, and that there has been, unquestionably, a general depression in business. Business has not only been greatly restricted, but to a large extent unremunerative."

Of the future he said :—

"Nothing would please me more than to give you a *couleur'de rose* view of things —nothing would be easier or pleasanter than to tell you that everything is beautiful, and there is nothing to do but to put on steam and go ahead ; but that is a responsibility I am not prepared to take."

There has been improvement, he says, in some branches of business, and he names the lumber trade as one in which the position and prospects are on the whole favorable.

But dealing with business as a whole, he asks :—

"Are the country merchants buying goods ? Are they paying for them ? Do they hold large or light stocks ? What is the record of failures, etc., etc.? These are the burning questions and they are not difficult to answer. There is a general concurrence of opinion that the imports, especially of dry goods, will be light, and the distribution of goods does not, I fear, come up to the expectations of importers, and there is too much reason to fear that excessive competition, and the absence of profit, is the great feature of the times. As far as I can gather, the stocks held by both wholesale and retail merchants are less than at the same time last year, and though payments have been poor, there are some signs of improvement. The record of failures both in the United States and Canada was alarmingly large during 1884, both in number and amount, though I learn from the best authority that there has been some improvement in this respect since the opening of 1885."

"If I cannot foresee any more than the rest of you what is before, I can at least advise you so to manage your business as to be prepared for whatever comes, and if I am to sound the tocsin to-day the keynote must be 'Caution'—no other word would suit the occasion. We have passed through troublous times, and I hope the worst is over, and that we are down to hard pan, but I would not take down the danger signal. My advice to every one to day is to go slowly—do not expect any great and general revival of business—if it comes, so much the better you will be in a position to take advantage of it, but I am bound to say that at present I can see no great indications of it. There are many thoughtful men who think that this year will be no better than the last, and it is a safe view to take. You cannot go wrong if you hope for the best, but prepare for the worst.

"And now, in conclusion, putting everything together, I think I speak the views of my colleagues as well as myself, when I say there is nothing specially encouraging in the outlook."

From these short extracts of Mr. Smithers' long and very valuable report, it will be seen that that gentleman although advising caution, regards the outlook as fairly good, and promising enough to warrant our business men in going ahead with energy tempered by prudence. To us it seems that the prosperity of Canada depends mainly upon the result of the coming harvest ; if there is a bountiful one, as appearances at present indicate, the trade prospects will be brighter than they have been for several years. If it is a failure our merchants will have to take in sail and get their business into as compact a shape as possible. As far as the jewelry trade is concerned it has certainly been unusually dull for the past six months, but there are not wanting signs for a decided revival in the near future.

The formation of the Canadian Jobbers' Association in American Watches and the confidence it has inspired amongst the retail trade, is a good augury of an improved condition of things as far as the jewelry business is concerned, and it only requires a careful adherence to the ordinary principles of business to make this branch of trade more prosperous than it has been for years past.

AMERICAN v. SWISS WATCHES.

The competition between American and Swiss Watches in this country is one of extreme interest to every Jeweler, and reminds us very much of the battle that has been going on for years in Europe between Artillery and Armour Plate. Just as soon as the plate makers get an armour plate thick enough to resist any known projectile, their opponents put their wits to work and make a gun heavy enough to pierce it ; and so the battle goes on, each side being victorious in its turn.

A good deal similar is the battle between the Swiss and American Watch Manufacturers. For years the American Market was supplied wholly with watches of English and Swiss manufacture, and in those days no person ever seriously dreamed that an industry could be fostered at home which would revolutionize the entire watch trade of the world. When the American watch industry was first started it was looked upon as a utopian idea, and its promoters little short of lunatics. The idea that raw uncultivated America could ever compete with cultivated Switzerland, a nation of born watchmakers, was deemed too ab-

surd even for discussion. However, the promoters of the new industry persevered, and finally, after much misfortune and discouragement, the American watch industry became an established fact. It soon became apparent that American watches had come to stay, and that they were going to be formidable competitors. Accordingly the cry was raised by interested parties that the material of which they were constructed was poor, and they would not last like watches of European manufacture. In spite of all this opposition, however, they continued by sheer force of merit to become more popular, and after first displacing the English watch entirely from the home market they began to reduce the lead of the Swiss Watch, then to compete with it on even terms, and finally to practically drive it out of the market. At the present time in the United States, as in Canada, the demand for Swiss Watches is limited to two qualities : the very cheap or the very dear ; the intermediate goods used being almost exclusively of American manufacture.

It seems to us that the only thing that now stands in the way of the American Watch having complete possession of the markets of this continent is the fact that they have not hitherto supplied the trade with the quantity of low-priced movements demanded by it. The American Watch is the popular Watch, and it is as a rule only because the dealers cannot get them cheap enough that they buy Swiss goods to take their place. If American Watch manufacturers could or would supply all the cheap movements that the trade demands, we would find a very heavy falling off in the import of Swiss goods. As is the rule in everything else, the price of American Watches depends on the supply and demand. When trade is booming and they can sell more than they can make, the prices go up and they do not care about selling low-priced goods when they can easily dispose of all the better class Watches they can turn out. These are the times when the Swiss Watch again gets a foothold, and when their cheaper goods get a chance to take the place of their American competitors, whose prices have been advanced. Below we give a table showing the imports of Swiss Watches into the United States from the year 1864 until 1882, by which it will be seen that the increase or decrease of these goods have followed the fluctuations of their American competitors as closely and surely as the ebb and flow of the ocean tide. When American Watches are high, Swiss goods sell readily and the importation is increased. When American Watches are plentiful and low in price Swiss goods become a drug in the market and the importation falls off.

The following table shows the value of Watches imported into the United States from 1864 up to and including 1882. The smallest amounts were in those years in which it was supposed that the Americans had ruined the Swiss manufacture of Watches :

1864	$1,695,438
1865	2,220,390
1866	2,618,681
1867	2,072,483
1868	2,093,945
1869	2,664,515
1870	3,302,434
1871	3,421,150
1872	3,662,502
1873	2,610,826
1874	2,425,988
1875	1,699,900
1876	961,964
1877	713,989
1878	799,143
1879	1,058,419
1880	2,028,762
1881	2,361,824
1882	2,647,697

Of course the views above are our own, and being situated in a neutral country, as Canada undoubtedly is, we think we are in a position pretty accurately to gauge the comparative merits of these rival goods. It is but natural that the rivals themselves should look at it with different eyes, and it is, therefore, with interest that we read the views of M. Claude Saunier in an address to the Watchmakers of France on this very subject. He said, "The Watchmakers of Switzerland have succeeded in retrieving the losses in their trade with the United States. This they have accomplished by mutually upholding and helping each other, by disseminating professional instruction throughout the country by special technical publications, by uniting into 'collectivities' at home and abroad, by establishing societies in the interests of manufactures, trade and science, and by discriminating with rare intelligence between what is best made by hand and what is best made by machinery. Their success in recovering lost ground shows what a tenacious, intelligent and patriotic will can accomplish in nations as well as in individuals." Mr. Saunier continues : "The efforts of the Swiss manufacturers which have been so justly crowned by success lead us to enquire what the Americans are doing in the watchmaking line. The reply to this question would be too long for our present space, so we will only mention a few items here and take up the subject again in a forthcoming number. It is a fact that their capability of production is constantly increasing and might even close all the foreign markets to foreign goods in this line. The principal establishments manufacturing watches in America are the "Waltham" and "Elgin," the former with 2,500 workmen producing 1,000 complete pieces a day, and the latter turning out 850 pieces a day. The total annual production is thus in the neighborhood of eight hundred thousand watches. Several factories are preparing to supply the market with what they call a metal stem-winder, anchor escapement, for the price of $2 or $3, with the end in view of driving out foreign competition entirely. A Swiss paper commenting upon this fact remarks : 'We have called the attention of our readers to this fact so that they might be warned against an excessive production of that class of goods which is in direct competition with American watches, which may at any time take the place of our exportations of similar grades if the present somewhat moderate production should assume much larger proportions.' "

PRACTICAL REPUDIATION.

Canada has hitherto prided herself upon being not only able but willing to pay any debts that she may have incurred; but if the bill recently passed by the Manitoba Legislature is to become the law of that Province, then our people may cease to boast of their honesty. This bill proposes to exempt from seizure under execution for debt, the land, buildings, implements, horses, cattle, furniture &c. &c. of farmers, and the dwellings and furniture of those residing in towns and villages to the extent of $3,000, and should properly be called "An Act to cheat the Creditors of Manitoba". The most serious thing about this act, is the uncommon provision therein contained which makes it retroactive as well as prospective. Were this act simply a prospective one that would apply only to debts incurred after it became law, it would be bad enough in all conscience, because it would entirely ruin the credit of the inhabitants of the prairie province. The evil they seek to lay upon other people would fall upon themselves,

THE ACME SILVER CO'Y,

MANUFACTURERS OF THE

FINEST QUALITY OF

Electro-Plated Ware.

FACTORY & SALESROOM:

NOS. 9 and 11 CHURCH STREET, TORONTO, ONT.

We are now manufacturing a line of Goods that are entirely new to the CANADIAN TRADE.

Our Designs, Finish and Quality are already acknowledged by Connoisseurs to be superior to anything ever before produced in Canada.

We carry a complete Stock (in large variety) of Dinner and Breakfast Castors, Cake Baskets, Fruit and Berry Dishes, Tea Sets, Pickle Casters, Cups, Goblets, Butter Dishes, Card Receivers, Communion Ware, Waiters, Pitchers, Tilters, Pitcher and Card Plates, Bake Dishes, Vases, Toilet Sets, Jewel Cases, Hotel Ware, &c., &c. Also Knives, Forks and Spoons, Pearl and Nickel Goods, &c. &c.

We do Repairing and Re-plating, making old Goods equal to new.

N.B.---We do our business upon the merits of our Goods entirely. We have no assumed name or reputation (earned years ago), to enable us to place inferior Goods upon the Market.

for surely no sane person would allow another to get into his debt who could pay or not just as he chose. This we say would be bad enough, but it would affect the people who passed the law more injuriously than it would outsiders, because they would be compelled on account of the want of credit to pay cash for everything they bought.

In the retroactive clause of this bill however is the chief menace to the rights of outsiders, and it is against this part of it that the kick will chiefly be directed. At the present time there are millions of dollars of outstanding accounts due all over Manitoba, which if this Act becomes law will be practically worthless. The petition of the Ontario Association of Agricultural Implement Manufacturers alone shows that the farmers of Manitoba owe for reapers, mowers and such like machinery the enormous sum of one million dollars, a very large percentage of which may as well be at once written off as worthless if this retroactive clause is allowed to go into force. The Manitoba merchants themselves are just in about as bad a fix as outsiders, and like the proposed law just about as much as the others do. Meetings have already been held by the Winnipeg, Montreal and Toronto Boards of Trade and they have all unanimously passed resolutions strongly condemning the Act. The prevailing opinion amongst business men is that it is simply an Act to confiscate other peoples' money and to make a bid for emigrants. That such a state of affairs can be any benefit to the emigrants we very much doubt, and we are strongly of the opinion that most of those who come from Britain to settle in that Province would very much prefer to pay any debts they may incur instead of being forced to be honest because they can get no one to trust them. We think if the legislature of Manitoba refuse to withdraw this obnoxious and unjust measure that this is a case where the Federal Government may with a great deal of acceptance to the people at large exercise their veto power and kill the bill by disallowing it. Such an action on their part would, we think, be the most popular act of disallowance they ever did.

If they do not interfere however, and the legislature of Manitoba have not common sense enough of themselves to amend it, we predict a very "cold" time for the prairie province as long as such an iniquitous measure remains upon their Statute Books.

Correspondence.

Editor Trader :

Dear Sir,—In the article on "The First Locomotives," in The Trader for June there is an error in that it speaks of Robt. whereas it should be George Stephenson. If I have read Smiles aright the article in question should read George and not Robert Stephenson. Robert was George's son and inherited very largely his father's inventive genius.

Yours respectfully,

Thos. Evans.

Alliston, June 3, 1885

[Right you are, friend Evans.—Ed. Trader.]

Selected Matter.

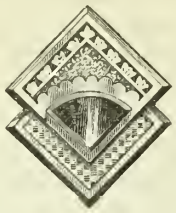
STORIES OF FINGER RINGS.

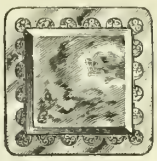
A story is told of the ring in connection with the great Magna Charta, or rather with the king and one of the twenty-four barons selected to enforce the provisions of that great foundation stone of English liberty. Eustace de Vesci had a very beautiful wife, and king John, as immoral as he was treacherous and cruel, coveted her possession. The lady, however, lived some distance from the court, and in order to accomplish his designs the king had recourse to strategem. Observing one day while at table that the baron had a ring upon his finger, he laid hold upon it, and remarking that he had a like stone which he wished set in the same style, kept the article as a copy. Having thus secured this token he immediately sent it to the lady in her husband's name, with a message that if she wished to see him alive she should come at once. Fortunately, de Vesci happened to be out riding when she came, and met her on the road, when explanations followed, and the intentions of the king were disclosed. In order, therefore, to punish John, as well as secure the safety of his wife, the baron found a common wanton, and clothing her in the garments of the lady, compelled her to assume the character and meet the king. The story pleasantly concludes with an account of the monarch's chagrin when, after brutally taunting the husband regarding the exploit, he learned that the supposed lady was nothing but a common strumpet.

But perhaps the most conspicuous example of the ring in English history was connected with an affection of the great queen Elizabeth, and though the story is strongly romantic in its nature, it is also tinged with tragedy and pathos. The records clearly inform us that Elizabeth had many male favorites during her long reign, upon whom she bestowed as much affection as might be given by a queen to her subject, and equally as a chaste maiden to her lover. Among them all, Robert Devereux, Earl of Essex, appears to have gained most completely the heart of the queen. Upon him she showered privileges and perquisites with an unsparing hand, bestowing upon him all the interest and wealth of affection which the promptings of her love for him could suggest, and among other tangible evidences she gave him a ring as a pledge, intimating "that if ever he forfeited her favor, if he sent it back to her, the sight of it would insure her forgiveness." Subsequently Essex was arrested for treason, and not without cause. During the trial, and before the execution, the queen waited anxiously for the token which never came, and though the whole world doubted that she would allow Essex to be brought to the scaffold, such was her anger and chagrin at his obstinacy that she refrained from interference, and the head of her last and best loved favorite fell beneath the axe. But the pride of the earl was not as stubborn as the queen imagined, as appears from the narrative of a descendant of that house, lady Elizabeth Spelman, for she stated that "when Essex lay under sentence of death he determined to try the virtue of the ring by sending it to the queen and claiming the benefit of her promise; but knowing he was surrounded by the creatures of those who were bent on taking his life, he was fearful of trusting it to any of his attendants. At length, looking out of his window, he saw, early one morning, a boy whose countenance pleased him, and him he induced by a bribe to carry the ring which he threw down to him from above, to the lady Scrope, his cousin, who had taken friendly interest in his fate. The boy, by mistake, carried it to the Countess of Nottingham, the cruel sister of the fair and gentle Scrope, and as both these ladies were of the royal bedchamber, the mistake might easily occur. The Countess carried the ring to her husband, the lord admiral who was the deadly foe of Essex, and told him the message, but he bade her suppress both." It is a sardonyx, and said to be the identical ring given by the queen to Essex. It has descended from


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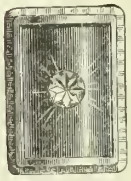

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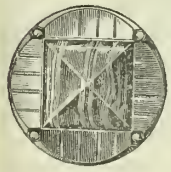

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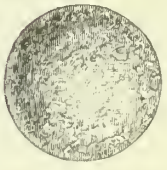

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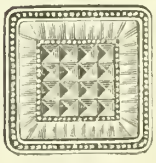

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THE

AMERICAN LEVER.

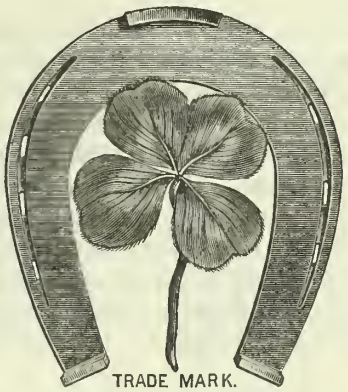
THE FAULTLESS

Cuff and Collar Button.

Perfectly Simple!



BUTTON OPEN.



Simply Perfect!



BUTTON CLOSED.

WE BEG to present herewith to the notice of Canadian Trade, Cuts of a few of our most popular styles of Sleeve Buttons.

All goods of our make bear on their post the imprint of our famous Trade Mark, the HORSE SHOE AND CLOVER, and no others are genuine American Levers.

For sale by all leading Jobbers throughout Canada.

HOWARD & SON, MAKERS,

102 Orange Street, PROVIDENCE, R.I.

Salesroom, 176 Broadway, New York.

WE SELL TO JOBBERS ONLY.

Lady Francis Devereux, Essex's daughter, in unbroken succession from mother and daughter to its present possessor. The ring is gold, the sides engraved and the inside of blue enamel. The execution of the head of Elizabeth is said to be of a high order as a work of art.

After the death of Essex, the queen, shielded by her imperious pride, appeared utterly indifferent to either his memory or his fate, but in the solitude of her own apartments she often gave way to passionate tears at his untimely end. Not long after, however, the Countess of Nottingham, lying upon her death bed, could not die without first revealing the truth about the ring and craving the pardon of Elizabeth. Her majesty, therefore, visited the couch of her dying kinswoman, and there learned for the first time that the ring had been sent but foully intercepted. The revelation aroused within her a terrible burst of passion and despair. The expiring penitent was beyond the reach of her vengeance, but as she left the room she vehemently exclaimed: "God may forgive you but I never can." The health of the queen had been failing previous to this interview, and the confession of the Countess proved a death blow. Thereafter the great Elizabeth kept her apartments, sometimes assuming the regal tones and pose of majesty, sometimes giving way to the most violent grief, and sometimes crouched upon the floor amid her blankets like a baffled tigress. The indomitable spirit of the queen fought desperately with the natural anguish of the woman, but the end was nigh, and even at the end a ring plays its part in death as it had in life. The interests of James VI. of Scotland who was heir to the throne, required that he should be early informed of the demise of the queen. For this reason he had confided to lady Scrope a sapphire ring, as a signal that upon its receipt he might know the mighty Elizabeth was no more. Exhausted by her devotions, the queen slept, and sleeping, died; nor was her death known until the lady Scrope silently dropped the ring to her brother who was lurking beneath the death chamber at Richmond palace. He caught the token and departed at fiery speed for Scotland. This last object is known in English history as the blue ring, and the stone is now in the possession of the Countess of Cork.

Queen Elizabeth was extremely fond of display, nor did she hesitate to receive jewelry, and even went so far as to suggest on every special occasion that such gifts would be acceptable. Many of her dresses, of which there were an immense number fairly blazed with gems of great beauty. Paul Hentzner relates that a Bohemian baron presented his letters to her at the palace of Greenwich, when as a mark of special favor the queen drew off her glove and "gave him her right hand to kiss, sparkling with rings and jewels."

The ring of Shakespeare, or a ring supposed to have been his, has been found. It is a gold signet, and bears the initials W. S. entwined in a true lover's knot. The finder, a laborer's wife, had it immersed in aquafortis to prove the metal, thus destroying the *ærugo*; but the style is said to be of the age of Elizabeth, and though no evidence exists of the use of a seal by Shakespeare, still the place where it was found (Stratford-on-Avon) and other reasons would seem to prove its authenticity.

Among the gems the diamond appears to have been the most popular at this period owing to its ability to write upon glass, and writings thus executed are still extant. The famous Raleigh wrote upon a window pane with his ring, "Fain would I rise, but that I fear to fall," and Elizabeth added, "If thy heart fail thee, do not rise at all," a reply that coming from the queen was a sufficient encouragement.—*Jewelers' Journal.*

HOW ANTIQUARIANS DECIPHER ILLEGIBLE WRITINGS AND FIX DATES.

The *Kunst und Gewerbe* reports a very interesting find, made a few years ago, in a stone quarry near the village Wittislingen, which lies close to an old Roman highway leading to a crossing of the River Danube. The treasure was found in a deep rock sepulchre, and was purchased by the National Museum at Munich. The *Allg. Zeitung*, which first reported the find, said that it is not alone the precious substance from which these pieces are manufactured, but also their ornamentation and inscription, together with the manner of interment of their possessors—their skeletons were found in the graves—that throw a highly interesting light on the state of the old German culture. The grave contained ornamental plates, rings, capsulas, large head of hair-pin, and ornamental pieces for books; girdle, dresses, and straps, all composed of fine gold and silver, and partly set with a scroll work of Zirconite (or hyacinth), together with a bronze vessel with handle, a shell, and many broken pieces of trinkets, household utensils, bronze and iron weapons, which have decayed with the lapse of years; besides this, was also found a fibula, or dress buckle, which, on account of its size and ornamentations, is perhaps the sole of its kind, and by its inscription solves a very interesting problem. It is perhaps the most interesting piece of personal trinkets that ever was unearthed from a grave of the ancient Germans. The main body is of silver, and upon its right side profusely adorned with gold, gold-plated scroll work and red jewels; upon its underside it bears the inscription, which is filled out with black enamel. How can the writing be interpreted, and what is the epoch of the fibula? These questions have excited the philologists at Munich, and it might be answered as follows: "Uffila vivat in Domino filix inocens funere capta quia vire dum potui fui fui fidelissima tua in Deo pio." Below it stands upon one side, "via fati," and upon the other "Digerig fet"(fecit). The engraver of this name added the undeciphered letters, "s.....o.....m...a(or d)....t(or f)...e...," and filled the other empty spaces at random with a few signs similar to letters, as was frequently done at that time. Now, the word "fidelis" upon ancient Christian tombstones signifies the faith and piety in belief; "inocens," which occurs as frequently, and which is sometimes corrupted into "inox," a sinless life; "felix" corresponds to our blessed in the Lord; "funere raptus" or "captus" means "suddenly snatched away by death." Wherefore, the inscription upon the fibula, or dress-pin, in which the "vire" is palpably only a barbarian corruption of "vivere," can be interpreted as follows: "Uffila live blessed in the Lord! Sinless have I been snatched away by death; as long as I could live I was the most faithful; thy Tisa, in the Lord." The fibula was undoubtedly the costliest treasure of her house, and the widow, foreseeing her rapid death and reunion with her husband in the grave, ordered that her dearest treasure be inscribed accordingly, afterward to accompany her into the common grave. The engraver, Digerig, added his name and the superfluous admonition "the way of fate," together with the other letters. Perhaps he even formed a Græco-Latin word, "somate," in order

In compliance with an increasing demand, we have placed on the market a

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

embodying many of the excellent qualities of our original Patent Dust Proof Case, though offered at a lower figure.

The back and center of the new case are made of one continuous piece of solid silver, into which an Albata Cup is screwed identical in shape with the back, thus greatly strengthening it and efficiently protecting the Movement against dust.

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

We shall continue the manufacture of our popular Patent Dust-Proof Case with Screw Crown and Screw Bezel in all the styles as heretofore, plain and inlaid, with Lever and Pendant Setting.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS OF THE

American Waltham Watch Co. of Waltham, Mass.

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to say, "Thus it goes in this life." The date of origin of this trinket, however, is first of all proved by the place of burial; this was a lonely grave, cut deep into the rock. If the neighborhood had been entirely Christian at that time, then the common churchyard would most assuredly have been used as a place of burial. For this reason, the eighth or ninth century is decidedly too late. The style of ornamentation, as well as the fibula itself as of the other pieces, clearly pertains to the old Germanic time. In common with these, we find ox-head, projections and scroll work, with serpents' heads on the oldest utensils of this kind of Germanic times, specimens of which have been dug from the graves of the Visigothic King Theodoric, who fell in the great battle of the Huns, in the year 451, and of the Frankish King Chilperich, who was buried in 481 at Doornik (Tournay), and are given in Peigne de la Court's work on the place of the Attila battle. The ring with the head is similar to that of Chilperich; the ornamentation of the plate and capsula resemble Etruscan and Græco-Roman types. Most decisive of all for fixing the time is the lettering. This is entirely the same as has been found upon many Christian tombstones bearing Germanic masculine and feminine names. Their erection is generally placed into the time of the Merovingians. But when we compare the style of writing, as found in old documents of this age, the difference becomes visible at once. While the Merovingian round hand is ugly and interlaced, and the book writing rounds into "italics," the writing upon those tombstones retains the full vigor of the Roman squares, and the difference is still more pronounced in the vowels. Wherefore, the tombstones, the writing upon this fibula and its manufacture undoubtedly pertain to the third or fourth century.

COLORING AND POLISHING BRASS ARTICLES.

In order to prevent the constant oxidizing of brass articles, agents have for a long time been experimented with to protect the surface of these articles against the influence of the atmosphere, and the following method has been proposed as the most suitable and practicable one:

If brass is left for some time in moist sand it assumes a very handsome brown color, which, if polished with a dry brush, remains constant, and requires no cleaning or polishing. A darker or lighter green color may also be imparted if a thin layer of verdigris is created upon the surface by means of dilute acids, which are to be left on until dry. The antique appearance imparted to the brass in this manner is very handsome, and more or less durable. But it is not always possible, for want of time, to do this with each article, and a more rapid method for effecting the ends is therefore necessary, and the simplest way to do it is to cover the brass with a coating of varnish.

All the necessary work is to be done before the bronzing, and the brass annealed, dipped in old or dilute nitric acid until the scales can be loosened from the surface, which is then treated with sand and water and dried. The next step is to produce the desired bronze. Although this word actually signifies a brown color, being derived from the Italian word "bronzine," or, in English, "burned brown," it is rather loosely applied in the trades at present, and applied to all colors.

Brown, of all shades, is produced by immersion in a solution of nitrate or chloride of iron, whereby the strength of the bath determines the depth of the color.

Violet shades are obtained by immersing in a solution of chloride of antimony.

Olive green, if the surface is blackened by means of a solution of iron and arsenic in muriatic acid; it is then polished with a plumbago brush, and, when warm, coated with a lacquer composed of 1 part varnish lacquer, 4 parts turmeric, and 1 part gamboge.

A *steel grey* color is precipitated upon brass by means of a weak boiling solution of arsenic chloride. And a

Blue by an attentive treatment with a strong sulphide of soda.

Black is much used for optical instruments, and is produced by painting with a platinum solution or with chloride of gold mixed with nitrate of tin. The Japanese bronze their brass by boiling it in a solution of sulphate of copper, alum and verdigris.

The success in the art of bronzing chiefly depends upon circumstances, for instance, the temperature of the alloy or solution, the proportions and qualities of the material used for alloying, the proper moment at which the article is to be withdrawn, its drying and a hundred other minutiæ of attention and manipulation require a skill only taught by experience.

If the brass is to receive no artificial color, but simply to be protected against tarnishing and oxidizing, it is to be lacquered after having been thoroughly cleansed. In order to prepare the brass for this coating it must be dipped, after having deen annealed, and as aforesaid, rinsed and washed, dipped either for a moment in pure commercial nitric acid and then washed in clean water and dried in sawdust, or immersed in a pickle of equal parts of nitric acid and water, until covered with a white coating of the appearance of curdled milk, when the article is taken out, rinsed in clean water and dried in sawdust. In the first case the brass becomes lustrous, in the latter it becomes mat, which is generally improved by smoothing and polishing the prominent places. The article is then dipped for a moment in nitric acid as found in commerce, and containing a little crude cream of tartar in order to preserve the color up to the moment of lacquering, and finally dried in warm sawdust. When prepared in such a manner the article is taken in hand to be lacquered, for which purpose it is first to be heated upon a hot plate to be lacquered afterward. For this purpose is used a simple alcohol varnish, consisting of 1 ounce shellac dissolved in 1 pint alcohol. To this simple varnish are afterward to be added the coloring substances, such as sanders wood, dragon's blood and annatto, which increase the lustre of the color. In order to moderate the shading of the color, turmeric, gamboge, saffron, cape aloes and gum sandarac are added. The first colors make the lacquer reddish, the second yellowish, while the two, when mixed, give a nice orange.

A good pale lacquer consists of 3 parts aloes and 1 part turmeric, to 1 part of the simple varnish. A gold lacquer is obtained by adding 4 parts dragon's blood and 1 part turmeric, to 1 part of the simple varnish, while a red lacquer is produced from 32 parts annatto and 8 parts dragon's blood, to one part of the varnish.

Lacquers are subject to chemical change by heat and light and therefore must be kept in a dark place. The vessels in which they are stored are generally of glass or clay, and the brushes with which they are applied must be camel hair and have no metallic parts about them.—*Ex.*

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GUARANTEE OF QUALITY.

The American Watch Case Company, of Toronto, guarantees every case manufactured by them and bearing any of their trade marks as above, to be of the quality stamped upon it, according to the U. S. standard.

These Cases are Sold to the Wholesale Trade only,

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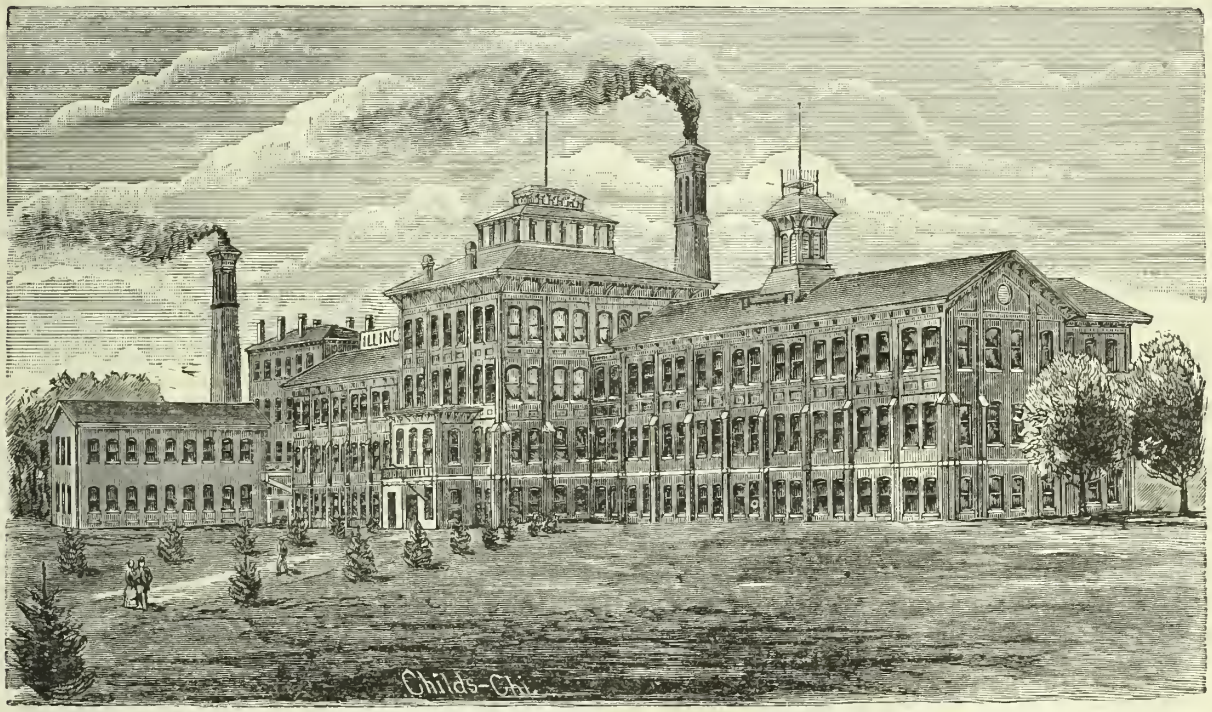
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Orders for Movements with special engraving in grades above I. W. Co., received in lots of five and upwards without extra charge.

Special attention is called to our I. W. Co., which is the **only** low-priced Movement in the market having all the following improvements :—

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OUR No. 5 IS THE CHEAPEST ADJUSTED, FULL JEWELLED, PATENT REGULATOR MOVEMENT MADE.

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THE BEST CHEAP LADIES' WATCH EVER PRODUCED.

For full information please consult our advertisement in last month's issue of THE TRADER.

DONT FAIL TO SEE THIS PAGE NEXT MONTH.

A WORD TO EMPLOYEES.

In times of business depression, such as we have been going through for the past two or three years, the greatest forbearance between employers and their employees becomes a necessity of the situation. When there is but a small demand for goods, those engaged in making or selling them have a serious struggle to maintain themselves. Their production must be cut down, and their expenses be reduced to correspond. Take, for instance a firm in the jewelry trade that manufactures a portion, at least, of the goods they handle; this necessarily involves a large investment for a factory and adequate machinery, and the expense of a force of workmen sufficient to produce the goods required; there are, also, the salesrooms in the city requiring a force of bookkeepers, salesmen, etc. In a busy season this force is all actively employed, and the employees as a rule have no complaints to make regarding their compensation. But a dull season comes, there are few sales and no profits, but the expenses run on all the same. There must be a curtailment however, for necessity knows no law, and the first suggestion is to close the factory. But that involves the dispersement of a force of trained workmen, whose experience has been valuable to their employer, and the throwing out of employment of many who are dependent upon their daily earnings for the maintenance of their families; idleness means to them deprivation if not positive want and suffering. Few employers care to enflict such hardships upon men who have served them faithfully, but the necessity for a reduction of expenses is imperative. So the factory is closed for two or three days a week, or wages are reduced. This latter course is more objectionable to the workmen than a reduction of the working hours, for they are always apprehensive that if wages are once cut down they will never be restored, and they would rather lose fifty per cent. of their time than twenty per cent. of their wages. Here is where there should be the utmost frankness and consideration shown on both sides, and generally a plain statement of the case will result in an amicable adjustment of the difficulty. Workingmen are noted for their lack of comprehension of business propositions; it is natural that they should be wanting in business knowledge, for their training lies in another direction. But their common sense will tell you that the same expense cannot be maintained for the production of $50,000 worth of goods that is required to produce $100,000 worth. The manufacturer and the merchant are subject to certain expenses that they cannot escape from, such as rent, maintenance of the property in which their capital is invested, etc. Having dealt fairly and honorably with their employees in prosperous times, they cannot be expected to carry all the burdens imposed by general business stagnation; employer and employees have cast their lines in the same pool, and must abide by the result.

A manufacturer told us recently that for two years he had not been able to draw enough money from the firm to pay his living expenses; that their factory was kept running solely for the purpose of keeping the men employed, and giving them an opportunity to support their families. It would have been better for the firm, he said, if they had closed their factory two years ago, for they had positively been running it at a loss. This is not an isolated case, but serves as an illustration of what has been quite general in the business. Manufacturers very much prefer to run their works to their full capacity, and to employ as many workmen as possible, for they count that the greater amount of goods produced and sold the greater the amount of their profit. They are always reluctant to make reductions of any kind, but when the inevitable demands that they shall be made their employees should meet them in a spirit of fairness and forbearance. The past two years have been full of hardships for all business men, and the fortunate persons have been those who were working for fixed salaries for a responsible employer who came forward with the requisite means to meet his pay-roll at the stipulated times.

There are indications that there will soon come some improvement in the business situation, but how soon or to what extent are problems the future alone can solve. The jewelry business is peculiarly sensitive to fluctuations in business, being almost the first industry to feel any depressing influence and about the last to recover from it. This makes it all the more necessary for those employed in it to exercise the greatest forbearance and consideration for those whose capital and credit are exposed to such unusual vicissitudes and perils. In this industry the interests of the employed and the employer are peculiarly blended, and the inducements for standing firmly together are stronger than in almost any other calling. Mutual confidence, forbearance and good faith should characterize the relations that must necessarily exist between them. If the past few months have imposed hardships upon the employees in the trade, we trust they will not forget that their employers have had still greater ones to contend with, for they have had more at risk and their responsibilities have corresponded.

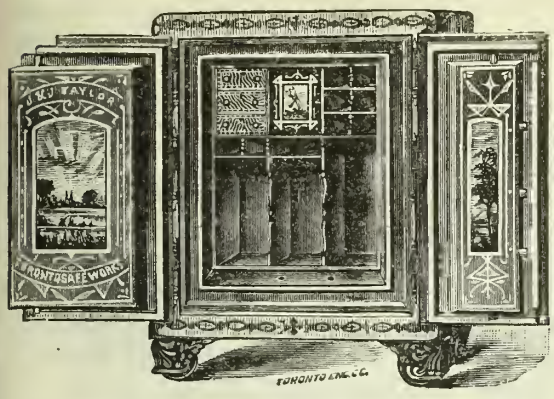
PERILS OF PRECIOUS STONES.

A jeweler and diamond dealer in New York recently furnished a reporter of the New York *Herald* with the following interesting description of an ingeniously planned diamond robbery. The narrative reads like a romance, and for the sake of a guild that has suffered heavily from being plundered, it is to be hoped that it is.

"One of the most cunning robberies that I can recall was carried out as follows: One fine morning a lady of charming manners and address called upon a physician who had a high reputation for skill in the treatment of mental disorders and who took under his personal care a few patients whose friends could afford to pay well for the attention. The lady, with many sighs, poured her tale in the sympathetic professional ear. She had a brother who, poor fellow, was slightly deranged. He was apparently perfectly natural on all ordinary topics, but entertained extraordinary delusions in connection with precious stones. His mania seemed to consist in the belief that he owned a quantity of jewelry and that he had disposed of it at a high figure. He was in the habit of clamoring for payment, and when this was refused would bewail that he had been robbed. Terms, she intimated, would be no object.

"The physician listened patiently. A number of delusions of this character, he remarked, had come under his personal experience. Precious stones were favorite subjects of hallucination. His closest attention should be given to the case.

"It was arranged that to avoid exciting the patient's suspicion, he should be directed to call next day for his sister at the doctor's residence, and that she should then take occasion to bring him into



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Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

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Beg to notify the Trade that they have

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Where their Stock of the following lines will be found very complete, and prices at bottom figures:

WALTHAM WATCHES,
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MATERIALS AND TOOLS,
WATCH GLASSES.

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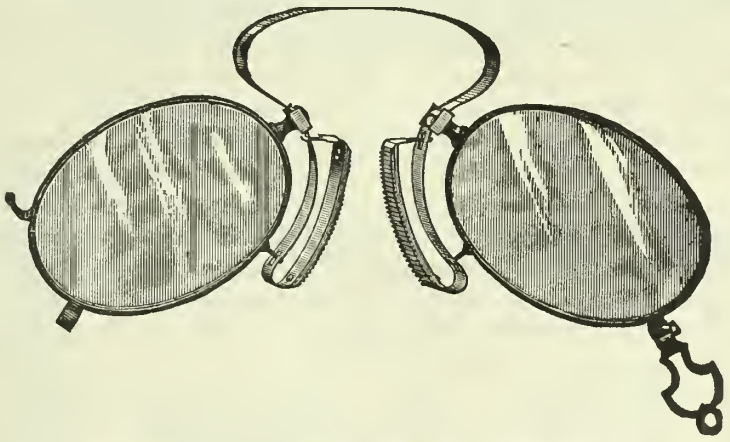
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ever offered in this country. As we are manufacturing a large proportion of our goods on our premises in Montreal, we can execute all special orders, Oculists' prescriptions, &c., with promptitude. Send for our Illustrated Catalogue and Price List before purchasing.

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contact with the doctor. The lady then sorrowfully withdrew.

"The heaviest purchaser at the diamond counter that afternoon was a lady whose manners were marked by a fascinating blending of dignity and grace. She selected a diamond *parure* of exceptional beauty and high price. Having made this purchase, she directed that it be sent punctually at eleven o'clock next morning to her residence. Her husband, Dr. Blank, would be prepared to make payment upon delivery. This request was perfectly regular. It would be unusual for a lady to carry a check book or so large a sum of money with her. Dr. Blank's name was in the medical, city and elite directories. The lady's request was readily acceded to.

"At the time appointed the salesman presented himself at the house. He was shown to the parlor, where he found the fair purchaser of the day before awaiting him. 'Were the stones there just as she had selected them? Oh, yes; how very nice! Was the bill ready also? Yes. Well, would the gentleman step into her husband's study and obtain the amount of his account? Before he went away, however, she would like to see him again with regard to some rubies as to which she would like to have the benefit of his opinion.'

"The doctor received the salesman with much suavity. 'How was he feeling? Had he slept well lately? Was his tongue coated and his rest disturbed by unpleasant nocturnal visions?'

"'He was puzzled by the doctor's question, was he? Mind unable to grasp the meaning of these questions? He was not a patient. Of course, not! Oh! he had come to collect a bill for some jewelry! Oh! just so. They would attend to that little matter presently—pres-ently. In the meantime, how was the appetite?'

"The salesman grew impatient. 'Ah! easily excited; temperament abnormally irritable! The usual symptoms—the usual symptoms! He had a bill for the jewelry delivered, had he? Just so, just so; an interesting bearing out of the old adage that there is a method in mad—well, well; this bill should be attended to—all in good time—all in good time." The doctor seemed to be under some misunderstanding! 'Not at all! The doctor understood the case thoroughly—very thoroughly. And now how about the diet? Were the meals taken regularly? Very important matter this taking the meals with regularity!'

"The salesman became annoyed. Was the doctor mad? 'To be sure he was! What a queer coincidence! A gentleman who was the Hereditary Grand Vizier of the planet Saturn, and who was at the present time one of the doctor's most interesting guests, had asked that self-same question that very morning. Everybody in the house was sane except the poor doctor, and he was mad—mad as a march hare! He ought to be borne with patiently in his affliction! Never mind about that, eh! There must be an immediate settlement or the jewels must be returned? Quite so—quite so. That should be arranged to everybody's satisfaction by and by—by and by. Patience, quietude, were all that would be necessary. Let the patient be seated. Was he troubled with heart palpitaton or excessive thirst?'

"The salesman became angry. The doctor fixed upon him a magnetic eye and was more professionally suave and soothing than ever. The more the payment of the bill was pressed for the more the doctor begged that the patient would not excite himself, and assured him that everything would be done to make him comfortable and happy in his new home.

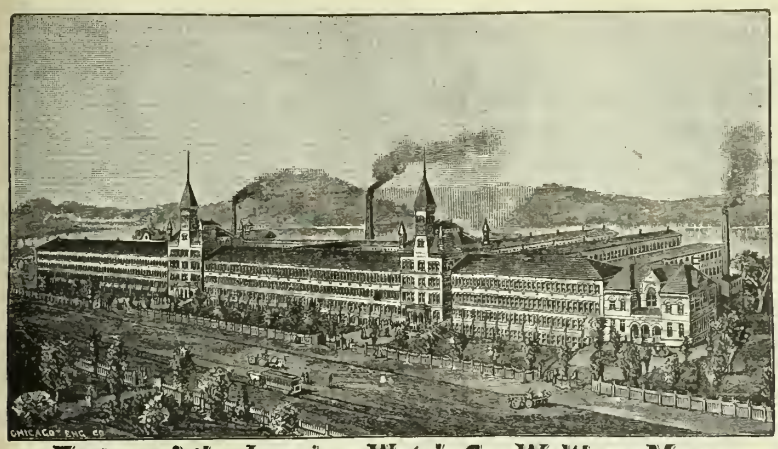
"The salesman, agitated and alarmed made for the door, in quest of the lady and the jewelry. The doctor was at the door before him, still fixing him with the same magnetic glance and more suave and soothing than before. The salesman sought to effect an exit by force. The doctor touched an electric knob beside the door post. In an instant two stalwart attendants made their appearance, and two minutes later the salesman was raving away like mad in a straight-jacket.

"'The doctor stepped into the parlor to consult with the sister of this unfortunate lunatic. She had disappeared. So had the diamond *parure*. Neither has ever been found."

"MEASURING TIME."

The time of the invention of wheel clocks moved by weights is uncertain. Some enthusiasts are found to assert that 220 before Christ such a clock was made—in the time of Archimedes—but there is no evidence to support such a belief. The first unquestionable fact that can be stated upon the subject, is that Pope Sylvester II. did construct a wheel clock with weights, at Magdeburg, in 996, and it is just possible that this was only a revival of an early invention, and that Boethius was the originator of the mechanical wheel clock in A. D. 510. One thing, however, is certain, namely, that clocks were in ordinary use in the monasteries of Europe in the eleventh century and no doubt the monks, who had plenty of leisure and ample means for the cultivation of experimental science, perfected them, and in a large measure contributed to the perfection of their machinery as we know it. In 1370 a clock was made in France which was considered a marvel of accurate time-keeping, and which may have had a pendulum, but we cannot find positive evidence of the discovery of the use of the pendulum until the days of Galileo, although ancient astronomers are said to have used them in computing the duration of the eclipses. From the date of Galileo's discovery to recent times constant improvements have been made in the science of horology until it has reached what we may call perfection.

The great contest of watches, or more properly, of clocks, between Huygens and Dr. Hooke, in the seventeenth century, is a matter of history, as are also the discoveries to which they gave rise in regard to the elliptical shape of the earth; but, dismissing such deeply scientific problems, we will content ourselves with a glance at the introduction of the first watch, or portable clock. Edward VI. appears to have been the first Englishman to wear a watch, and this consisted of "onne larum gilt, with two plummets of lead;" that is to say, it was driven by weights. This is supposed to have been received by the king as a present from Nuremberg, and was playfully called a Nuremberg animated egg. The word "watch" was derived from an Anglo-Saxon word meaning to wake. The first portable time-piece of which we have any record was that of the Chinese pocket dial mounted upon the head of a cane or carried by a chain round the neck. An Italian sonnet written by Gaspar Viconti, in 1490, makes mention of watches, and Shakespeare refers to them in "Twelfth Night," when he makes Malvolio say: "I frown awhile, and perchance wind up my watch." Queen Elizabeth had a watch in shape exactly like a duck, with chased feathers, the lower part of which opened, and the face or dial was of silver, ornamented with a



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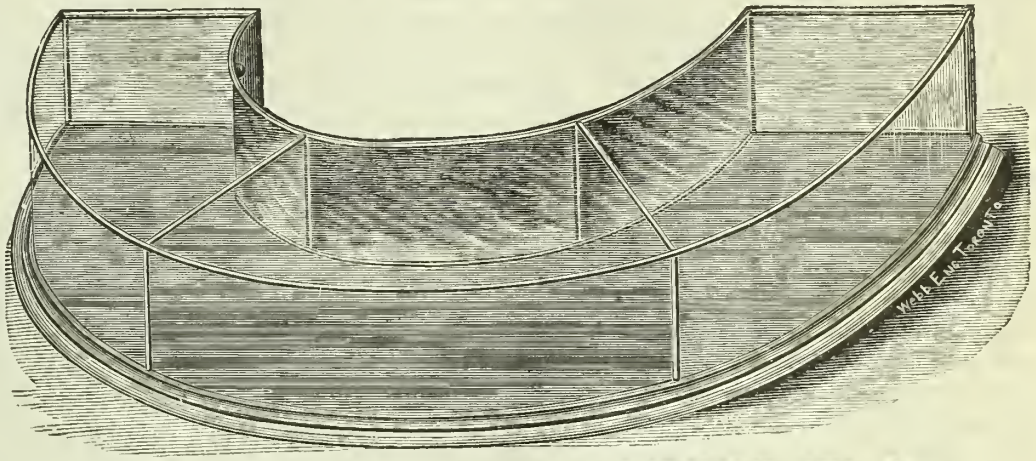
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29 ADELAIDE STREET EAST, - - - TORONTO.

CALL AND SEE OUR NEW SHOW ROOM.

gilt design. The outer case was of brass and that in its turn was covered with black leather ornamented with silver studs. Mary Queen of Scots gave a curious token of her affection to her faithful maid of honor, Mary Seaton, in the shape of a watch in the form of a skull, the dial occupying the place of the palate and the works that of the brains. The hours were marked in Roman letters. A bell in the hollow of the skull received the works and a hammer struck the hours. Striking watches were uncommon, and in the time of Louis XI. a stolen watch was discovered in possession of the thief by its striking. Guy Fawkes and his associates had a watch when they intended to blow up the Houses of Parliament, "to try conclusions for the long and short burning of the fusee." All these early watches had but one hand, and required winding up twice a day, until, in 1550, springs were substituted for weights.—*Jewelers' Circular.*

THE BITER BIT.

We had a friend who kept a country store in Newcastle, Ind., in the third decade of the century. R. was a Quaker, a straight man himself and sorely troubled at times with the crookedness he came in contact with among his customers. He used to tell stories in illustration of their wicked ways, and we remember this as one of them.

Mrs. Sapphira rode up one day and dismounted with a roll of country jeans under her arm which she wished to exchange for an equal quantity af Steubenville jeans, to make a Sunday suit for her husband, agreeing to pay twenty-five cents per yard for difference in quality. R. measures her cloth and says, "Thee has seven yards and a half here."

"No," says Mrs. S., "there's just eight yards."

Again the cloth was slowly measured and showed but seven yards and a half.

"I tell you there's eight yards," says she "an' I know it."

So the worthy Quaker unrolls a piece of Steubenville jeans, and with her cloth for a measure he cuts off an equal length, ties it up for her, takes her two dollars, and she departs with her bargain. In a half hour she is back in hot haste and comes in stormily, with "Look here! there's a levy (12½ cents) comin' to me."

"No says R., "thee paid me for eight yards at a quarter a yard."

"Why, you lyin' little Quaker, you said yourself there wasn't but seven yards and a half."

"True," says R., "but we made the trade on what thee said, for I took thy word when thee would not take mine."—*Exchange.*

SUPERSTITIONS CONCERNING PRECIOUS STONES.

ANCIENT AND MODERN.

The falling of an emerald from its setting has been held as an ill-omen to the wearer even in modern times. When George III. was crowned a large emerald fell from his diadem. America was lost during his reign. It is probable, however, that the fallen stone was picked up and reset in the crown,—an event not likely to happen in the case of the other gem. The emerald is said to have taught the secrets and knowledge of future events, it bestowed eloquence and increased wealth. This superstition suggested to Miss Landon, one of the most charming English poets, the following beautiful lines:—

It is the gem which hath the power to show
If plighted lovers keep their faith or no;
If faithful, it is like the leaves of spring;
If faithless, like those leaves when withering.

Take back again your Emerald gem,
There is no color in the stone;
It might have graced a diadem,
But now its hue and light are gone—

Take back your gift, and give me mine,
The kiss that sealed our last loved vow;
Ah, other lips have been on thine—
My kiss is lost and sullied now.

The gem is pale, the kiss forgot,
And more than either you have changed;
But my true love has altered not,
My heart is broken not estranged.

In the Talmud it is said that Noah had no other light in the Ark than that furnished by precious stones.

COUNTER APHORISMS.

Buying for cash gives you store rent free.

The bookkeeper cannot make a firm rich.

Quarrelling partners rob the money drawer.

A dirty store draws more flies than customers.

It is the crooked dealer who thinks all clerks dishonest.

You cannot judge of a dealer's stock by the sign on the front of his store.

The nicest apples are exposed to the public, the same as one's nicest manners.

A twenty-five per cent. settlement yields seventy-five per cent. profit to somebody.

The dollar from the poor man will buy as many goods as the dollar from the rich man.

A well-dressed show window will cause heads to turn as quickly as a well-dressed girl.

You cannot judge of the honesty of a tub of butter from its appearance any more than you can of an individual.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

THE STOCK and fixtures of S. P. Kleiser of Toronto, was sold by the Trustee to Mr. Herwich at 28 cents on the dollar. Mr. Herwich proposes to continue the business at the old stand.

MR. HERWITZ. of the firm of Rothschild & Co. of this city, sailed for Europe last week for the purpose of making purchases of diamonds and jewelry for his firm.

WE don't see any watch man oftener than Mr. A. G. Funck, general agent of the Illinois Watch Co. He called on us the other day to say "how do you do," and report things booming in the movement business.

REMOVAL.—Messrs. Rothschild & Co., wholesale jewelers, Toronto, have removed to their new premises at No. 8 King St. West. Their new offices are elegantly fitted up and are amongst the most attractive in the trade.

ALMOST AN ACCIDENT.—While the men were removing the two large safes from the warehouse of the late J. Zimmerman to Rothschild & Co.'s new rooms, No. 8 King St. West, one of the safes fell over off the waggon. A workman standing by narrowly escaped being crushed to death.

A CREDITABLE PRICE LIST.—The new price list of watch movements, watch cases, &c., just issued and distributed by Messrs. Lee & Chillas to the trade is one of the finest things of the kind we have ever seen. It is beautifully printed in two colors, neatly bound, and indexed all through, and is alike creditable to the printer and the firm who pays for it.

MR. H. H. FUDGER, of the firm of Smith & Fudger, arrived safely home from Europe a couple of weeks ago. Mr. Fudger looks to be greatly benefited by the trip, and from appearances around the warehouse we should say that the firm and their customers will reap consider-

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

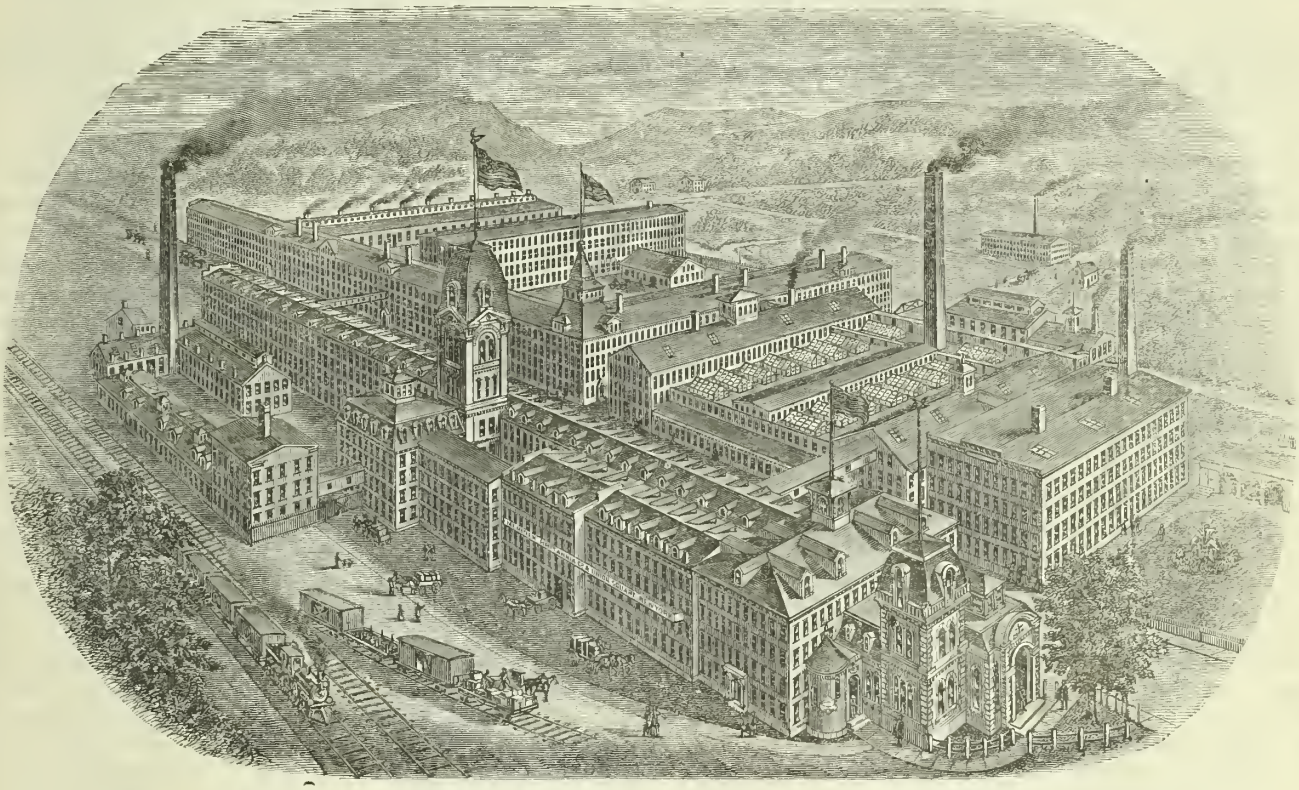
ELECTRO, SILVER AND GOLD PLATE.

HIGHEST HONORS OVER ALL COMPETITORS.

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

able benefit from it in the shape of new and fashionable goods and hard-pan prices.

That Wellington Street is bound to become the Maiden Lane of Toronto is now evident, as it has now six wholesale jewelers and expects shortly to have more. Messrs. John Segsworth & Co. are having a new building erected on the north side, almost at the corner of Yonge Street, which promises to be one of the finest in the city. They expect to occupy it this fall.

Burglars entered the premises of the American Watch Case Company at Toronto, on the night of the 20th June, but owing to the vigilance of the Company's watchman, had to leave without making a haul. The A.W.C.Co. have now employed a special watchman to guard their own premises all night, and if there is any virtue in buckshot and a mastiff's teeth, midnight mechanics had better give their place a wider berth in future.

Mr. H. L. Roberts, our old friend of Boss Case fame, called in to see us a few days ago. Mr. Roberts looks the picture of health, and accounts for it by saying that their business had now arrived at that stage that their cases would almost sell themselves, and he had nothing to do now but to take care of himself. There is probably more truth than poetry in his remark that Boss cases sell themselves.

Z. Aurbach, wholesale jeweler and fancy goods dealer of Montreal, has assigned during the past month. His liabilities are estimated at about $40,000, mostly owing to European creditors. From the amount of failures amongst jobbers in these lines, it is evident that there are too many people in business, and the sooner the trade is confined to fewer houses with adequate capital for their business the better for everybody.

Removal.—Our young and energetic friends, Messrs. Thayer & Ellis, finding their old premises too small for their rapidly growing business, have leased the commodious warehouse, No. 3 Wellington Street East, formerly occupied by the late John Zimmerman, and will remove there in a few days. This young firm are made of the right kind of stuff, and are bound to succeed if hard work and a desire to suit the wants of the trade can command success. We wish them continued success.

We have just been shown a price list of material and trade work published by Mr. W. C. Coleman, of Toronto, which is about as complete a thing of the kind as we know of. In addition to these features, this little book contains a lot of useful receipts and horological tables, that are of great value to any practical watchmaker. Mr. Coleman distributes them to the trade free of charge, and every jeweler should secure one.

Almost every retail jeweler in Canada knows George Cooper, the former engraver of Toronto. George went along with his Company in the "Queen's Own," and was unfortunately wounded in the battle with the Indians under Poundmaker at Cut Knife Creek. His many friends in the trade will be glad to know that George fought like a hero, and that although his wound (through the thigh) was a severe one, he is now almost convalescent.

We had a Visit a few days ago from Mr. Perkins, the genial agent of the Elgin Watch Co. Mr. Perkins is doing missionary work in Canada amongst the benighted jewelers who have never heard of the Elgin watch, and reports plenty of converts on his present field of labor. He says the Company are getting up a new cheap 6 size ladies' movement which is going to sweep the country, and expect to put it on the market in about a month.

Seal rings are naturally revived at this time, both for ladies and gentlemen's wear. It is quite the correct thing for a lady to dash off her initials in her own peculiar chirography, and leave with a jeweler to insure a *fac-simile* of her autograph on her ring. This is a newer style than the monogram, and at the present time, is taking very well. As seal rings are becoming to the hand,—especially a large well-formed one,—it is believed that they will have quite a run.

The Question of Buttons has bothered many a bachelor, but the question of sleeve-buttons is one affecting every one wearing cuffs. The patent lever button made by Messrs. Howard & Son, and commonly known as the "Horse Shoe and Clover Leaf" button, has reduced this question down to a very simple issue, old style buttons and misery or Howard's patent lever button and comfort. The "Clover Leaf" button is a first-class article, reliable in quality, elegant in design and finish, and it has practically killed the sale of other buttons whether of gold or rolled plate on the Canadian market.

A New Plate Company.—We direct the attention of our readers to the advertisement of the Acme Silver Company, of Toronto, a new competitor for public favor in this line. This company have leased the premises and bought the plant and machinery formerly operated by the Meriden Silver Plate Company in Toronto, and have made arrangements with one of the largest companies in the United States to supply them in the metal with goods of the newest design. This company has only recently become incorporated, and will be managed by Mr. Blackburn, late of the Meriden Silver Plate Co., whose experience in this line of business should be a guarantee of success.

A New Firm.—It will be news to most of our readers to learn that the well-known jewelers Mr. W. G. H. Lowe, of Toronto, and Mr. A. C. Anderson, of Hamilton, have amalgamated under the style of Lowe & Anderson. The amalgamated business, which will now rank amongst the largest in Canada, will be carried on at the old stand of W. G. H. Lowe & Co., 16 Wellington Street East, Toronto. Both Messrs. Lowe and Anderson are old jewelry men, honorable in their dealings, and well up in the business, and the new firm should not only be financially strong, but enterprising enough to secure for itself a large share of the Canadian trade. We wish the new firm a long and successful career.

Attempted Safe Robbery.—The gold leaf factory of C. H. Hubbard, 44 Adelaide St. West, was broken into on the night of the 19th June by burglars, and a daring but unsuccessful attempt made to force open the safes. It appears that the burglars got into the yard, broke a pane of glass in one of the back windows, and unfastening the latch effected an entrance. They drilled holes near the combination locks of three safes on the premises, but owing to the doors being lined with steel they were unable to penetrate far enough into the doors to get at the locks. They had to content themselves with stealing about $200 worth of gold and silver leaf which had been left in the shop. Had they succeeded in getting the safes open they would have secured some thousands of dollars' worth of booty. The affair is being investigated by the detectives.

Our old friend, James Walton Jackson, the well-known jeweler, of St. Catharines, is out in a late issue of the Toronto *News* with the following verse:—

BATOCHE.

"Charge yonder rifle-pits!" Middleton said,
Huzzas drown the echo; on, on they have sped,
Nerved to high daring, with prowess they do—
Metis' and redskin are bayoneted through!
Rifle-pits filled with the rebels—now dead;
Brave volunteers! Never braver were led,
Charged them resistless as waves of the sea—
Batoche is conquered! The captives are free
Loud ring the joy-bells—the victory tell,
Toll solemn dirges, for there heroes fell,
Ring out that Canada's sympathy's large,
Toll soft for loved ones who fell in the charge.
Honor them, honor them, all through the years—
"Died for their country!" our brave volunteers.

James Walton Jackson.

The Failure of Simon P. Kleiser, the well-known retail jeweler of Toronto, although it has been looked for by the knowing ones for a considerable period, has nevertheless been a surprise to the trade generally. Fifteen years ago Mr. Kleiser, who had made a good deal of money in the material and trade watch repairing business, took it into his head to launch out into the watch business, and has ever since that time been one of the most prominent figures in the retail watch business in Canada. His idea seemed to be that low prices must draw the trade, but events have again proved the fallacy of any merchant making money by selling goods at or about cost. His surplus of $10,000 which he had when he commenced business has dwindled away altogether, and he is now so far behind that it is problematical whether he will get a settlement with his creditors or not. No jeweler in Canada has done more to demoralize the watch business by cutting prices, but as is usually the case he has been forced to the wall, while many of his competitors who asked and got a reasonable profit have weathered the storms of commerce and are to-day in prosperous circumstances.

WORKSHOP NOTES.

Cement.—A cement for meerschaum can be made of quicklime mixed to a thick cream with the white of an egg. This cement will also unite glass or china.

Bending Glass Tubes.—Fill the tube with finely-sifted sand, close both ends and heat it over the flame of a Bunsen burner. It may thus easily be bent without losing its roundness at the elbow.

Frosting Polished Silver.—Cyanide of potassium, one ounce, dissolved in one-half pint of

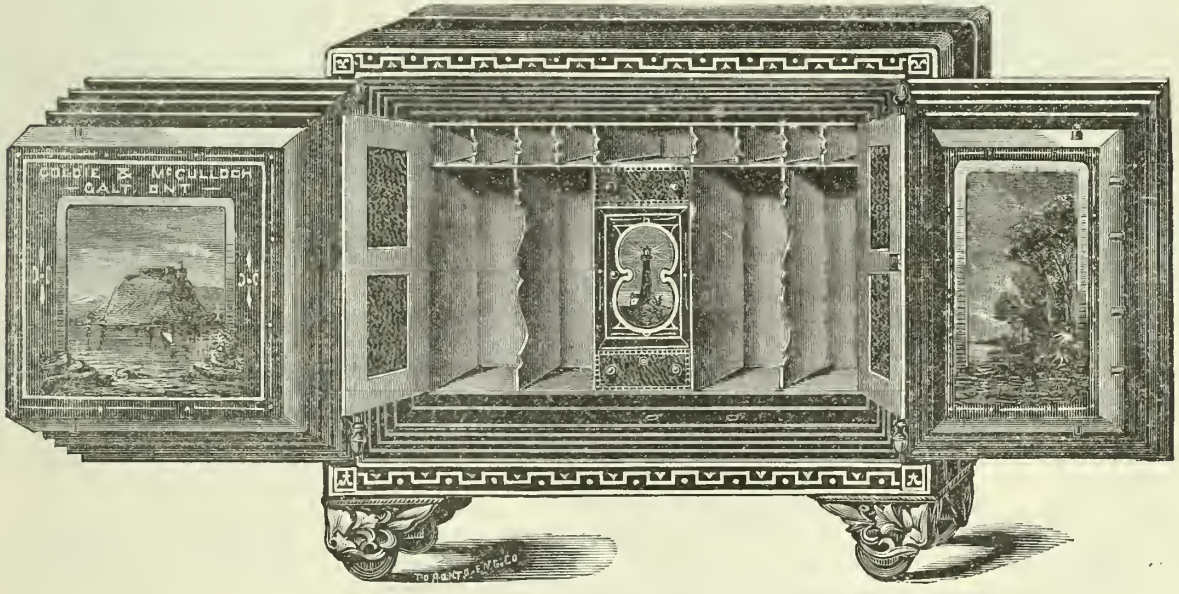
GOLDIE & McCULLOCH,

1844.—ESTABLISHED—1844.

GALT - SAFE - WORKS

Owing to the large increase of business transacted at OUR TORONTO OFFICE we have been compelled to secure greater accommodation and have, consequently, removed our Office and Warerooms to the extensive Premises adjoining the "Mail" Building, and being

No. 56 KING STREET WEST.



FIRE PROOF SAFE No. 20.

Our Safes have been Awarded the highest Prizes wherever Exhibited, Including Two Gold Medals in 1884.

All information can be obtained either by calling on or communicating with our representative at Toronto, MR. GEO. F. BOSTWICK, who has a LARGE VARIETY TO SELECT FROM; also, MANY SAFES OF OTHER MAKERS, TAKEN IN EXCHANGE FOR OURS, FOR SALE AT LOW PRICES.

TORONTO OFFICE AND WAREROOMS:

Adjoining the "Mail" Building, No. 56 King Street West.

water. Do not hold the silver in your hands, but use boxwood plyers, and apply the mixture with a brush to the surface.

Silver from Waste Products.—The refuse is to be mixed with an equal quantity of wood charcoal, placed in a crucible, and submitted to a bright red heat, and in a short time a silver button will be found at the bottom. Carbonate of soda is another good flux.

Grinding Tools.—Mr. F. K. Kaltenthaler says, in answer to a correspondent: "I use a grindstone with a crank for the first grinding of my graving tools, and when nearly ground finish them on an American oilstone. It expedites the work and answers well.

To Silver the Inside of Hollow Glass.—Convex mirrors, reflectors, globes, hollow glass vessels, etc., can quickly be silvered with the following amalgam, which becomes fluid at a low heat and adheres to glass: Lead and tin, each two ounces; bismuth, two ounces; mercury, four ounces. Add the mercury to the rest in a melted state, and then move from the fire; mix with an iron rod.

Ornamental Designs on Silver.—Select a smooth part of the silver, and sketch on it a monogram or any other design you choose with a sharp lead pencil, then place the article in a gold solution, with the battery in good working order, and in a short time all the parts not sketched with the lead pencil will be covered with a coat of gold. After cleaning the article the black lead is easily removed by the fingers, and a silver ornament disclosed. A gold ornament may be produced by reversing the process.

Washable Coating for Gypsum Figures.—According to C. Pusher, 3 parts caustic potash are dissolved in 36 parts hot water, 9 parts stearic acid are added, and the obtained soap paste is diluted with the same quantity of water and 95 per cent. alcohol. The warm solution is applied upon the warm gypsum cast, and this after a few hours, is repeated with a wet sponge. The casting becomes still handsomer if, in place of potash a corresponding quantity of ammonia is used. Old casts are first cleaned with a 3 per cent. caustic potash solution.

Hardening Gold Springs.—To gold detent, thermometer, suspension and balance springs can be imparted a high degree of elasticity. Rolling hardens them, but they are rendered very brittle thereby. They can be made pliable and elastic, not by hardening, as in the case of steel, but by annealing, care being taken not to exceed a certain degree of heat. The spring may be coiled on a block and placed in a tube, with a smooth steel lid; then heat the tube in the flame of a spirit lamp, and as soon as the steel is of a blue temper, remove the flame and allow the whole to cool.

Flattening an Ordinary Balance Spring.—Remove the collet and stud, and clamp the spring by a central screw between two plates, which are then placed on a blueing tray and gently heated. A small piece of whitened steel is laid on the plate in order to see that the heat does not exceed what is needed to give a blue temper. Allow the plates to cool and separate them. Ordinary springs being made of rolled steel and subsequently coiled, always open out on heating; it is therefore necessary, before resorting to the above method, to coil up the spring, as otherwise the outer turn will be found to have opened beyond the stud.

To Fuse Gold Dust.—Use such a crucible as is generally used for melting brass; heat very hot, then pour in your gold dust, mixed with powdered borax. After a while, a scum or slag will rise to the surface, which may be thickened by the addition of a little lime or bone ash. If the dust contains any of the more oxidizable metals, add a little saltpetre; skim off the slag or scum very carefully. When melted, grasp the crucible with a strong iron tongs and pour immediately into cast-iron molds slightly oiled. The slag and crucible may be afterward pulverized, and the auriferous matter recovered from the mass by cupelling with lead.

Cleansing Polishing Leathers.—A correspondent complains that his polishing leathers have shrunk together after washing them as directed by us. This can only have been by the use of very hot water; this should be hardly lukewarm. Wash your leathers with ordinary soap which contains much potash, and renew the water as often as necessary until perfectly clean. Then beat soap to froth, and meanwhile mix in a little olive oil, using barely a tablespoonful per leather. Next rinse the leather well and ring it dry, stretch it to all sides, and for the purpose of thoroughly drying hang it in a dust-free place but not near a stove. The oil is for the purpose of making the leather soft and supple, and it need not be feared that the oil will make it smeary. The leather can also be washed in benzine; they must then be wrung out in a soft linen rag or handkerchief, and rubbed with it until thoroughly dry, otherwise they would shrink together and become hard.

OTHER NOTES.

Steady Increase in Australian Gold Digging.—Mr. W. G. Langtree, Acting Secretary for Mines in Victoria, reports the estimated quantity of gold raised in the quarter ending June 30 as 190,218 ounces, 3 pennyweights; and he gives the number of miners employed on the gold fields during that quarter as 29,075.

Burmese Ruby Mines for Rent.—According to the Rangoon papers, a French mining company lately offered the large sum of 300,000 rupees per annum for permission to work the ruby mines of Burmah. The Burmese government, however, declined the offer, and demanded an annual rent of 500,000 rupees for the monopoly.

Aluminum is at present employed as a decorative and protective coating for iron and steel against rust, and is highly recommended in place of the nickelizing, tinning or coppering. It is said that the aluminum coating leaves the sharpness of the form of the articles protected with it, adhere, with great tenacity, and that it can equally well be employed upon cast and wrought iron; it can both be ground and polished, and permit an elaboration with the graver. There are many other considerations why it should be preferred to the other metals customarily used, and the fact that aluminum is rather costly will be only a secondary consideration; the first question is its adaptability.

C. W. COLEMAN,

WATCHMAKER TO THE TRADE

AND DEALER IN

Watch Material, Tools, Spectacles, Watch Cases, &c.

Complicated Watches repaired, adjusted and cleaned. Broken or imperfect parts in every grade of Watch replaced by new.

Also Jewelry Jobbing, and manufacturing of Special Designs, Engraving, &c.

Spectacles at 75 cts., $1.25, and $3.25 per Dozen.

Samples of above three lines sent prepaid for 50 cts.

Orders to receive prompt attention must be accompanied with city reference or the cash.

C. W. COLEMAN,

10 KING ST. WEST, (up stairs)

TORONTO.

T. WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

E. & A. GUNTHER,

18 JORDAN STREET, - - TORONTO,

IMPORTERS OF

WATCH-GLASSES,
SPECTACLES,
TOOLS & MATERIALS,
PRECIOUS STONES,
WATCHES,
JEWELLERY,
CLOCKS

In every variety constantly on hand. Large importations in all the latest novelties coming in for FALL TRADE.

SATISFACTION GUARANTEED.

Jewellery Business for Sale.

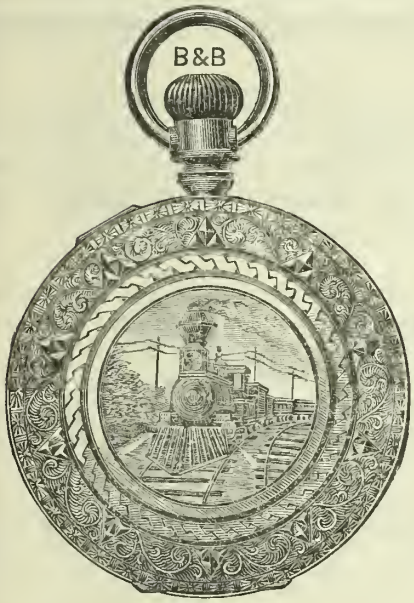
Jewellery and Watch-repairing business for sale in one of the best towns in Canada. Stock about two thousand dollars, more or less. Ill health being the cause for wanting to sell.

C. J. ALTEMAN,
Waterloo,
Ont.

THE
BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



24

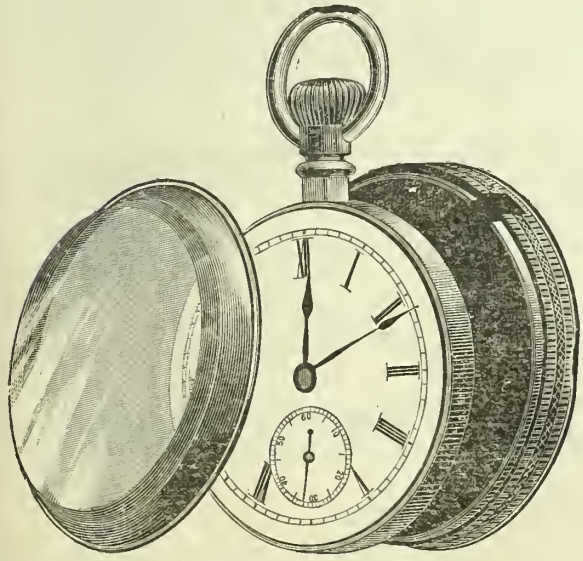
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



85

SOLD BY ALL JOBBERS


Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22
Back View of
PATENT SNAP BEZEL CASE.

No Step Backward ! Every Advance a Triumph !

JAMES BOSS GOLD CASES BETTER THAN EVER AT

REDUCED PRICES !

THE character and magnitude of the plant of the KEYSTONE FACTORIES are unrivaled. Improved and patented machinery of the most ingenious description occupies every floor of two of the most massive and stately buildings in Philadelphia, while hundreds of operatives, selected for their commanding skill, and drilled in special and original methods, assist in giving shape, construction, and finish to the most complete and serviceable Watch Cases ever produced.

Celebrated as JAMES BOSS GOLD CASES were heretofore, they have now an additional claim to fame and popular favor. Notwithstanding their reduced price,

Every Style of Jas. Boss Gold Case is Made Better Than Ever

It will particularly repay every jeweler on the alert for new, fresh, and reliable goods at prices that *MUST* sell them, to examine the

DOUBLE | PEERLESS | BOSS | GOLD | CASES.

It is, of course, impossible to illustrate, through a print, the graceful roll of the curves, delicately executed rope knurling, and exquisite vermicelli engraving of these cases. No description can do them justice. They are literally superb, and are sold as low as any first quality goods known to the trade.

Every Case has the Dust-Proof Band, is close-fitting to a nicety, interchangeable, and is guaranteed for Twenty Years.

The greatest recommendation of Jas. Boss' cases is that their guarantee is *bona fide,* and that they give universal satisfaction.

Keystone Watch Case Factories,

19th and Brown Streets,

PHILADELPHIA, PA., - - - - U. S. A.

PARTNERSHIP.

The undersigned desire to notify the Trade that they have this day entered into partnership as wholesale and manufacturing jewelers, in the City of Toronto, under the style of Lowe & Anderson.

The new firm will assume all the liabilities of W. G. H. Lowe & Co., and of A. C. Anderson & Co., and collect all the accounts due to either of them.

Witness, WM. M. HALL.

W. G. H. LOWE,
A. C. ANDERSON.

June 1st, 1885.

SPECIAL NOTICE.

In reference to the above, we desire to say that the facilities now possessed by the new firm in the shape of ample capital and first-class connections in both American and European markets, enables us to offer to the trade exceptional advantages in the price and quality of goods. We propose to keep our stock of Watches, Watch Cases, English and American Jewelry, Clocks, Watch-material and Electro-plated ware, fully assorted and to sell at bottom figures to good men. The business will in future be conducted at the old stand, 16 Wellington Street East, where we trust to be able to serve all the old customers of both firms, and as many new ones as may do us the favor to call and examine our stock and prices.

Thanking the trade for their liberal patronage in the past and assuring them of our continued desire to serve them we are Yours truly,

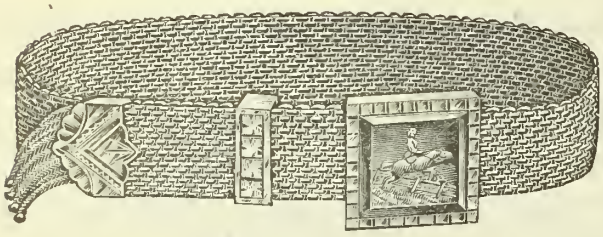
LOWE & ANDERSON,

SUCCESSORS TO W. G. H. LOWE & CO., TORONTO, AND A. C. ANDERSON & CO., HAMILTON,

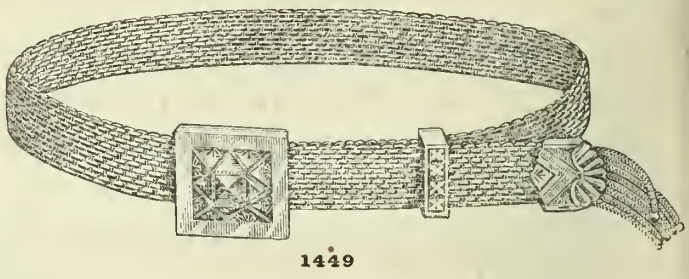
Wholesale & Mf'g Jewelers,

16 WELLINGTON ST. EAST, - - - TORONTO.

The "R. F. S. & Co." Rolled Plate Chain & Chain Bracelets.



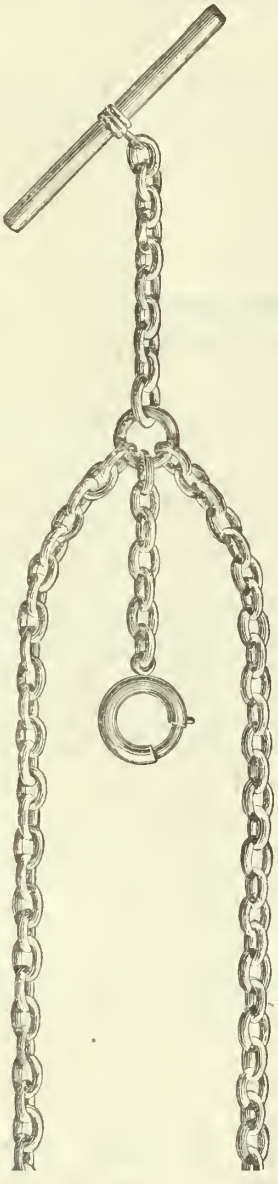
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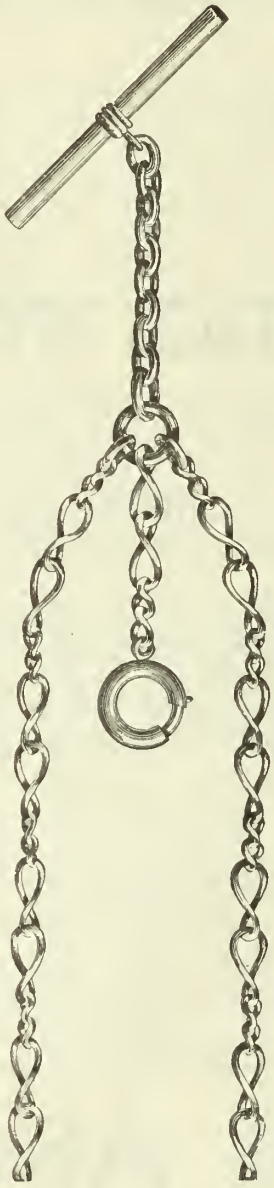
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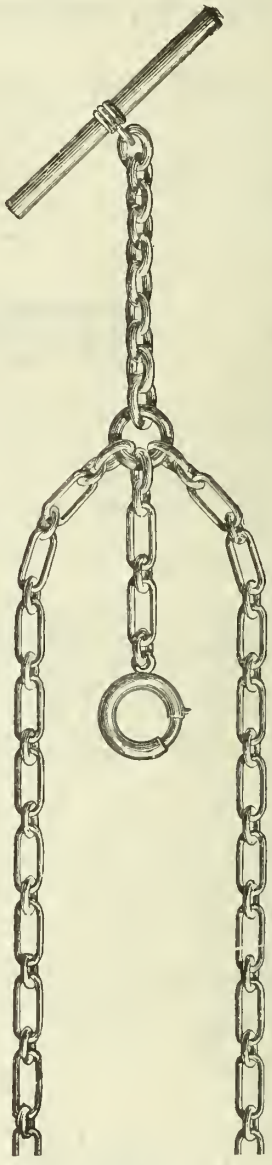
The Queen
Sterling Silver,
Elegant and
Durable.
No. 129.



983.



1038.



97.



The Queen.
Latest Style for the
Ladies.
Platinum and Gold.
No. 1444.

REMEMBER EVERY ARTICLE OF THIS MAKE IS WARRANTED.

FOR SALE BY ALL CANADIAN JOBBERS.

THE TRADER.

TORONTO, ONT., AUGUST, 1885.

The recognized organ of the Jewelry and kindred Industrial-Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 *ADELAIDE STREET WEST,*

Toronto, Ont

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

OURSELVES.

Our readers we think will bear out the assertion that we do not often have much to say about ourselves, but at the close of our sixth volume we may be pardoned, we think, if we venture to draw their attention to the progress the journal has made since its inception.

As we write, we have before us No. 1 of Volume 1 of THE TRADER dated September 1st, 1879. This number was in size the same as the present TRADER, but consisted simply of an 8 page paper without any cover. The present issue as our readers will notice is, including the colored cover, 28 pages, or three and a half times its original size. The advertisements in the initial number consist of four. P. W. Ellis & Co., Zimmerman, McNaught & Co., W. Millichamp & Co., and P. Patterson & Sons. In the present number will be found the advertisements of three of these four firms, two of whom P. W. Ellis & Co. and Lowe & Anderson successors to Zimmerman, McNaught & Co. have had advertisements in every number that has since been issued.

Looked at from this standpoint, there can be little doubt that THE TRADER has been a success and that it has in the matter of its growth far exceeded the expectations of its promoters. The publishers have endeavoured as far as in them lay to carry out the promise made by them in their introductory editorial. They then said, "We propose to discuss all questions involving trade issues, from a purely independent standpoint, and shall give forth no uncertain testimony for the side we consider to be in the right. We shall be glad to receive communications on live trade issues, or trade abuses from our readers, and our columns will always be open for the free discussion of subjects that will tend to advance sound business principles and elevate the standard of commercial morality." We have endeavoured to carry out these principles as fairly and as fully as we could, and the many strong and favorable endorsements we have received from the trade in all parts of the Dominion affords us ample proof that our efforts have been appreciated. For these expressions of approval and appreciation, we thank our many friends and we shall do our utmost in the future to continue to merit their good opinion.

Before leaving this subject, however, we would like to ask the trade, whether they as a body have taken the advantage of this journal that they ought. We have provided them for six years with a trade journal which contains information invaluable to any jeweler, free of charge, and all we have asked in return is that they would read our articles and use our columns for the purpose of discussing live trade issues or the interchange of ideas. With some few notable exceptions, our jewelers have not taken advantage of their opportunities in this respect, and in our opinion have lost very much information thereby. There are hundreds of things that our retail jewelers could discuss in such a manner, that it would pay them to discuss if they only would. Such discussions would no doubt pave the way for better acquaintance and trade organization, a thing that everybody must admit is badly needed amongst the retail trade. We have plenty of jewelers capable of writing first-class articles in connection with trade topics and we invite all such to ventilate their opinions in the only medium that circulates amongst the entire trade of Canada.

In our introductory article before quoted from, referring to our advertisements we said—"As this paper is distributed free of expense to every jeweler in Canada, we do not think that we shall be considered unreasonable if we venture to direct the special attention of our readers, not only to the original and selected matter, but also to the advertisements of the well-known and first-class houses it contains. Although our revenue is derived entirely from our advertisements, we shall in all cases endeavour to direct the attention of the trade to reliable houses who offer reliable goods." In this respect we think we have amply made good our promise. No advertisement has ever appeared in our columns except of first-class houses whose standing was beyond dispute and who were always ready to carry out their promises. We propose in the future as in the past to carry out this feature and to make THE TRADER not only a readable paper, but a trustworthy guide to the best markets in the jewelry trade.

OUR VOLUNTEERS.

The past week has been one of enthusiasm and rejoicing throughout Canada on account of the return of our victorious veterans from the North-West. Our citizen soldiers have done their duty nobly. They spring to arms with alacrity at the first call, they endured all the hardships, privations and dangers incident to a campaign with heroic fortitude, and last but not least, they were entirely successful in vanquishing the rebels and in restoring law and order in the North-West. They deserve well of their country.

The magnificent demonstration accorded to the contingent from the vicinity of Toronto on their return to the Queen City of the West, was the finest thing of the kind the Dominion of Canada has ever seen. Toronto looked its best; thousands of banners, streamers, arches, festoons and mottoes of all and sundry kinds, glittered in the sunshine or fluttered in the breeze, and the streets were jammed for miles with thousands upon thousands of gaily dressed citizens who literally cheered themselves hoarse. Everybody was glad, everybody cheered and did various other things that in a colder blooded mood they would never have thought of doing. It was a grand ovation as worthy of Toronto as the men who received it were worthy of such a reception.

Now that the men are home and things are getting settled down people are beginning to realize the scurvy manner in which the Government has treated their claims for compensation; men who fought their country's battles, and by their valor and sacrifices restored law and order to a section of country which the blunders or worse of Government

officials had provoked if not encouraged. The vote to such men of a grant of 320 acres looks like a big thing until you come to examine it, and then one sees that it is a fraud of the most palpable description. Any person who wants to settle can get 160 acres of Government land for nothing and get the other 160 acres for one dollar per acre, so that taken at its best it is but a present of 160 acres of land. But when we find out that in order to avail themselves of this gift, our volunteers have either to settle on the place themselves or put some one else on it within one year, we see how misleading the offer is and of how little value it can be to our brave volunteers, most of whom are city men and have no desire to leave home and their present occupations to get this very liberal reward of their valor. In lieu of this land they can elect to take $80.00 worth of scrip which will be accepted by our Government in payment for North-West lands only. From this it will be easily seen that the government consider this $80.00 of scrip is about equivalent to the original offer of lands. This scrip will only bring about 50 cents on the dollar, so when boiled down to hard pan this reward means about $40 in hard cash. It is liberality with a vengeance. Compare this grant of $40.00 as a reward to men who have endured incredible hardships and risked their lives for four months, with the extra allowance of $500 to the members of the Dominion Parliament for attending to their duties during the same period and taking things easy at Ottawa and we have the true inwardness of Canadian politics. It is a disgrace to Canada and certainly no encouragement to citizens to peril their lives for their country when their services are met by such a scurvy recognition.

THE INSOLVENT ACT.

As a great many people prophesied, Sir John Macdonald has again squelched the "Insolvent Act" for another year, at least, by keeping it back until it was too late for the House to consider it this session. This action is a pretty fair specimen of the way politicians in Canada regard the interests of the country as compared with those of party. A new "Insolvent Act" is a measure unanimously demanded by the mercantile community from Halifax to Vancouver; it is one that is essentially just in every particular, and moreover, in consequence of the want of such an Act, business is unsettled at home, and Canadian credit suffers abroad. These things have been represented to the Premier both in Canada and England a score of times. He has been interviewed by commercial deputations, who pointed out to him the necessity of legislation in this direction, and on every occasion has replied that he was thoroughly in sympathy with the object they had in view and would do his utmost to carry it into effect. How he has carried out those oft-repeated promises, the records of the past three sessions will tell.

The session just closed was the longest one since Confederation; the Government has brought in measures entirely uncalled for, and which were so glaringly partizan in character that they provoked enough discussion to make the session fully double its usual length. A Franchise Bill that cannot possibly come into force until the next general election, a couple of years from now; a Bill to grant a few more millions to the C. P. R. millionaires—those and such like political measures, that are only intended to serve partizan purposes, were rushed through in spite of clamour and protest, whilst such legislation as "The Insolvent Act" was coolly shelved until a more convenient season.

There is altogether too much politics and too little patriotism about our legislators to suit commercial men. If they would consider the interests of Canada just about one-tenth what they do that of their party, the country would be more economically governed and be in a much more prosperous condition. Our rulers apparently do not ask themselves "What is best for the country?" but "What is best for our party?" In their scales and with their weights, party goes down and country up every time.

Although the "Insolvent Act" has been shelved for the time being, it is ultimately bound to carry. If Sir John Macdonald had thought that it would have strengthened his party any it would have been law long ago; as matters stand at present it will remain in *statute quo* until he sees that holding it back longer will hurt his chances of re-election. When that time comes his party will suddenly get new light upon the subject, and it will go through with a rush. In the meantime our merchants must agitate the question and let those in power see that they mean business and are bound to have such an Act.

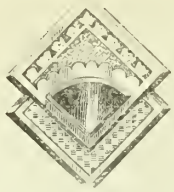
AN ADVANCE IN AMERICAN MOVEMENTS.

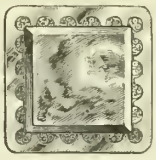
Since our last issue the price of nearly all American watch movements has advanced somewhat, an indication, we think, of a revival in trade in the United States. As we pointed out in our last issue, any such advance is sure to be taken advantage of by their Swiss competitors, who will now be able to compete against them more favorably than before. Without any disparagement to the movements made by Swiss manufacturers, it is safe to say that people in Canada prefer American-made goods at anything like the same figures. When, however, the difference becomes too apparent, the sales of Swiss goods increase and they displace American goods to an equal amount. Heretofore American movement manufacturers have made a special export price to Canadian trade in the form of a five per cent. concession, which they now propose to take away and make them pay the same prices as American jobbers. In so doing, we think they are making a mistake. They have almost complete possession of their own and the Canadian market, and in order to keep the latter they are bound to make some concessions in order to bring the price down as near as possible to American prices. Every per cent. they increase in the export trade, they lessen their chance of doing business, and this, we fancy, their Swiss competitors will not be slow to take advantage of. Swiss manufacturers are now working hard to bring their movements up to a standard where they can successfully compete with American movements in quality and undersell them in price. When they get there, as they assuredly shall some day, fancy prices will become a thing of the past, and watch movements will get down to rock bottom prices. At present American manufacturers have a strong lead, and we think if they are wise they will do nothing to lessen it.

We do not anticipate that the slight advance on movements will affect the trade injuriously. The crop reports are excellent, and if the harvest is secured in good condition, the prospects for a large and good-paying fall trade are almost all that could be desired. If the United States is also blessed with an abundant harvest and a return of prosperous times, we are of the opinion, that although prices of low grade movements


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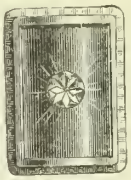
THE AMERICAN LEVER.


1601

THE FAULTLESS

Cuff and Collar Button.


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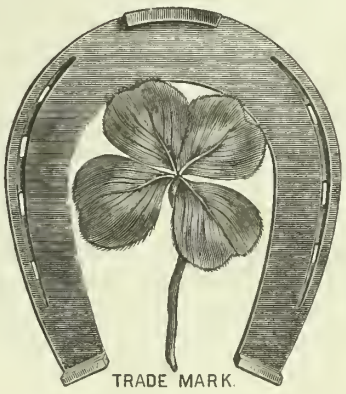

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Perfectly Simple!



BUTTON OPEN.



Simply Perfect!



BUTTON CLOSED.


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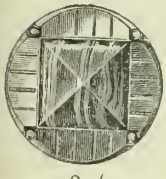

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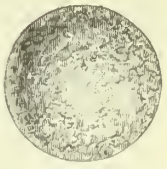

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WE BEG to present herewith to the notice of Canadian Trade, Cuts of a few of our most popular styles of Sleeve Buttons.

All goods of our make bear on their post the imprint of our famous Trade Mark, the HORSE SHOE AND CLOVER, and no others are genuine American Levers.

For sale by all leading Jobbers throughout Canada.


81/


603

HOWARD & SON, MAKERS,

102 Orange Street, PROVIDENCE, R.I.

Salesroom, 176 Broadway, New York.

WE SELL TO JOBBERS ONLY.


723


1606


721


1426


1509


1427


728

may not advance further, they will not be so plentiful nor so easily obtained as they are to-day. Two years ago times were good and low grade movements were selling at a premium, and we do not think that we would lose anything by returning again to a similar condition of things.

Selected Matter.

ANNALS OF THE FINGER RING.

JOHN W. MILES, IN "JEWELERS' JOURNAL."

As a pledge of betrothal and marriage it is known that the ring has been employed from the most ancient times, but the significations of it are somewhat obscure. That the Egyptians used rings of gold as money is manifest from their monuments, and it is supposed that one of these rings was placed upon the bride's finger, as a token that her husband's possessions had become hers also by the ceremony of marriage. The selection of the left hand was in accordance with the theory that the left hand was inferior to the right, and hence symbolized the subjection of a wife to her husband. Still, again, the finger next the little finger, which has always been the recipient of this emblem, signified not only an affair of the heart, by reason of the anatomical fallacy previously mentioned, but also gave an additional security to the golden hoop, since this finger is the least used of any, and cannot be extended except in the company of another, which, in a measure protects it. All these explanations are very ingenious but extremely difficult of proof.

That the early Jews used the wedding ring is undoubted, although Selden claims that it was after they saw it in use by others. Hebrew marriage rings of the sixteenth century are still extant. These are of large size, and known as "tower" rings. It may readily be supposed that rings of this character were often very fine specimens of art, and even the architectural ornament served as a receptacle for perfumes or souvenirs, a portion of the roof opening upon a hinge and being locked with a key.

With the Romans the ceremony of betrothal before marriage prevailed as at the present day, and rings were passed as earnest in the same manner as at the conclusion of any other bargain. At the completion of the marriage settlement rings bearing the names of the contracting parties were presented to the guests. Sometimes the *annulus nuptials sponsalitius* bore inscriptions like "May you live long," or, if a stone was inserted, it bore an intaglio like a hand pulling the lobe of an ear with the motto, "Remember me,"—a promise of conjugal punishment in case of forgetfulness.

Among the Christians the use of marriage rings prevailed as early as 860. There is a queer legend of a wedding ring which was given by Joseph to the Virgin Mary. It occurs in "Patrick's Devotions of the Roman Church," and though somewhat lengthy, it appears sufficiently interesting to be quoted in full. "It was discovered in the year 996 in this way: Judith, the wife of Hugo, Marquis of Etruria, being a great lover of jewels, employed one Ranerius, a skillful jeweler and lapidary of Clusium, to go to Rome to make purchases for her. There he formed an intimacy with a jeweler from Jerusalem, who, when Ranerius was about to return home, professed great affection, and offered him a ring as a pledge of friendship. Ranerius, looking upon it as of little value, declined it with a slight compliment; but the jeweler from the Holy Land bade him not contemn it, for it was the wedding ring of Joseph and the blessed Virgin, and made him take it with a special charge that it should not fall into the hands of a wicked person. Ranerius, still careless of what he said, threw it into a chest with articles of inferior value, where it remained until his forgetfulness cost him dear, for when his son was only ten years old (the number of years that his father disregarded the Virgin's ring) the boy died and was carried to his burial. But, behold, as the hearse went forward, on a sudden the dead child rose from the coffin, ordered the bearers to stop, and calling to his father, told him that by the favor of the blessed Virgin he was come from Heaven to tell him that as he had contemned religion by concealing her most holy ring in a common heap, he must immediately send for it and publicly produce it that it might be openly venerated. The chest being brought and delivered into the son's hand, he presently found the ring although he had never seen it before; then, most reverently kissing it, and showing it to the spectators, they religiously adored it, during the joyful pealing of bells, which rang of their own accord, whereupon, ordering himself to be carried to the place where he desired to be buried, he delivered the ring to the curate of the parish, and then laying himself down in his coffin was interred. This ring wrought many miracles; ivory ones touched with it, worn by women in difficult labor, relieved them; an impression of it in wax, applied to the hip, removed the sciatica; it cured diseases of the eyes, reconciled married people that quarreled, and drove out devils.

"Five centuries afterward, in 1473, the church of Musthiola, where it effected these wonders, becoming ruinous, the ring was deposited with a religious community of Francescans at Clusium. One of the brethren of the order, named Wintherus, a crafty German, and very wicked, having obtained from the magistrates an appointment to show the ring on a certain occasion, after exhibiting it at the end of his sermon, stooped down as if he were putting it into the place provided for it, but instead of doing so he slipped it up his sleeve, and privily conveyed himself and the ring from the city across the water. All was well so far, but when he got into a neighboring field it suddenly became dark, so that, not knowing which way to go, but well knowing what was the matter, he hung the ring on a tree and falling to the ground penitently confessed his sin to it and promised to return to Clusium if it would dispel the darkness. On taking it down it emitted a great light, which he took advantage of to travel to Perusia, where he sojourned with the Augustin friars till he determined on making another effort to carry it into Germany. He was again hindered by the darkness returning. It infested him and the whole city for twenty days. Still he resolved not to return to Clusium but tell his story in great confidence to his landlord, one Lucas Jordanus, who with great cunning represented to him his danger from the Clusians and the benefits he would receive from the Perusians if he bestowed the ring on that city. Wintherus followed his advice. As soon as the ring was shown to the people the darkness disappeared, and Wintherus was well provided for in the house of the magistrate. Meanwhile, the Bishop of Clusium coming to Perusia, endeavored in vain to obtain the relic. The city of Sena sent an ambassador to resist the claims of the Clusians. He was enter-

In compliance with an increasing demand, we have placed on the market a

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

embodying many of the excellent qualities of our original Patent Dust Proof Case, though offered at a lower figure.

The back and center of the new case are made of one continuous piece of solid silver, into which an Albata Cup is screwed identical in shape with the back, thus greatly strengthening it and efficiently protecting the Movement against dust.

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

We shall continue the manufacture of our popular Patent Dust-Proof Case with Screw Crown and Screw Bezel in all the styles as heretofore, plain and inlaid, with Lever and Pendant Setting.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS OF THE

American Waltham Watch Co. of Waltham, Mass.

NEW YORK, BOSTON, CHICAGO,

LONDON, SYDNEY.

tained by the Perusians with great respect, but they informed him that having used no sacrilegious arts to obtain the blessed Virgin's ring, they respected her too much to restore it to the owners; that they received it within their walls with as much respect as they would do the Ark of the Covenant, and would defend their holy prize by force of arms. The bereaved Clusians laid their case before Pope Sixtus IV., and the Perusians did the same. Wintherus was ordered by the Pope, on the importunity of the Clusians, into closer confinement; but as the heat abated, he passed a merry life in Perusia, and at his death the Francescans and the Canons of St. Lawrence disputed for the possession of his body. This honor was, in the end, obtained by the latter, in whose chapel he was buried, before an altar dedicated to St. Joseph and the Virgin, and a monument was erected by the Perusians to the ring stealer's memory, with an inscription which acknowledged that the receivers were as much indebted to him for it as if it had been his own property and he had offered it of his own accord."

Modern learning has demolished the theory of this ring, for, says the Rev. C. W. King, in his Handbook of Engraved Gems: "The highest glory ever attained by the work of the engraver was that of the cameo of the Abbey of St. Germain des pres, which enjoyed for an entire millenium the transcendant (though baseless) fame of adorning the espousal ring of the Virgin Mary, and of preserving the portraits after life of herself and Joseph." But, alas! antiquaries have now remorselessly restored the ownership of gem and portraits to two nobodys (probably *Liberti*, judging from their names), whose votive legend, "Alpheus with Aretho," is but too plainly legible in our Greek reading times.

A curious ring used in betrothals during the fourteenth century was the "gemmal" or "jemmal" ring. This was either double or triple, and on the occasion of betrothal they were separated, each party retaining one, and reunited again after marriage. In case of the triple ring a friend or witness held the third hoop. These were called gemmel rings and showed two hands clasped when the circles were closed. Sometimes they were made still more complicated, but the triple ring appears to have been the usual refinement. Thus Herrick writes:

"Thou sent'st to me a true love-knot, but I
Return a ring of jemmals to imply
Thy love had one knot, mine a triple tye."

Sometimes they were called the "joint" ring, as in Dryden's "Don Sebastian":

"A curious artist wrought 'em
With joynts so close as not to be perceived;
Yet are they both each other's counterpart.
Her part had Juan inscribed, and his had Zayda,
(You know these names were theirs), and in the midst
A heart divided in two halves was placed.
Now if the rivets of those rings enclosed
Fit not each other, I have forged this lye,
But if they join, you must forever part."

That which has been written in these articles bears but a small portion to the vast amount of material at the command of the writer, but unfortunately a late discovery that the subject has already been treated by foreign pens, deprives the review of that zest which only comes from original research, and necessitates a speedy ending of a work which must, perforce, follow in paths already trod. Customs, however, may change; styles may vary, but the ring will still hold its place and rank until that eternity of which it is the emblem.—*Exchange.*

THE NIAGARA GORGE AS A CHRONOMETER.

G. FREDERICK WRIGHT.

In order to understand the recession of the falls of Niagara, it is well to remember that the rock strata which underlies it dips gently (twenty-five feet to the mile) toward the south. The upper or No. 1 stratum consists of compact Niagara limestone about 80 feet in thickness. Underneath it is the comparatively soft Niagara Shale, or No. 2 stratum, of about the same thickness. Nos. 3 and 5 are also strata of hard rock, with a softer rock intervening. The river formerly plunged over the escarpment at Queenston, about seven miles below the present cataract, and when the perpendicular fall must have been upwards of three hundred feet. From that point to the present cataract the river now occupies a narrow gorge from five hundred to twelve hundred feet in width, and from two hundred and fifty to three hundred and fifty feet in depth. The softer rocks rapidly wear away, thus undermining the harder rocks above, and leaving them to project over, and finally to break off in huge fragments, and fall to the bottom, where they would lie to obstruct the channel, were it not for the great momentum of water constantly pouring upon them, and causing them to grind together until they are pulverized and carried away piecemeal. The continuity of the underlying soft strata insures the continuance of a projecting stratum at the top, and a perpendicular plunge of water passing over it.

Double interest attaches itself to the Niagara gorge, when we consider the evidence of its post-glacial origin, and thus are permitted to regard it as a chronometer of the glacial age.

That the Niagara river can have occupied its present channel only since the glacial period, was shown by Professor Newberry when he proved that the Cuyahoga river, emptying into Lake Erie at Cleveland, occupied in pre-glacial times a channel about two hundred feet below its present bed, borings in the bed of the Cuyahoga extending that distance in glacial clays before reaching the rock. To receive a tributary at that depth, the level of Lake Erie must of course have been correspondingly depressed; and, as the lake is nowhere much more than two hundred feet in depth, we may confidently say that before the glacial period, such a body as Lake Erie did not exist, but instead a wide valley through which a great stream, corresponding to the present Niagara, found its way to the head of Lake Ontario, through a deep and continuous gorge. Professor Spencer, indeed thinks he can trace the course of this pre-glacial gorge from near the mouth of the Grand River in Canada, northward to Lake Ontario.

We might also infer the relatively late origin of the present channel of the Niagara from the small amount of work which the river has done in its present channel. The Alleghany and Ohio rivers, which lie outside the limit of glaciation, illustrate in a striking degree the extent of pre-glacial erosion. For a distance of more than a thousand miles these streams occupy a continuous eroded trough, averaging about a mile in width and from three hundred to five hundred feet in depth; whereas the gorge in the Niagara river below the falls is only about seven miles in length.

That the Niagara gorge is post-glacial, was also shown as early as 1841, by Prof. James Hall, of the New York survey, who pointed out to Sir Charles Lyell the probable course of a pre-glacial channel, now filled with glacial *debris* extending from the whirlpool to St.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

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David's, where the level of Lake Ontario is reached.

From the falls to Queenston, the perpendicular bank of the gorge, from two hundred and fifty to three hundred feet in height, is continuous upon the east side; but upon the west side, about half way down, occurs a remarkable indentation, known as the "whirlpool." Following this bank around, small streams expose the rock before descending to the whirlpool, and the rocky bank re-appears. The opening of the supposed pre-glacial channel to the north-west is much wider than its entrance at the whirlpool, and the descent of three hundred feet to St. David's is rapid. The broad opening towards St. David's is also filled with gravel rather than with till; and this gravel extends southward over the higher level toward the falls, somewhat like the familiar "lake ridges" of Ohio.

It will be seen that the existence of a pre-glacial channel from the whirlpool to St. David's—a distance of about three miles—is somewhat hypothetical, since for a space of nearly two miles the original features of the country are wholly disguised by the glacial deposit, and no wells have been sunk to a sufficient depth to test the question properly. The well to which Sir Charles Lyell referred was probably about the head of the stream which is really in the gravel outside the escarpment. Still there is little doubt that before the glacial period there was a narrow gorge, about two hundred and fifty feet deep, extending from the whirlpool, and perhaps a little above it, to the Ontario level at St. David's. But it is equally clear that the river which wore this gorge was not the Niagara, since a stream of that size must, during the long pre-glacial period (measured by the eroded channel of the Ohio and Alleghany(, have worn a gorge far longer than that between the whirlpool and the present falls. The pre-glacial channel from the whirlpool to St. David's was probably, therefore as Dr. Pohlman suggests, the work of a comparatively small stream, with a drainage basin occupying not more than two or three counties in Western New York.

Considering now the gorge from Queenston to the falls of Niagara as the work done by the stream since the close of the glacial period, and taking that as the dividend, if we can determine the annual rate at which the falls recede, and take that for the divisor our quotient will represent the time that has elapsed since the glacial period. By comparison a practical calculation may be made as to the amount of recession of the horse-shoe fall in the interval of thirty-four years. This cannot vary much from a hundred feet upon the whole line, being, as the commissioners calculate, two hundred and seventy feet at certain points.

Until this last survey, the attempts to estimate the time required for the cataract to recede from Queenston to its present position have been based upon very insufficient data. Mr. Blakewell, an eminent English geologist, gave personal attention to the problem as early as 1830, and, from everything he could learn at that time, estimated that the falls had receded about one hundred and twenty feet in the forty years preceding. He recurred to the problem again in 1846, 1851, 1856 (*American Journal of Science*, January 1857, pp. 87, 93), and was each time confirmed in the belief that the apex of the horse-shoe fall was receding, on an average, three feet a year. On the other hand, Sir Chas. Lyell, upon his first visit, in 1841, "conceived" (upon what basis he does not tell us) that, at the utmost, the rate could not be more than one foot a year, which would give us thirty-five thousand years as the minimum time. But, as it appears, the result of the recent survey is to confirm the estimate of Mr. Bakewell, thus bringing the period down to about seven thousand years.

Two elements of uncertainty, however, tending to lengthen the estimate, should be noticed. In the first place, the recession may have been somewhat slower while the hard stratum was exposed. In the second place, the deposits of gravel running southward from St. David's, and corresponding to the lake-ridges, indicate that subsequent to the glacial period this whole region was slightly submerged beneath a shallow body of water; in which case the recession of the gorge would have begun only upon the emergence of the land. And we have no means of telling how long an interval may have elapsed between the withdrawal of the ice and the withdrawal of the water.

On the other hand, it is probable that the channel of a pre-glacial stream extended somewhat above the whirlpool, thus reducing amount of work done since glacial time.

The above estimates are confirmed, also, by the small amount of change that has taken place in the species of animals during this period. The mollusks found in the river above the falls at the present time are identical species with the shells found in the deserted river channel at the top of the escarpment opposite the whirlpool, while nearer the falls the bones of the mastodon have been found in the same deposits; all of which corresponds with a vast amount of other evidence, going to show that the present species are, in the main, identical with those existing at the close of the glacial period. The theory of evolution is relieved from a heavy burden by supposing a recent date for the close of the glacial epoch; for the changes since that epoch have been so slight, that the time allowed by physicists is insufficient for the whole development of organic forms, unless the rate of change is more rapid than must be the case if the glacial period is thrown very far back.

JOHN ARNOLD.

It may be of interest to many readers of your excellent journal to hear something about that great horologist, the late John Arnold, whose fame has gone out from England to all nations and provinces where the English language is spoken. John Arnold was truly a genius of rare ability and attainments, who possessed great mechanical ingenuity combined with indefatigable industry and perseverance. It may not be generally known that when a young man he was engaged in locksmithing, an important industry in the last and beginning of the present century. His trade called him to travel over England and Scotland, from town to town, repairing locks and bottle jacks and also cleaning clocks and watches. While upon one of his tours he actually cleaned a watch on the summit of the spire of the Cathedral at Salisbury. This incident is related about as follows:

From time to time some daring person has climbed this spire to oil the weather cock, a most dangerous feat, as the spire is four hundred and four feet from the ground. It is ascended by ladders for about three-fourths of its height, which are fixed inside the spire. A small door then opens and the adventurer has to climb the rest of the way by a series of iron handles which are fixed in the stone work, and by which he is able to make



TRADE 



MARKS.

An Open Letter of Special Interest to the Retail Trade of Canada.

TORONTO, JULY 25th, 1885.

GENTLEMEN,

The manufacture of Fine Gold Watch Cases is one of the most intricate as well as the most exact of mechanical operations. If not properly constructed and fitted in every part, it is practically useless, and certainly far from being "a thing of beauty and a joy forever." In a perfect watch case, three things are absolutely necessary, viz., (1) first-class material, (2) tight jointing and fitting, and (3), a perfect finish. The American Watch Case Company, of Toronto, claim to combine in the Cases of their manufacture all these essentials, and to produce as perfect a Case as any in the world. We have fitted up our new factory with the latest and most improved American machinery, use only pure gold from the U. S. Mint, and employ the most skilled workmen that can be had in the best U. S. factories. This being the case, we have no hesitation in asking the Trade of Canada to purchase our Cases on their merits, feeling satisfied that as far as quality of material and perfection of finish is concerned, they are equal, if not superior to any similar goods imported into this country.

As regards price, we claim that our goods can be sold fully twenty per cent. lower than any imported goods of equal quality that are honestly entered through the customs and pay the usual duty demanded by Government. Three-fourths of the value of a gold case is in the material. Importing it as we do in the form of bullion direct from the mint, it comes in free of duty, but if manufactured before it is imported, a duty of twenty-five per cent. is levied upon it by the customs authorities. The Trade will thus see that we offer them Cases equal to any imported, on which this expenditure for duty is saved, and that by handling our goods they will be enabled to sell an equally good Case at a very much lower price than they have been formerly compelled to charge for the imported article. We have laid down the following platform in regard to the manufacture of our goods, and shall not depart from it on any consideration. 1st. We manufacture no goods without our own Trade Marks. 2nd. We stamp no goods of higher quality than they really are. 3rd. We guarantee the quality of every Case we make to be as stamped upon it.

GUARANTEE OF QUALITY.—The AMERICAN WATCH CASE COMPANY OF TORONTO guarantees every Case manufactured by them and bearing any of their Trade Marks as above to be of the quality stamped upon it according to the U. S. Standard.

Dealers and the public can therefore buy Goods bearing this Stamp with the full assurance that they are getting the quality exactly as represented and no other, a great point in these days of stamped up Goods, and one we feel sure that they will not be slow to appreciate. We have just sent out to every Retail Jeweler in Canada a complete list of the Gold and Silver Cases of our manufacture, and the prices and terms at which they can be had from the Jobbing Trade. We sell no Goods direct to the Retail Trade ; but they can be procured at our Catalogue Prices from any of the leading Jobbers in Canada. Assuring you of our best desire to give you honest goods at honest prices, we are,

Yours very truly,

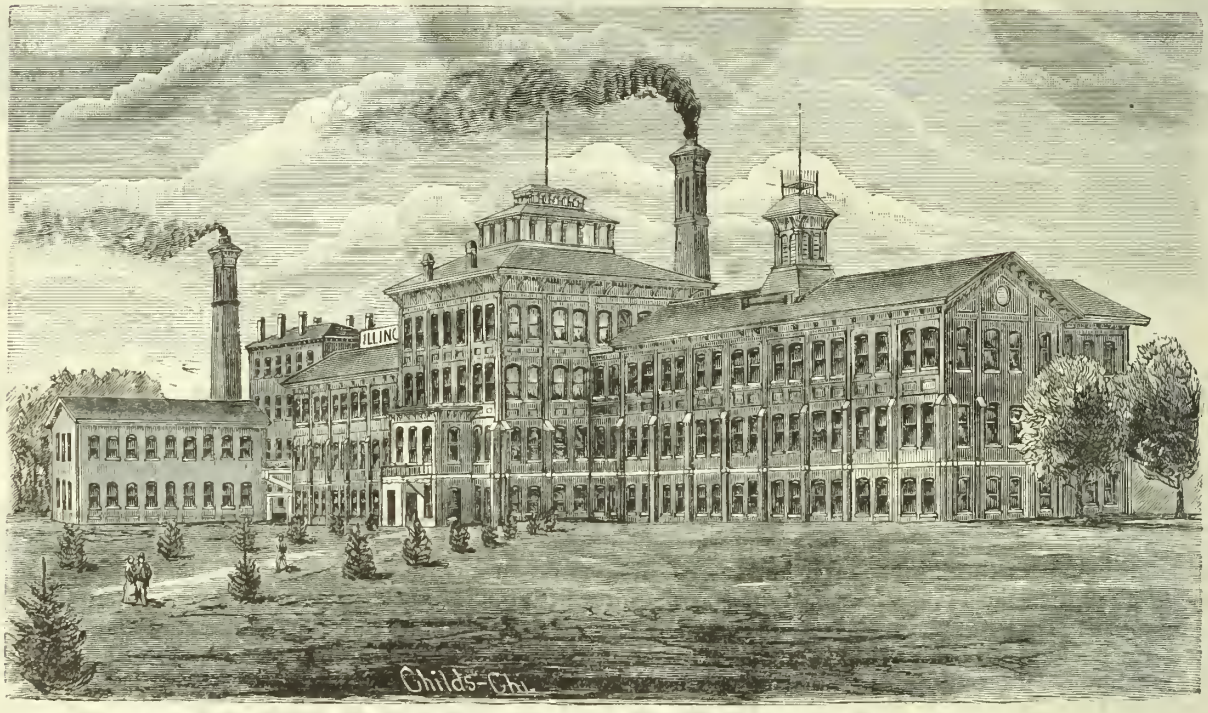
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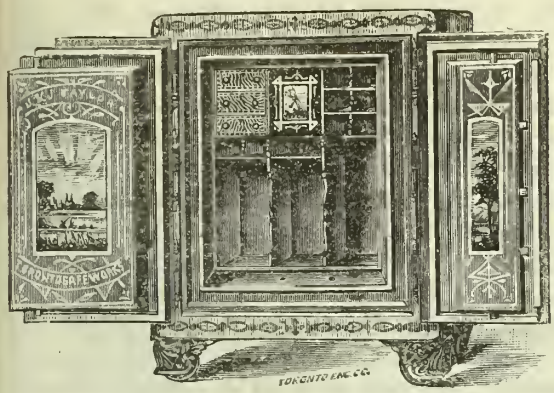
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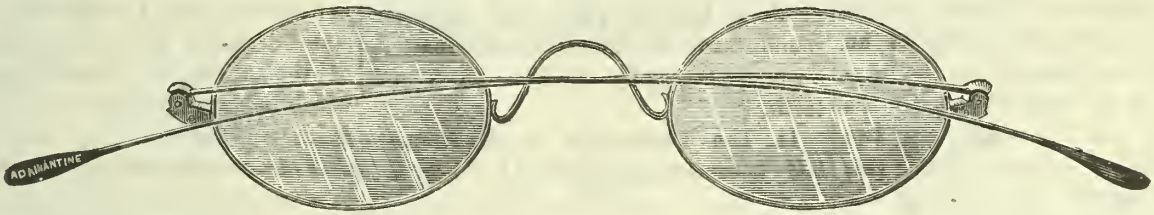
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his way to the top to complete his dizzy work. On one occasion some persons were assembled at the Pheasant in Salisbury, a well-known inn (during the stage coach era of olden times), and they were talking about this feat, when John Arnold, who was present, offered for a small wager to ascend the spire, to take with him his tools and a watch, to take the watch to pieces on the very top of the spire, to clean it properly and to bring it down within one hour. He accordingly climbed the spire, fixed his back against the stem of the weather cock, completed his task and descended within the given time. This feat was performed by John Arnold, who afterward came to London, and on June 4, 1764, presented to George III. a curious lilliputian watch a repeater of his own make, set in a ring. The sides of the article did not exceed that of a silver two penny piece. It contained one hundred and twenty different parts, but altogether weighed not more than five pennyweights eight grains. Space will not allow me to give a minute description of all its parts, but for this delicate and exquisite specimen of art Arnold had to make nearly all the tools that he used in its manufacture. This tiny watch contained the first ruby cylinder ever made. The king was so pleased with this mechanical wonder that he presented the donor of it with five hundred guineas as a recognition of his artistic skill.

Some time afterward the Emperor of Russia, having heard of the king's watch, offered Arnold one thousand guineas if he would make another like it for him. This Arnold refused to do, so that he might not depreciate the value of his gift. The cylinder was made of an oriental ruby, its diameter was the fifty-fourth part of an inch, its length the forty-seventh, and its weight the two hundredth part of a grain. After this John Arnold rapidly rose in his profession, invented the chronometer escapement, the compensation balance and the cylindrical balance spring, and finally obtained the government reward for his improvements in the construction of marine chronometers. Some have said that he pirated the work of Earnshaw, but I much question this, as his great genius has never been surpassed. He established a factory at Chigwell, Essex, on the borders of Epping Forest, where every portion of the chronometer was made on the premises.

There are several specimens of John Arnold's work which were presented to the clockmakers' company by the late Charles Frodsham, in the year 1875. Among them is a fine old specimen of a pocket chronometer, No. 28, in silver gilt case, pivoted detent escapement, with figure S compensation balance, or pieces carrying weights in direct line to centre of balance, re-sprung by Chas. Frodsham, for the purpose of testing the compensation, also specimen of a one-day marine chronometer, No. 14, in an octagon case with enamel dial, epicycloidal escape wheel, adjusting balance spring stud; also a fine specimen of a two-day marine chronometer, No. $\frac{8}{10}\frac{4}{4}$, in octagon case, enamel dial, jeweled to the centre wheel, epicycloidal escape wheel, and a gold balance spring.

John Arnold, the subject of this sketch, died on the last day of the last century, at the early age of fifty-five.—*W. B. Crisp, in the Jewelers' Journal.*

DIET AND FOOD.

1. Foods are scientifically divided into —1. Water. 2. Meaty or albuminous substances. 2. Starches or carbonydrats. 4. Fats. 5. Mineral matters. 6. Accessory foods. All of which have their representatives in the body itself. A human being is so "watery" that the corpse of a man weighing 150 pounds, and carefully dried, would come out a shrivelled mass of 50 pounds in weight. The meaty substances are represented by muscle; the starchy by glycogen found in the liver, and by a sugar (inosite) found in the muscles; fat is present, padding angular parts and giving a roundness to the frame; mineral matters abound, especially in the bones and teeth.

II. The composition of the human body is somewhat as follows:

ADULT MAN.

Bones	16	per cent.
Muscles	42	"
Organs in the chest and abdomen	9	"
Fat and skin	25	"
Brain	2	"

Therefore, supposing a person weighed 150 pounds, 63 pounds would be muscle, 37½ pounds would be skin and fat, 24 pounds would be bone, and three pounds would be brain.

III. More than half the weight of the body is bone and muscle.

IV. The amount of water in food is very large. A beefsteak contains 75 per cent. of water. In buying a pound, only one fourth of that pound is dry solid meat. Cabbages contain 85 to 90 per cent. of their weight of water, and succulent fruits sometimes more than 90 per cent. Of substances most commonly eaten, rusks or biscuits are the driest, and water-melons the most watery of foods.

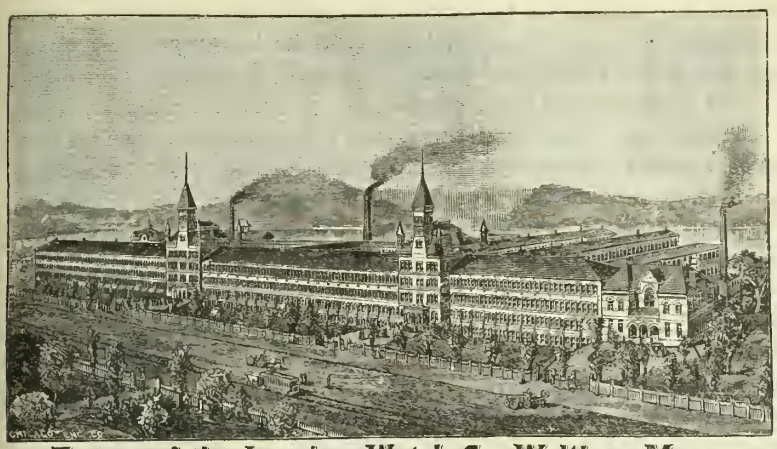
V. When water is taken into the system it assists without doubt in the building up of new tissues, in the repair of old. According to this view, it is not merely a dilutent of fluids, it does not simply play an inactive part like a lubricant of machinery, but it is in the truest sense a food.

VI. Life cannot be maintained on pure starch, sugar or fat for a long time; on the other hand a purely meat diet cannot maintain life indefinitely.

VII. Sugar cannot be made the basis of diet, but rice can; so that taking complex foods, rice heads the list. Of the three great foods on which, with very little addition, millions of human beings live—viz., rice, bread and potatoes—rice is nearly all assimilated, fine wheaten bread being almost equal to rice, while with potatoes there is nearly 40 per cent. of waste, or substances which pass away without being utilized. So that in point of economy, and considering the relative price of the three, rice stands first.—*American Grocer.*

THE INVENTOR OF "INTERCHANGEABILITY."

The death of Georges Leschot, the celebrated watchmaker of Geneva, partner in the firm of Vacheron and Constantin, recalls to my mind the account of the origin of "interchangeability" which he gave me a few days before his death, in the following words: "The idea of 'interchangeability' was suggested to me by a slight accident which occurred in 1834. At that time gold-plating by heat or by mercury, better known as fire gilding, was the only process known, and delicate pieces were liable to be more or less injured by the operation. This happened one day to the plate of a repeater that I was gold-plating; it came out of the operation melted nearly to the centre. All the preceding labor I had spent upon it seemed wholly lost, but the idea came to me to make use of the injured plate in such a way as to transfer to another the pieces that were to have



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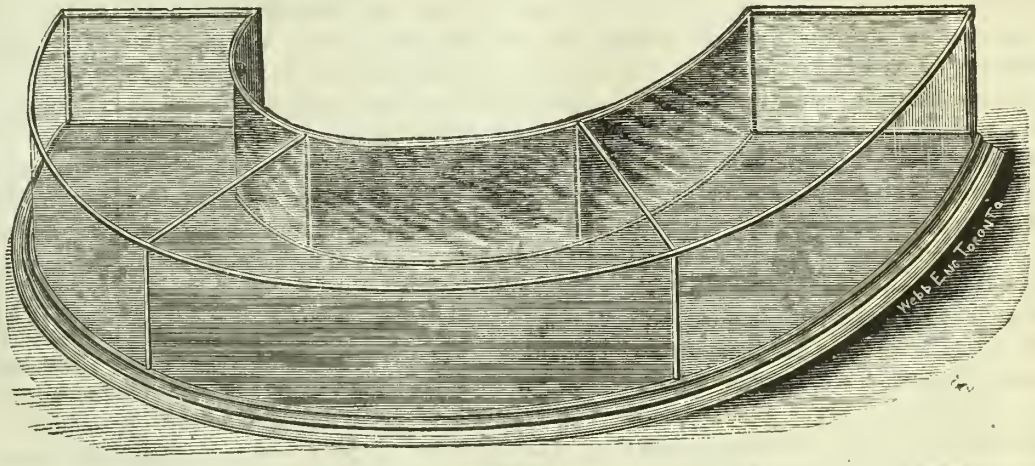
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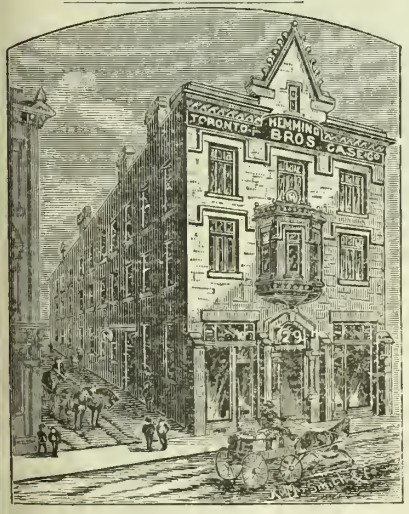
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been fastened upon it. In order to do this I made a strong ring of steel, into which I forced the plate, so that the disjointed pieces were again united; then, by means of a pantograph, I marked all its holes, etc., on a plate of metal, on a scale four times as large as in the original plate, with the utmost care, verifying each step of the work over and over again so as to avoid any chance of error. This done, I made a new plate of the same size as the first one, to which I carefully transferred the marks obtained by the pantograph. I made each hole exactly similar to the corresponding hole in the original plate, with the grooves, etc., duplicates of those in the other. When I came to set the plate in position and mount the other pieces upon it, I found that although not perfect, yet it went very satisfactorily. The only alteration I found necessary was with the quarter hammer, which I had to change a trifle. It was a complete success, if you take into account the time I had saved. I became convinced then of the possibility and advantage of tracing a watch upon a certain scale, and of keeping the same scale for other watches, thus developing the idea of interchangeability which I brought to further perfection later." Such are the facts in the inventor's own words in regard to the origin of the process vaunted so highly across the Atlantic, and which has been in use in Geneva for fifty years and more.—*Translated for The Jewelers' Journal.*

THE TEMPLE OF BAALBEC.

The ruins of the ancient city of Baalbec, situated on the plain forty-three miles north-west of Damascus, are the wonder of modern architects.

Everything is colossal. The area is larger than that of the temple of Jerusalem. We may begin with the walls, which are half a mile around, and of such height and depth as are rarely attained in the most tremendous fortress. When from within I climbed to the top, it made me giddy to look over the perilous edge to the depth below; and when from without the walls I looked up at them, they rose high in the air. Some of the stones seem as if they had been reared in place, not by Titans, but by the gods. There are nine stones thirty feet long and ten feet thick, which is larger than the foundation stones of the temple of Jerusalem, dating from the time of Solomon, or any blocks in the great pyramid.

But even these are pigmies compared with the three giants on the western wall, 62 feet, 63½ feet, 64 feet long. These are said to be the largest stones ever used in any construction. They weigh hundreds of tons, and instead of being merely hewn out of a quarry, which might have been on the site, and left to lie where they were before, they have been lifted nineteen feet from the ground, and there embedded in the wall. Never was there such cyclopean architecture. How such masses could have been moved is a problem with modern engineers.

Sir Charles Wilson, whom I met in Jerusalem is at this moment in Baalbec. Standing in the grounds of the temple, he tells me that in the British Museum there is an ancient tablet which reveals the way such stones were moved. The mechanics were very simple; rollers were put under them, and they were drawn up inclined planes by sheer human muscle, the united strength of great numbers of men. In the rude design on the tablet the whole scene is pictured to the eye. There are battalions of men, hundreds to a single roller, with the taskmasters standing over them, lash in hand, which was freely applied to make them pull together, and the king sitting on high to give the signal for this putting forth of human strength *en masse* as if an army was moving to battle. A battle it was in the waste of human life it caused. These temples of Baalbec must have been a whole generation in building and have consumed the population of a province and the wealth of an empire.—*Henry M. Field, D. D.*

THE CLYNDOGRAPH.

The clyndograph of M. Moessard is a new panoramic photographic apparatus, which by a simple rotation of the objective gives the cylindrical perspective of the earth. A view furnished by the apparatus embraces an angle of 170°, so that a complete turn of the horizon is obtained in two views and a fraction of 20° range. The instrument is based on the principle that a lens or combination of lenses, constituting a photographic objective, may be subjected to any movement whatever without the image it produces on a screen changing its form or position, provided that the movement takes place around the nodal point, behind which is maintained immovable. This follows from the known property of the nodal point being the point of view of the perspective produced. Suppose, then, there be (1) an objective suspended horizontally and turning round a vertical axis passing by its after nodal point; (2) two vertical shutters fixed behind to right and left of the objective, to limit the field in the horizontal direction and arrest rays too oblique; (3) a screen of cylindrical form vertically centered upon the axis of rotation, and having for radius the distance of the nodal point from the principal focus of the objective, in any position whatever of the objective the lie of the country comprised in the field of the instrument will be projected on the screen. If the objective be put in motion one gets successively for each point of the panorama an immovable image which impresses the eye or sensitive paper while the point remains between the two shutters. In M. Moessard's actual apparatus Teiebaut sensitive plates are used to receive the impressions. The instrument is expected to prove useful in preliminary surveying and military operations.—*Exchange.*

FAMOUS BRONZE DOORS.

Among the monumental works in bronze which emanated from Constantinople some of the most remarkable are the bronze doors which decorated several of the Italian churches, more particularly those which are enriched with inlays of silver. The church of San Marco possesses one brought from Constantinople, and which originally adorned the church of Santa Sophia, and like the bronze horses, was brought to Venice as spoils of war in 1204. Other doors worthy of mention are those at Amalfi, in the Duomo, San Salvadore di Bireto, Atrani, the Benedictine Church at Monte Cassino, and the church at Monte Santangelo—the last four examples were all the gift of one family, the Pantaleoni Viaretta in 1807, "pro mercede animea suae et merita S. Sebastiani, martyris." At Amalfi, in the cathedral of San Andrew, it is Pantaleone di Mauro who gave them, in honor of the Apostle, and for the repose of his own soul. At Monte Cassino another member of the same family gives the bronze doors, and these are enriched with silver letters, containing an account of all the possessions of this magnificently endowed Benedictine abbey—the head house of the order. They date from

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

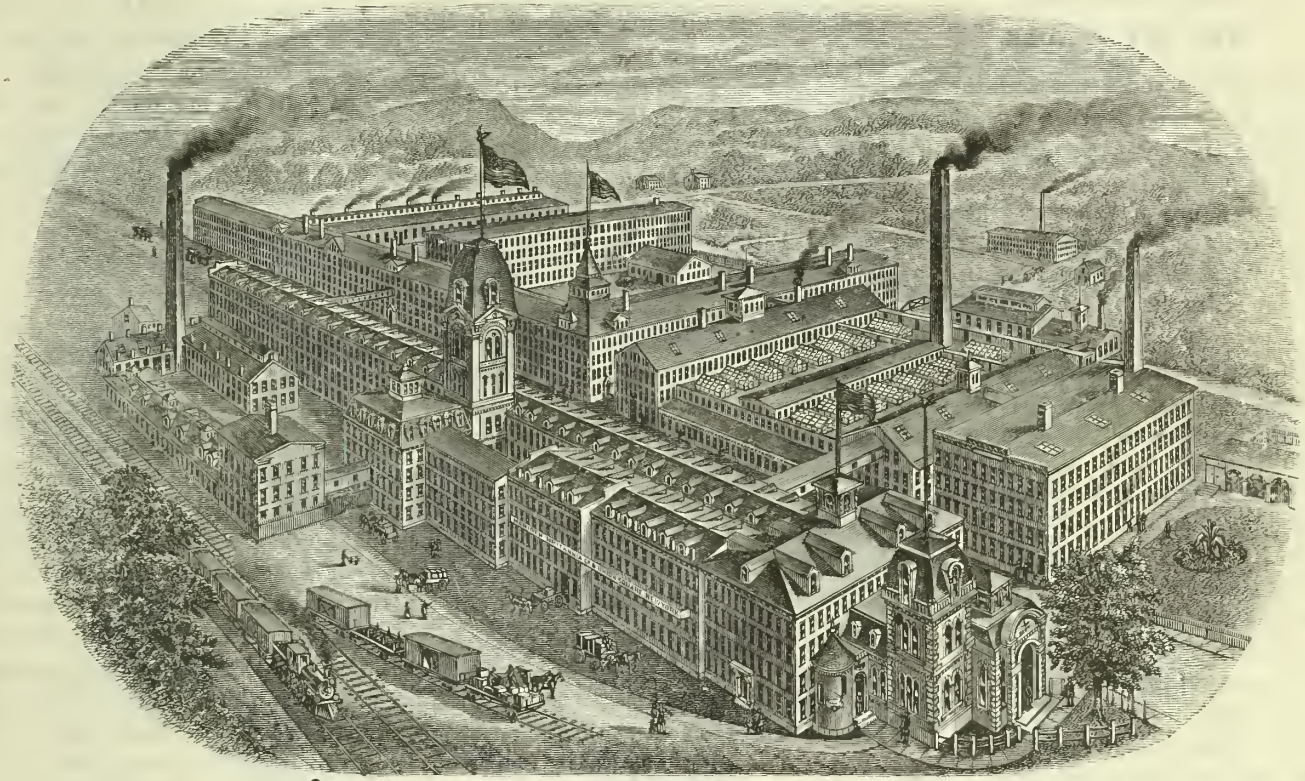
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TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

1066. At Monte Santogelo the Pantaleoni are again the generous donors of the bronze doors there. In the Duemo at Salerno are fine bronze doors, once containing silver inlays, given by Landolpho Butromile and his wife, 1099. The design consists of crosses and figures of six of the Apostles. The similarity of the five examples all point to a common origin; the same stiff Byzantine treatment of the figures and heads, which are shown by incising lines into the bronze and filling them with silver. These were evidently done to order at Constantinople, and are ascribed to a Greek workman, Staurachios—Romanized into Starontius—who flourished about 1050-1072.—*Exchange.*

THE BOY TRADER.

"Where are you going with the puppies, my little man?" asked a gentleman of a small boy whom he met with three pups in a basket.

"Goin' to drown them," was the reply.

"I want a pup for my little boy to play with. What do you say to letting me take one of them?"

"I'll sell you one," spoke up the kid, with American enterprise. "I'll sell you this yaller one for 50 cents, the black one for 75 cents, and the spotted one is worth $1 of any man's money."

"I think my little boy would like the spotted one best, but you ask too much for it. You had intended drowning all of them, but I'll give you 25 cents and save you the trouble of drowning the spotted one."

"Twenty-five cents for the spotted purp!" exclaimed the boy. "I can't stand it; taxes is high; rent is high. It costs good money to get into the roller rink. Oh, no; I can't take less than $1."

"But you intend to drown—"

"Take the black one at 75 cents."

"My little boy wouldn't like the black one."

"Take the yaller one at half a dollar. He's dirt cheap."

"My little boy wouldn't like his color."

"Well, then, you better tell your little boy to play with his toes," and he continued towards the river. "No party can deadbeat his way on me these hard times."
—*Baltimore Times.*

There are times in a man's life when the whole sky seems rose colored, and this old, dull world a paradise. One of these is when he has discovered a quarter in the lining of his last summer's vest.

THE ORIGIN OF EAR-RINGS.

According to the Moslem creed the reason why every Mohammedan lady considers it her duty to wear ear-rings is attributed to the following curious legend: Sarah, tradition tells us, was so jealous of the preference shown by Abraham for Hagar that she took a solemn vow that she would give herself no rest until she had mutilated the fair face of her hated rival and bondmaid.

Abraham, who had knowledge of his wife's intention, did his utmost to pacify his embittered spouse, but long in vain. At length, however, she relented and decided to forego her plan of revenge. But how was she to fulfil the terms of the vow she had entered into? After mature reflection she saw her way out of the difficulty.

Instead of disfiguring the lovely features of her bondmaid, she contented herself with boring a hole in each of the rosy lobes of her ears. The legend does not inform us whether Abraham afterward felt it incumbent upon him to mitigate the smart of these little wounds by the gift of a costly pair of ear-rings, or whether Hagar procured the trinkets for herself. The fact remains, however, that the Turkish women, all of whom wear ear-rings from their seventh year, derive the use of these jewels from Hagar, who is held in veneration as the mother of Ishmael, the founder of their race.—*Deutsche Roman Bibliothkek.*

THE BASE BALL MANUFACTURE.

It is estimated that 10,000,000 base balls are made and sold in this country every year. Perhaps very few persons know the process by which these balls are manufactured or the nature of the stuffs used in constructing a standard ball. The most expert workmen are employed. First there is a little hard rubber ball, and around that the wrapper winds a strong, blue, coarse yarn. When this reaches a prescribed size, it is firmly wrapped with white Venetian yarn.

The balls are then placed in an oven and baked until all the moisture is taken out of them and they are reduced in size. This makes them solid. After this they are coated with cement. This causes the balls to retain their shape, and they cannot be knocked crooked. Then comes some fine blue yarn, and around the whole is placed some fine white gilling twine. The balls are weighed, for each must be of certain weight, and are now ready for the covers. These latter are made of the best quality of horse hide. The cover consists of two pieces, each cut in the shape of the figure "8." By bending one section one way and the other in an opposite direction, a complete cover is obtained.

For years balls were covered with four pieces of leather, and at one time two covers were placed upon a ball; that is, the ball was half made before it was covered, and then another ball constructed over it. But even that did not prevent its being knocked out of shape. They cannot disturb the ball as now made, because the cement holds it.

A little machine owned by a Philadelphia firm is used for winding the balls. It wraps 2½ ounces of the American Association balls in a minute, and the rest is finished by hand. This apparatus is a little wonder. It does its work as neatly as if it had brains, but is capable, say its owners, of a good deal of improvement.
—*Ex.*

NEW USE FOR COPPER.

New uses for copper are coming to the front daily, says a Michigan paper. The last channel found is in the manufacture of white bronze, which is composed of equal parts of copper and ferro-manganese, which produce a metal of such tenacity that it surpasses the best steel armour plates. The melted mixture is cast in block, and is perfectly malleable. To obtain a white metal that can be rolled out in sheets the above alloy is melted again, and twenty or twenty-five per cent. of zinc and white metal added, which imparts to it the desired quality. A plate of the first named alloy two inches thick was found by experiment to offer more resistance to a cannon ball than a steel armour plate of the same thickness. This new kind of "white bronze" is not to be confounded with the alloy used in this country under the same name for monuments. The latter consists principally of zinc.—*Exchange.*

Three 110-ton guns have been ordered by the English Government. The first will be delivered in October next, the others in the following January and April. Each gun will cost £19, 500; the weight of projectile will be 1,800 lbs., and the weight of powder charge 900 lbs.

GOLDIE & McCULLOCH,

(ESTABLISHED 41 YEARS AGO.)

MANUFACTURERS OF

FIRE AND BURGLAR-PROOF SAFES; STEEL VAULTS, especially adapted for Bankers and Jewellers; FIRE-PROOF and BURGLAR-PROOF VAULT DOORS and all kinds of FIRE AND BURGLAR-PROOF SECURITIES.

SOLE AGENTS FOR

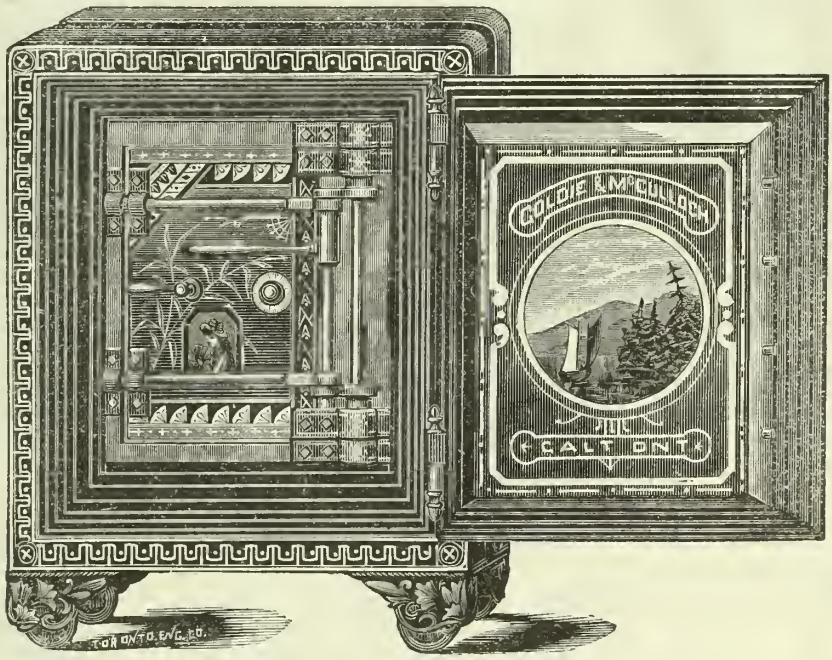
Sargent & Greenleaf's World-Renowned Combination Locks.

All our Safes, Vaults, &c., are constructed on SCIENTIFIC PRINCIPLES, and only the VERY BEST MATERIALS are used. Estimates given and orders filled promptly.

2 Gold Medals,
3 Silver Medals,
4 Bronze Medals,
2 Diplomas,

Awarded to our Fire and Burglar-Proof Securities during the last 4 years.

A Splendid Tribute to Merit.



NEW STYLE OF JEWELLER'S FIRE AND BURGLAR-PROOF SAFE.

No First Prizes have been awarded to any other exhibitors during these last 4 years.

SPECIAL DESIGNS AND STYLES TO SUIT THE REQUIREMENTS OF JEWELLERS.

Intending purchasers should, before purchasing elsewhere, see the large variety to choose from at our Toront Warerooms, on King Street, next door to The Mail Building.

Terms are as easy and prices as low as those of inferior makers.

A large number of Second-hand Safes, by other makers, on hand, including several fitted for jewellers. These Safes have been taken in exchange and replaced by others of our own make.

WAREROOMS—NO. 56 KING STREET WEST, TORONTO.

GEO. F. BOSTWICK,

REPRESENTATIVE.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

It is reported that telephonic communication between Toronto, Ottawa, and Montreal will shortly be established.

The Keystone & Boss Case traveller was in Canada last week making things lively as usual in the Watch Case trade. The Company report demand good for the season of year.

George Walker, jeweler, of Paris, has sold out his business to Pequegnet Bros. of Berlin. One of the brothers will run the Paris business, and if their previous record in other places is any criterion, this new addition is bound to be a success.

Mr. Schofield, General Agent in New York of the Elgin Nat. Watch Co., paid us a visit last month. Mr. Schofield is a genial gentleman with an eye to business, and his visit to Canada will, no doubt, tell in the interests of the Elgin Watch.

P. W. Ellis & Co., Wholesale Jewelers, expect in a few days to remove their factory, salesrooms and offices to Samuel Stern's old building on Wellington St. East. We hope to be able to pay a visit to their new and enlarged factory as soon as opened and give it an extended notice in our next issue.

We are asked by Messrs. Rothschild & Co., to state that the Mr. Herwich who bought the stock in trade of S. P. Kleiser, jeweler, of Toronto, was not a member of their firm or having any connection with them. The gentleman who purchased this estate was formerly a merchant on Queen Street West.

Mr. John Campbell, traveller for Rothschild & Co., wholesale jewelers of Toronto, has just returned from New York, where he has been purchasing jewelry for the firm's fall trade. He reports a large assortment of elegant goods and fair prospects of a large fall trade in the U. S. and Canada.

The Wholesale Jewelers of Toronto were well to the front in the matter of decoration during the volunteers reception. The principal were those of P. W. Ellis & Co. and Smith & Fudger, and in our opinion no two buildings in the city looked better or gave a more hearty welcome than these.

The Meriden Britannia Co. should be almost tired of taking diplomas and medals for their manufactures. Their latest achievement in this line was at the New Orleans World's Exposition, where they were awarded four medals of the first-class respectively for "Spoons and Forks," "Hollow-ware?" "Sectional Plating," and "Best General Collection of Silverware."

Mr. George Chillas, of the firm of Lee & Chillas, Secretary of the Canadian Jobbers' Association in American Watches visited New York last week in connection with the business of the Association. The prospects of the Association are good and the trade seems generally to regard its organization as one of the best things that the jobbers have done for many a long day.

Mr. M. Schwob of the firm of Schwob Bros., Montreal, and President of the Canadian Jobbers' Association in American Watches, sailed for Europe last month. Mr. Schwob's trip is one of business and pleasure combined, and we trust he will mix them so judiciously as to make it pay and at the same time improve his health. The Trader wishes him a pleasant journey and safe return.

Corporal Smith, Q. O. R., son of Mr. Henry Smith, of the firm of Smith & Fudger, was one of the many heroes who tramped down Yonge street last Thursday. Although brown as a gipsy and considerably heavier than when he went away, the campaign in the North-West seems to have agreed with him, and the probability is that when he gets back into the harness again, he will make things hump on the road. Welcome home.

"Another Hero."—Mr. John Marshall, one of the employees of the American Watch Case Co., of Toronto, went along with his company of the 10th Royal Grenadiers to aid in putting down the late rebellion in the North-West Territory. On his return to the factory his fellow-employees presented him with a purse of money and a complimentary address for his plucky behaviour at the front. Mr. Marshall is the kind of stuff they make heroes out of.

We are pleased to learn that Mr. R. Russell, formerly with A. C. Anderson & Co., of Hamilton, will remain with the new firm of Lowe & Anderson, and travel for them through Eastern Ontario, Quebec and the Maritime Provinces. Mr. Russell has by integrity and ability earned the reputation of being one of the best salesmen on the road, and we have no doubt that with his increased opportunities to make big sales, he will boom things on his route. We wish him success.

Our Max.—That the jewelry trade of Toronto was pretty well represented in the North-West during the recent rebellion is evident from the fact that five of the volunteers serving there were from this City. Amongst others we should mention Max Stern, second son of Mr. Samuel Stern, who served in the Governor General's Body Guard (Cavalry) under Lieut. Col. Denison, all through the campaign. Max looks stronger and healthier in every way than before the rebellion, and is every inch a soldier.

Mr. Matthews, jeweler, of Winnipeg one of the now celebrated 90th Battalion of that city, was in the city a few days ago. Our readers will remember that Mr. Matthews was wounded at the battle of Fish Creek and it was reported that his arm had to be amputated. We are glad to learn, however, that the doctors have been able to save his arm and that in a few months it will probably be as well as it ever was. Mr. Matthews should have some substantial recognition from the Government on account of the loss of business his wound will entail.

The Merchant.—We have just had laid on our table the copy of a new trade paper The Merchant, which has been started in Toronto. Although not attempting to open out any new field in journalistic literature, The Merchant bids fair to be a formidable rival to the financial and trade journals already in existence. It is neatly printed on toned paper, its editorial and specially contributed articles are ably written, and it is highly creditable to the publishers. It looks as if it had come to stay and we wish it success.

Almost a Fatal Accident.—Mr. John Donaldson, Accountant, formerly with John Zimmerman & Co., of Toronto, met with what might have been a fatal accident a few days ago. The gas jet inside of the vault in his office leaked, and on Mr. Donaldson trying to light it, the gas, which filled the whole vault, exploded, knocking him down and burning him very severely about the face and hands. We are glad to state that he is now almost recovered, and beyond the marks of a big singeing, looks kind of natural again.

Our "Carriage"—We are glad to know that our young, ambitious and enterprising friend Charlie Ellis has got so far advanced in family matters as to set up a carriage. Charlie's carriage (although only a baby one) is a stunner, and knocks the spots off all the other baby carriages in Toronto. It is satin lined, silver mounted, double geared, patent springs, quick train, safety pinion, in fact combines all the latest improvements in the line, but from what the proprietor says it is none too good for the little cherubs that occupy it. And talking of these same cherubs, reminds us that in our notice of their arrival we credited Charlie with "a pair of twins." This their respected parent informs us is not correct, that strictly speaking we should have said "twins." We may consider ourselves sat on.

A Big Thing in Safes.—Messrs P. W. Ellis & Co. the well-known manufacturing jewelers of this city are not only alive to the importance of having their valuables amply protected, but of having it so securely done that they will not lose any sleep over it. The attempts lately made to burglarize jewelry establishments throughout the Province has determined this firm to get the most thorough protection that they posssibly could for the very valuable stock they carry at all times. The precaution adopted is in the form of an immense steel vault built by Goldie & McCulloch. This vault is designed for perfect burglar-proof protection, and has been constructed of alternate layers of plate iron and welded chrome steel and iron 1¼ inches thick through the whole structure. This arrangement is designed to give the greatest possible resistance to any attack that may be made upon it. The structure weighs ten tons, and was a few days ago taken from the railway to its destination on Wellington Street East on a large thick truck brought here for this special purpose, drawn by four magnificent black horses. It is the first of its kind that has been placed in a Toronto jewelry establishment and its perfect ability to resist every effort to obtain its contents unlawfully will doubtless contribute largely to the ease of mind of the members of the firm.

THE
BATES & BACON WATCH CASES,

Stamped B. & B.,

ARE SUPERIOR IN QUALITY AND PERFECT IN FINISH AND DESIGN.



24

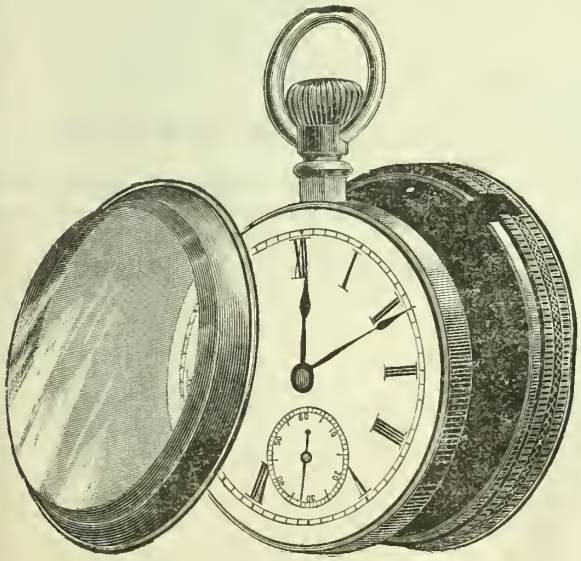
Our Patent Snap Bezel Dust Proof Cases in Filled and Solid Gold, also a Full Assortment of Regular Line of Filled Cases,

FIT ALL AMERICAN MOVEMENTS.



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SOLD BY ALL JOBBERS


Front Sectional View of
PATENT SNAP BEZEL CASE.

This Patent Snap Bezel Case is desirable for Railroad Purposes, or wherever a Dust Proof Case is needed. And there being no Springs or Cap, it enables us to make a Case of Better Proportions than is possible in a Regular Case.



22
Back View of
PATENT SNAP BEZEL CASE.

WORKSHOP NOTES.

For a quick filter The Druggists' Circular recommends the employment of chamois skin, freed from thin pieces, cut to the desired size, washed in a weak solution of sal soda or any alkali to remove any grease, and thoroughly rinsed in cold water. By means of it tinctures, elixirs, syrups, and even mucilages are said to be filtered rapidly. If it is washed well after each time it is used this filter will last a long time.

Removal of Oil Spots from Marble.—Oil spots, if not too old, are easily removed from marble by repeatedly covering them with a cream of calcined magnesia and benzine, and brushing off the former after the dissipation of the latter. Another recipe reads as follows: Slaked lime is mixed with a strong soap solution, to the consistency of cream; this is placed upon the oil spot and repeated till the oil spot has disappeared. In place of this mixture another one may be used consisting of an ox gall, 125 grams of soap-makers' waste lye, and 62.5 grams oil of turpentine, with pipe clay to the consistency of dough.

Fusible Cement.—According to the *Journal Suisse d'horlogerie*, a good, easily fusible cement for fastening glass and porcelain upon metallic surfaces can be prepared as follows: Brass powder in form of a sediment, which has been prepared by laying zinc in a solution of sulphate of copper, is placed into an iron or enameled mortar, and mixed with concentrated sulphuric acid of 1.85. To this paste add 70 parts quicksilver to 20 to 30 or 36 parts brass, according to the hardness desired. When the mixture has been well united, it is carefully rinsed in warm water, in order to expel every trace of acid from it, after which it is left to cool. After a few hours the ready cement will be so hard that tin can be scratched with it. For use it must previously be warmed so that it can be worked in the mortar, whereby it becomes as soft as wax. In this state it is spread out upon the metallic surface, and the object to be fastened (glass or porcelain) is pressed upon it. When the cement has become sufficiently cold it retains with great intensity.

Gold Filings.—The following process is very useful for working up filings and scraps of gold, gold-plated jewelry, etc. It does not, of course, refine the gold as in the usual process of quartation, but merely destroys the filings of copper, silver, German silver, brass and other metals acted upon by the acid. It will "eat" the solder or brass out of hard-soldered or plated goods, leaving the thin shell of gold. The iron filings are thoroughly separated from the mass by the repeated use of the magnet. All pieces of soft solder and lead should be picked out, and if there is much soft solder in any of the plated articles it should be melted out, and the residue then placed in a shallow glass or china vessel and rather more than covered with good nitric acid. When the bubbles cease to agitate it, the acid should be poured into another cup, and if there is any base metal left, more acid should be added, and the mass stirred occasionally with a strip of glass. When no bubbles appear on adding new acid, that may also be poured off, and the filings washed two or three times, or until perfectly clean, letting them stand a minute or two to settle before pouring off the water. They are then dried and melted. The filings and scraps treated in this manner seldom require more than one melting to make them easily worked and fit for jobbing. There is no skill required, only considerable care in the handling. The silver remaining in the acid may be precipitated in the ordinary manner with common salt. The chloride obtained may be melted into a button, and being pure silver, used as an alloy for other gold.

Strengthening the Eyesight.—To a query in the columns of *Deutsche Uhrm Ztg.*, in which the interrogator complains of weak eyesight, and also for advice from his fellow craftsmen, a number of answers are given, from which we select the following: "A professor lately deceased, recommended me in 1867 to use bi-concave No. 30, feebly blue spectacles, and at the same time bathe forehead and temples with a mixture of Ol. balsam 8.0, spir. lavendel 120.0. I have used this remedy diligently, and my eyes have become so strong thereby that I have dispensed with the use of spectacles since 1873, therefore over ten years. Repeated tests of my eyesight with the optometer have resulted in 'No spectacles necessary.'" The next answer recommends spirits of fennel seed, mixed with distilled water, as an excellent lotion for the eyes. "I suffered with weakness of sight about thirty years ago, since which time I still employ it up to to-day with excellent results. There was a certain patent medicine which really possessed excellent curative powers; it was analyzed some time ago, and the result published in a certain paper as follows: Fill a good sized bottle three-fourths full with absolute alcohol, put into it enough of fennel seed to fairly fill the bottle, cork it, and let it stand for several days in moderate heat, until the alcohol has colored green; now decant the clear fluid and mix with a little ethereal oil of fennel from the drug store. For use, employ a second bottle, in which pour to one part of this essence five parts of distilled water or filtered river water, and shake the mixture well, by which it changes into a milky fluid. With it moisten a linen cloth and dab the parts around the eyes morning, noon and night. It does not hurt if a little enters the corners of the eye. For continued use it may be taken a little stronger; if it should bite in the commencement, dilute it a little more.

OTHER NOTES.

As a rule, the Old Testament revisers have performed their work well. But they were not particularly happy in rephrasing "vanity and vexation of spirit." They have made it "vanity and a striving after wind." This, it must be admitted, is somewhat colicky.

The Hydraulic Clock in the Garden of the Tuileries.—The visitors of the garden of the Tuileries lately pause before a timepiece of extraordinary dimensions, which has been erected upon a terrace at the water's edge. It consists of four columns, painted green, about 8½ yards high, while the dial, glittering in the tricolors of the "Grande Republic," surmounts the columns. The large hand, about 2 meters long, points out the date, while the small hand indicates the day of the week. Beside this the clock contains a smaller dial with hour and minute hands; the striking work tolls the hour on a bronze bell. The action of this "chronometric turbine" is as follows: At the foot is located a metallic drum through which runs a streamlet of water. The drum contains two small turbine wheels which are actuated by the running of the stream. The axes of the turbines, prolonged upward, end in endless screws by which the wheel work, provided with a fly, is propelled. It is obvious that the reservoir from which this stream of water is obtained must always stand at the same level, otherwise the hydraulic pressure would change.

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In every variety constantly on hand. Large importations in all the latest novelties coming in for FALL TRADE.

SATISFACTION GUARANTEED.

THE AWARD OF THE JUDGES

AT THE NEW ORLEANS EXPOSITION OF MEDALS OF THE FIRST CLASS TO THE MANUFACTURERS BOSS, KEYSTONE & LEADER WATCH CASES

is one more solid block of testimony added to the already overwhelming evidence of the superiority of the Watch Cases manufactured at the Keystone Factories. But notwithstanding this fact, the makers of these Cases do not propose to rest upon their laurels.

PROGRESS

is the motto of the Keystone Factories ; and it is but natural that the announcement is now made that a full and exceptionally elegant line of Boss, Keystone and Leader Cases, engraved from entirely new and special designs, is in course of construction for the fall trade.

FINEST AND BEST WORKMANSHIP.

As heretofore, every case will be made exactly in accordance with a strictly defined design insuring honest material, perfect fit, unsurpassed finish, the most thorough engraving, and unequalled durability.

Keystone Watch Case Factories,

19th and Brown Streets,

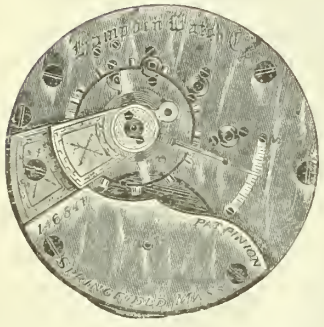
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GOLD CASES, Quality Guaranteed.

BOSS, B. & B. & DUEBER FILLED CASES.

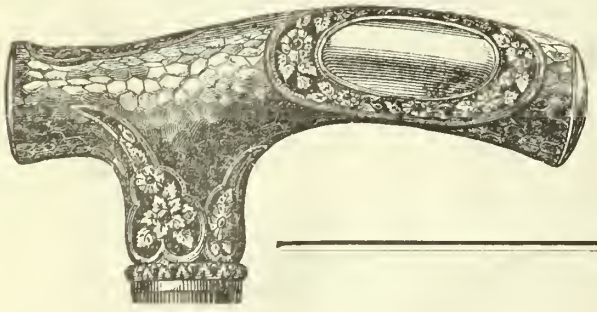
SILVER CASES OF KEYSTONE, AMERICAN WATCH CASE CO. AND DUEBER MAKE. SILVERINE CASES. SWISS WATCHES in GOLD and SILVER. GOLD CHAINS SILVER CHAINS, GOLD JEWELRY OF ENGLISH AND AMERICAN MANUFACTURE. NEWEST DESIGNS IN SILVER JEWELRY. LATEST NOVELTIES in ROLLED PLATE JEWELRY. BLACK AND RED GARNET AND JET JEWELRY.





Marble Clocks, Watch Materials, Jewelers' Findings, Fine Gold, Gold-Filled and Silver-Headed Canes.

SHEFFIELD STERLING FLAT WARE.



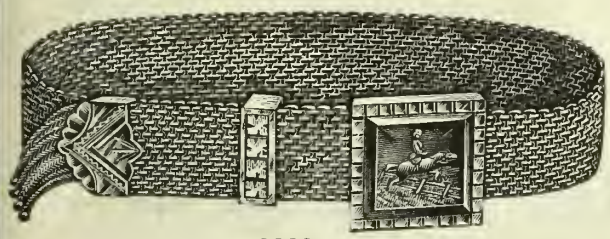
ELECTRO-PLATED WARE.

SOLID SILVER SPOONS.

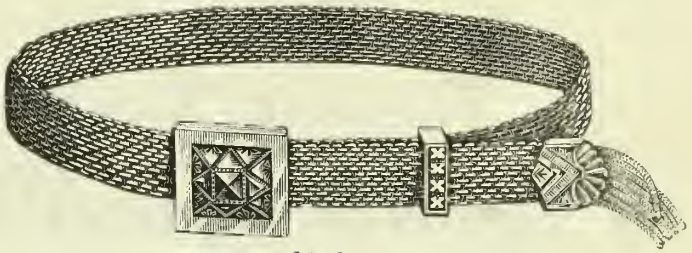


LOWE & ANDERSON.

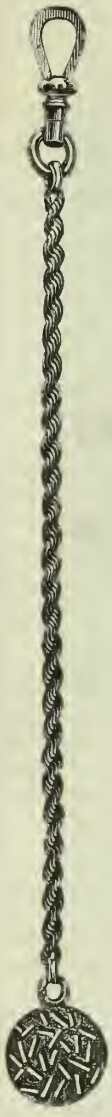
The "R. F. S. & Co." Rolled Plate Chain & Chain Bracelets.



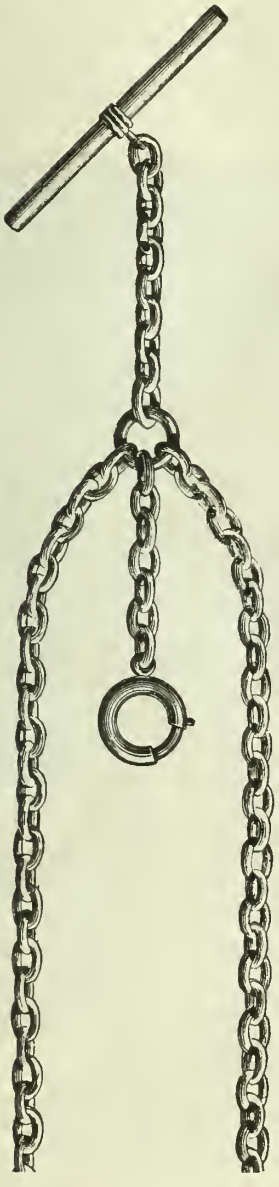
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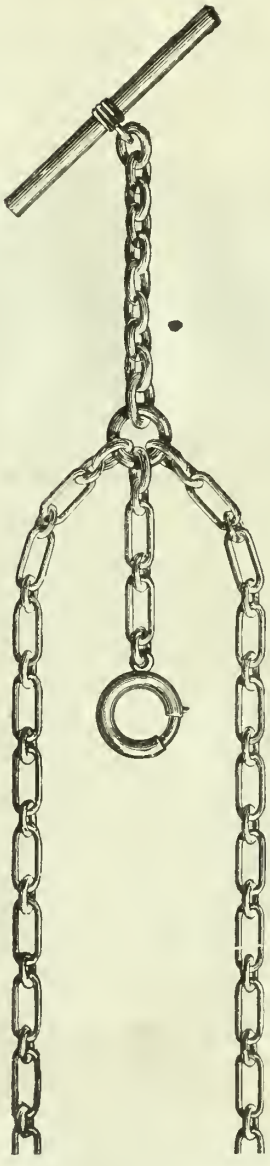
The Queen
Sterling Silver,
Elegant and
Durable.
No. 129.



983.



1038.



97.



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Latest Style for the
Ladies.
Platinum and Gold.
No. 1444.

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- Quadruple-Plated Ware. -

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THE TRADER.

TORONTO, ONT., SEPTEMBER, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 *ADELAIDE STREET WEST,*

Toronto, Ont

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE OUTLOOK.

So far as we can see, the business outlook is far more satisfactory than at this time last year. Last year's harvest was exceptionally good, and although prices were low, the effect of the extra crop was to aid farmers and merchants to make up for the partial reverse of the previous season. At this time last year our farmers and merchants were considerably further behind than they are at present, and although this year's crop will not be so heavy as that of last season, it is nevertheless a fairly good one, and present indications are that prices will rule considerably higher than last year.

The wheat crop of the United States is 204,000,000 less than that of last year and 137,000,000 below their average of ordinary years. The Russian wheat crop is reported to be very inferior, and the probability is that she will not be able to export more than half her usual quantity. In other countries the crops appear to be about a fair average. These facts should indicate a stiffening of prices at least, if not a decided advance in the value of the wheat crop we have to sell, which should go far towards making our income this year in excess of that of 1884.

Our general importations are somewhat behind those of last year in volume, but this is rather a matter for congratulation than otherwise. The stock held by our merchants, both wholesale and retail, are as a general rule very much lighter than formerly. People have been doing a kind of hand to mouth business for the past six months, and should therefore be in a position to buy liberally for the fall trade which gives every indication of being above the average. Although we do not anticipate a boom this fall, we do look forward to a good, steady, paying trade for our merchants generally, and we think that every wise business man will shape himself so as to participate in the gains that a paying fall trade is sure to bring. While it is well to buy cautiously, it is equally good to remember that as a rule it is those who have the goods to sell who do the trade. Over caution is almost as dangerous to a business as rashness in overbuying; the thing every merchant should aim at is to strike the happy medium and simply try and liberally anticipate their actual trade. We trust that the present hopeful prospects may be fully realized.

ONTARIO'S ASSIGNMENT ACT.

The "Act respecting Assignments for the benefit of Creditors" passed by the Local Legislature of Ontario on the 30th March last and which by proclamation of the Lieutenant Governor of this Province, comes in force on the first of this month, is of importance to every merchant in or doing business with merchants in Ontario. The right of absolving a bankrupt from his liabilities should rightfully rest with the Dominion Parliament, but as we pointed out in our last issue that body was more intent on passing measures suited to the exigencies of their particular political party, than in legislating for the common good of the people. The Dominion Government having quietly strangled the Insolvent Act recommended by the Boards of Trade, the Ontario Government acting with the advice and concurrence of the Hamilton and Toronto Boards of Trade, prepared and carried through the Act referred to above, which we think will be found of considerable benefit to traders in this Province generally. In the absence of an Insolvent Act it appears to be the best thing that could be done and is about as far as Provincial legislation can go in this direction. The only bad feature about the Act to our mind is that contained in clause 6, "a majority in number and value of the creditors who have proved claims to the amount of $100 and upwards, may at their discretion substitute for the Sheriff a person residing in the county in which the debtor resided or carried on business at the time of the assignment." This provision we consider interferes very considerably with the liberty of action which should be possessed by the creditors in the settlement of all bankrupt estates. We have always held that as the creditors of any insolvent are the real owners of his estate, that they alone should have the entire control of its management. If the clause is allowed to stand as it probably will for a year, it will hamper their action considerably and add materially to the expense of winding up insolvent estates. In small businesses one of the creditors could often be appointed and would only charge his actual disbursements, and thus make a better showing for the creditors than if it had to go through the hands of an outside assignee whose only interest is in what he can make out of it. On the whole, however, it is fairly satisfactory, and on the principle that half a loaf is better than no bread at all, we are not disposed to find any more fault with it than is absolutely necessary. What the country wants is not any make-shift measure from the Provincial Legislature, but a proper Insolvent Act framed upon the basis laid down by the Canadian Boards of Trade and passed by the only power in Canada competent to make law, the Dominion Parliament.

In reference to the new Ontario Act the more important points on which it declares are such transferences of property by debtors to creditors as are void against the assignment, and such as are not; the appointment, rights, duties and remuneration of assignees; the publication and registration of assignments; the voting of creditors, and the proof of their claims.

As to the first point the Act provides that everything in the nature of a gift, conveyance, assignment, or transfer of property, real or personal, by one in insolvent circumstances, unable to pay his debts in full, or knowing himself on the eve of insolvency with intent to prejudice any of his creditors, or give preferences to one or more over the others, shall as against them be utterly void. In case of a money payment to a creditor under such circumstances, and within a month before the execution of an assignment for the general benefit of creditors under this

Act, the same shall be void as against the assignment, but not as against persons claiming in any other way. Assignments to the Sheriff or other assignee, for the purpose of ratable and proportional payment of creditors, as well as all *bona fide* sales, payments, conveyances, etc., made in the ordinary course of trade are protected by the Act. So are payments of money to creditors, if an assignment does not take place within a month of the same. It is a valid assignment according to this Act if couched in such terms as "all my personal property "which may be seized and sold under "execution, and all my real estate, credits "and effects," and all such then, whether vested or contingent, becomes vested in the assignee, except such as is exempt by law from seizure or sale under execution, subject, however, as regards lands, to the provisions of the registry law as to the registration of the assignment.

An assignment under this Act is to take precedence of all judgments and of all executions not completely executed by payment.

The twelfth section provides for the publication of notice of the assignment in the *Ontario Gazette*, and in at least one newspaper having a general circulation in the county where the property is situated, also for the registration of such assignment, while the penalty provided for omission in each case is $25 for every day intervening between the date on which such publication or registration should have taken place, and the date on which it actually did take place.

The seventeenth section provides that at any meeting of creditors the creditors may vote in person, or by proxy authorized in writing; and section 18 gives the following scale for calculating the votes of creditors:—Every claim of or over $100 not exceeding $200, one vote; every claim of or over $200 not exceeding $500, two votes; every claim of $500 not exceeding $1,000, three votes; every additional $1,000 or fraction thereof, one vote. This section further provides that every creditor in his proof of claim shall state whether he holds any security for his claim or any part thereof; and if such security is on the estate of the debtor, or on the estate of a third party, for whom the debtor is only secondarily liable, he shall put a specified value thereupon. The assignee may then, with the authority of the creditors, either consent to the right of the debtor to rank for the claim after deducting such valuation, or he may require from the creditor an assignment of the security at an advance of ten per cent. upon the specified value, which is to be paid out of the estate so soon as the assignee shall have realized the security. In such a case as this the difference between the value at which the security is retained, and the amount of the gross claim of the creditor, shall be the amount for which he shall rank and vote in respect of the estate.

Section 20 provides that the law of set-off shall apply to all claims made against the insolvent estate, as also in all suits instituted by the assignee for debts due the assignor, in the same manner as if the assignee were plaintiff or defendant, except in so far as any claim for set-off is affected by the provisions of this or any other Act respecting frauds or fraudulent preferences.

Correspondence.

HE WAS REFUSED CREDIT.

To the Editor of The Trader.

Sir,—I was recently much impressed and amused, as I witnessed how, in a most novel and adroit manner, one of our jewelry merchants dealt with a customer who, when informed that the repairs to his watch was $2.50, boldly proposed paying one dollar on account, and the balance at some future time. The gentleman met the proposal, not with embarrassing words, but gravely removing his nose glasses from off their accustomed place, apparently having his vision so sharpened, that for one brief moment at least, he could dispense with their use, cast a look of intense sympathy at the applicant, which so plainly signified, "I would like to do it, but ——." Then directing with the same instruments the gaze of the "would-be creditor" to the following lines hanging in a conspicuous place in the store, he was allowed quietly to read:

"Mine friend did come,
And I did trust him.
I lost mine friend,
And lost his custom.

To lose mine friend
It grieves me sore,
So I resolved
To trust no more."

At a subsequent visit I made enquiries as to results.—He furnished satisfactory security for the amount.

Yours truly,

Jno. W. Campbell.

Editor of The Trader.

Sir,—

In the Chicago correspondence of the *Jewellers' Circular* for July 1 note the following remark:

"As a result of the action of the American Association of Jobbers in watches, the trade in watches and jewelry is beginning to leave the dry goods men and return to its legitimate channels and the trade generally feels the benefit."

Anent the recent formation of the Canadian Association of Jobbers in American watches for the better understanding and regulation of their trade, prices, etc., can they not go a step farther in the footsteps of their American cotems and as they do, sell to the legitimate trade only? They would confer an inestimable boon to the trade generally and eventually themselves also. Whatever may have been the necessities of twenty years ago, the time has certainly arrived when the present promiscuous manner of doing business should be abolished. There is probably no State in the U. S. suffering more from the "general storeishness" manner of doing business than Canada is to-day.

No trade suffers more from this "promiscuous manner," than the jewelry trade or have so many outside competitors as the ordinary legitimate retail jeweler. If the wholesale trade or this Association would tackle the matter they could largely control the evil, but as long as the wholesale dealer in pipes, in concer tinas and jews harps, in buttons and fancy wools, in combs and brushes, in knives and corkscrews, in paper and envelopes, in toys and dolls, (I think I have got all the trades represented there, have I not Mr. Editor?) continue to sell watches—and they can't sell a customer one thing and refuse him another—a complete remedy seems impossible although herein lies the root of the evil.

If the American watch and clock companies would join together and say we will allow only legitimate wholesale jobbers in watches and jewelry to handle our goods and refuse to supply dealers in toothpicks and base balls, who only deal in watches and clocks as a side show, with our goods, the trouble would be at an end. No one now-a-days will venture to state the jewelry trade of Canada is not self-sustaining. The best and most prosperous wholesalers to-day are those who have made specialties of one line o[f]

In compliance with an increasing demand, we have placed on the market a

NEW PATENT DUST-PROOF

SCREW BEZEL

Silver Open Face Stem Winding Case

embodying many of the excellent qualities of our original Patent Dust Proof Case, though offered at a lower figure.

The back and center of the new case are made of one continuous piece of solid silver, into which an Albata Cup is screwed identical in shape with the back, thus greatly strengthening it and efficiently protecting the Movement against dust.

THE NEW CASE WILL BE CALLED

ALBATA CUP SCREW BEZEL

We shall continue the manufacture of our popular Patent Dust-Proof Case with Screw Crown and Scre wBezel in all the styles as heretofore, plain and inlaid, with Lever and Pendant Setting.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS OF THE

American Waltham Watch Co. of Waltham, Mass.

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LONDON, SYDNEY.

trade and to which they have devoted their entire energies.

To point out an evil is easy; to show an effectual remedy is another matter. There is one thing the retail jewelers throughout the province should do and can do and arightly considered will find it to their interest to do. Support and buy only from the legitimate trader and to remember that in buying from a firm who will sell a twelfth dozen watches or chains to any peddler or merchant and his clerks, and his sisters, and cousins, and aunts and their friends, they are really supporting a formidable competitor to their own local trade.

In my own town (and I know that my experience is not exceptional) within a stone's throw I have dry goods men, grocers, hardware dealers, druggists who buy everything they want in watches or jewelry not for their own use only but frequently for sale in their stores, where they buy their own trade goods. Nor is this all, their clerks and their friends (and who has not a friend) make use of this same connection and they will supply a watch for a customer of theirs at any time if they get a chance.

Respectfully,

G. W. BEALL,
Watchmaker and jeweler.

Lindsay, 20th August, 1885.

Selected Matter.

THE USES AND METHODS OF WORKING GOLD AND SILVER AND THEIR ALLOYS.

[Abstract of a Paper read at the London (Eng.) Horological Institute on Wednesday, March 18, 1885.]

The well-known alloys of copper and silver for gold, and the copper alloy for silver, are so familiar to us, that I shall dwell more upon an alloy not generally used in the high standards of gold, but frequently employed in low standards, viz., zinc.

Gold of a very low standard alloyed with zinc, when polished, presents the appearance of gold of a much higher standard. A curious fact presented itself to me a short time ago, whilst operating upon a portion of a gold Geneva watch-case. To all appearance it was gold of about twelve carat, worth something like 40*s*. per ounce. Wetted with nitric acid, the usual green was not noticeable; after the acid was wiped away, I found spots of an unusually deep red color. was not my province to value gold, but to repair the case, I proceeded to anneal, preparatory to soldering. The flame of gas no sooner touched the metal than an explosion occurred, splitting and shattering my portion of watch-case to pieces. When it was cool, I dipped a piece in a weak solution of vitriol; it then presented its true character, viz., an alloy of silver, small portion of copper, zinc, and gold, and reported by an assay to be gold of six carat, worth 21*s*. per ounce. I may add, this gold or zinc alloy, after being annealed, has become as brittle as thin sheet glass. This caused me to inquire what effect is produced by the addition of zinc to an alloy of gold or silver. I therefore prepared and melted a similar alloy, which proved to be malleable, but not so malleable as gold alloyed with silver and copper, and decidedly harder than gold containing the two latter alloys. Annealing has the desired effect of softening the metal. In process of flatting, and when polished, it presented a good color, and I was curious to know how long, or under what circumstances, the elements in the zinc would produce these mischievous results. I was satisfied that a galvanic or electric action would have to be produced. I had flatted a piece of this gold and zinc alloy exceedingly thin, which, when annealed, showed no signs of cracking upon being bent. For the present I was not satisfied, and having cut the sheet of metal into small pieces, I laid them aside. Some few days after, taking a piece in my hand without any positive motive, I placed it in my mouth, and after a second or so, between my teeth I noticed a cracking sound. I was now persuaded that the gases or acids of the mouth were producing the galvanic action I was seeking, and taking another piece I breathed heavily and repeatedly upon it. In about half an hour the piece so breathed upon became as brittle as my portion of watch-case, and thoroughly useless for any mechanical purpose. This accidental and imperfect experiment demonstrated the fact that zinc is both a dangerous and mischievous alloy; as articles of gold jewelry so alloyed must, upon coming in contact with oxygen, lose most of their physical properties by galvanism and oxidation. The knowledge of this may deter operators upon low standard gold from using zinc as an alloy, of which the most that can be said is that it produces a good color and is apt to deceive the uninitiated of its true standard. Brass, an alloy which I know is used in the ridiculously low standard sold as gold, produces similar results to that of zinc.

Hellot, a writer upon metallurgy, states that gold highly alloyed with zinc becomes wholly volatile when heated. Pure gold has a very feeble affinity for oxygen, but is an excellent conductor of heat and electricity, and with some presumption I say gold is an element capable of being placed and replaced. I have not been fortunate enough to find any metallurgist whose writings would bear me out, but most have come so near as to hesitate in their decision. Napier, a metallurgist whose writings I often turn to with profit and interest, gives his experience, that melting 30 lbs. weight of pure gold, he found a loss of 4½ grains, which he eventually collected from the vapor escaped in the process of melting. The same writer, in a paper read before the Chemical Society, shows that gold alloyed with silver or any other metal, when melted or cupelled together, becomes exceedingly volatile,but more so if the metal employed be lead; and Makins still further corroborates this fact by experiments he made, and deposits obtained from a flue attached to a muffle furnace. Therefore, although we may say gold and silver are indestructible by heat, yet they do escape us in what I may call metallic vapors. The strong acids employed in the wet process of liquefying gold and silver volatilize these metals; therefore we may say the air we breathe in Clerkenwell is, to some extent, charged with precious metallic vapors.

Now a word upon assaying. Assays are generally made with reference to standard, as so much better or worse. In endeavoring to show how assays are made, the process may appear very simple, and may be so if you keep your calculations correct, and use a proper balance or scales. Should an assayer be present, I hope he will take it that I am giving but an outline of how assays may be made. The experiment I made in assaying was under the most unfavorable circumstances, but the results were sufficient to encourage me in the hope that with more adapted appliances I may succeed in making a faithful report. The metal I operated upon was obtained from the sediment of the water we call in the trade "wash-hands." Upon being reduced, it appeared to me exceedingly base. I therefore melted and remelted it

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WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed andcontrolled by WM. ROGERS formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

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with salt alone as flux, until I had destroyed much of the base metal. I then cut off a small piece as carefully as I could, weighed it, adding fine silver of the same weight, and six times the weight in lead. I melted the whole together in a bone-ash pot. In this way all the impurities were got rid of by the lead carrying it into the porous parts of the pot, leaving a clear bright bead of metal. Taking the cupel or pot from the furnace, and allowing the bead to cool, I found I had an alloy of pure gold and silver, which I again weighed, and calculated the loss of base metals. The bead I now flattened and annealed, so that I could bend the strip into coronet shape. Then, with strong nitric acid, I separated the silver as chloride of silver. My coronet now presented a porous sieve-like appearance. I carefully poured off my chloride and preserved the same, so as to extract the silver at a more convenient time. My coronet or porous sieve-like fine gold I washed and shrunk by annealing. The fine gold weighed and calculated by the weight of the piece operated upon gave as the result so much fine gold in a given weight. An independent assay master reporting upon the same bar of metal gave as his report, 10 oz. 16 dwt. 5 grs. to the lb. troy, against mine of 10 oz. 17 dwt. 4 grs. to the lb. troy. The very slight difference I attributed to my imperfect weighing. There are other means of making assays, but not having practical experience in the process, I will not attempt to describe them.

The silver assay I made much more easily; but the same applies to silver as to gold, viz., careful weighing. Accurately weigh the piece of silver to be reported upon, add as much lead as the appearance of the quality of the metal justifies. If tolerably good, eight or ten times the weight will be sufficient; if very base, considerably increase the weight of lead, melt the silver and lead together in a porous cupel, as we did the gold, in a furnace at high temperature. In a short time the lead would have carried with it all the impurities into the porous parts of the pot, leaving a bright bead of fine silver, which, being weighed and calculated by the loss in the first weighing, gives as the result so much fine silver in the pound troy. A parting assay requires greater care, although made in much the same way as gold. I will give it in the words of Makins, late Assayer to the Bank of England:—

"In addition to the operations of assaying for the amount of silver or gold as already detailed, there are cases where it is required to estimate silver contained in gold, and also gold in silver, such are called 'parting assays.' The latter, viz., that of silver contained in gold, is effected by simply dissolving the metal in dilute nitric acid, and collecting the gold powder left; this is then to be washed with boiling distilled water, and annealed to brightness, when it will be in a state for weighing.

"The valuing of silver in gold is somewhat more complex. A double gold assay is made in the usual way, and at the same time an assay pound of the metal is cupelled with no silver added. Thus the copper and oxidizable metals are removed, and the button left will be composed of the gold and silver of the specimen only. The difference of weight of this above the parted assay will of course be due to silver."

The annual waste of the precious metals is enormous. In the first place, we have something like 80,000,000 silver coins in circulation. If we take the loss on each at 1-100th part of a grain, we get a loss of 1641 oz. of silver every year from our English coinage alone. Still keeping my estimate at the 1-100th part of a grain for the whole of Europe, we get a loss of 9,846 oz. Taking four times that amount for the whole of the known world, we get a positive loss of 30, 384 oz. from the circulation of silver coinage alone.

Photography, an art which is, perhaps, the greatest destroyer of silver, we will consider next. Taking all the cities and towns in England together, we have an average of about 150 photographers in each. Supposing each to consume (a very low estimate indeed) 10 oz., we get an annual loss of 450, 000 oz. in England alone. Considering the magnificent works of art we receive from the continent and America, we multiply the amount five times for America and other countries of the world, and get a loss in photography of 2,250,000 oz. yearly. From the most reliable shipping returns, we learn that there is an average loss of about 2,000 vessels every year. These vessels carry gold and silver in some form or other, either in coin, watch-cases, jewelry, or plate, so we may reckon the average loss with each vessel at 30 oz., making a total of 60,000 oz. lost in the waters of the deep. The losses by fire are considerable; the wear from watch-cases and articles of daily use, the enormous loss in the manufacturer's workshop, and other minor losses, we should not over-estimate at 200,000 oz. throughout the world.

From the underestimated sources I have named we have an annual loss of silver amounting to 2,540,384 oz. Considering the value of gold, the loss of this metal is proportionately greater.

Gold is used in a greater number of trades than silver, and in most of them little or none is ever recovered. Taking our gold coinage in circulation to be about 70,000,000 pieces of coin, estimating the yearly loss by abrasion to be 1-10th part of a grain for sovereigns, and 1-20th part of a grain for half-sovereigns, we get an annual loss from coinage in England of 12,868 oz.; and to be on the safe side, I will only take five times as much for the rest of the known world, and that will show the loss from gold coinage to be 64,340 oz.

The consumption of gold in the potteries and glass factories is enormous. We will take 300,000 oz. as the loss from potteries and glass, 3,500 oz. as the amount used in photography, and 400,000 lost in gilding. The loss from watch-cases, chains, and jewelry, and loss in the workshop and other minor causes, we must give at another 400,000 oz. From these figures we get an annual loss of gold amounting to no less than 1,167,840 oz.

RINGS AND THEIR HISTORY.

Capricious as are the freaks of fashion in dress and personal ornaments, it has been able to work little change in the habit of wearing rings since the world first took a fancy to them. The material and workmanship alter with the advance of art, but the ring itself, from its regular beauty apart from all superstitious, sentimental, or mystical associations, must ever be a cherished ornament. Rings have always been the favourites of princes and ladies. The history and poetry of finger rings are laid up in numerous learned treatises, which few people would dream of perusing. Enduring as the rings are, their antiquity reaches far beyond the oldest we can see in the museums. The earliest mention of their use occurs in the Book of Genesis some 1727 years B. C., but it is quite possible that even the mythical prehistoric man wore a ring. We afterward hear in the sacred records of Pharaoh's ring, and



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Every dealer in American Watches should ask his Jobber for Gold and Silver Cases manufactured by the **AMERICAN WATCH CASE CO.**, *of Toronto, which are guaranteed by them to be equal in quality and finish to any imported into this country.*

TRADE 





MARKS.

GUARANTEE OF QUALITY.

The **American Watch Case Co.**, *of Toronto, Guarantees every Case manufactured by them, and bearing any of their trade marks as above, to be of the quality stamped upon it, according to the U. S. Standard.*

THESE CASES ARE SOLD TO THE WHOLESALE TRADE ONLY, AND CAN BE HAD FROM ANY OF THE LEADING

CANADIAN JOBBERS IN AMERICAN WATCHES.

that used by Darius at Babylon; and Herodotus tells us that the Babylonians used to wear rings. They were originally intended strictly for use as signet rings, and not as ornaments, and their use as such soon spread from the East into Europe. In the Homeric poems there are no traces of the custom of wearing rings, and the earlist rings used in Greece, about Solon's time, were signet rings, for use only. They soon became fashionable as ornaments, however, with precious stones set and engraved in them, dandies crowding their fingers with them up to the nails. The Lacedamonians always wore iron rings. Some among the German tribes, in the time of Tacitus, wore rings of that metal until they had slain an enemy in war. As for the Romans, the best authorities assert that they received the fashion of ring-wearing from the Greeks, but it probably filtered simultaneously through to both nations from the Pelasgians, who in very olden times settled on the coast of the Mediterranean and kept up friendly intercourse with the Orientals. The Roman rings were always of iron and always strictly for use, but increasing luxury corrupted this primitive fashion. Still, such men as Marius and such families as held "high-toned" principles, never gave up the iron ring. The Roman fast young men made an improvement in the Greek profusion by introducing light rings for summer wear and heavier ones for winter. From the rings of the Roman knights and the officer who had the care of the emperor's state signet in later days, the history of rings comes down to our time without any other very noteworthy remark. Rings play an important part in many Oriental legends, especially Solomon's ring, which, among other marvels, sealed up the refractory Jins in jars and cast them into the Red Sea. A Lydian hero, Gyges, possessed a famous ring which rendered him invisible whenever its stone was turned inward. As Plato tells of the marvelous manner in which he acquired it we could almost fancy he had heard the story told by some Eastern story-teller, so exactly is it like an Arabian night's entertainment. It is remarkable showing the universality of legends which often are the fairy tales of rising generations, that this very same story comes up again in the Welsh romance of "Morte d'Arthur." One who is said to have a ring which possessed this virtue when so handled, and which with Guendolen's chess-board, was reckoned among the thirteen wonders in Britain. Another famous Greek story tells of the ring of Polycrates. He was warned in the time of his greatest prosperity by a pious king of Egypt to sacrifice whatever article he most valued in order to propitiate Nemesis. Manning a boat, therefore, he rowed out to the open sea and flung into the depths his ring, which was of gold with an emerald gem, the setting of the renowned Theodorus. This being very dear to him, he grieved much over his loss. Five or six days after, however, a fine fish was brought to him, and inside this the royal cooks found the ring much to their master's delight. The chronicler naively adds that "his Egyptian friend, seeing it was impossible to rescue another from destiny," broke off their alliance on hearing of this piece of good fortune. It is curious that the story also had an earlier parentage. Legend there accounts for Solomon losing his wisdom by connecting it with the possession of a marvelous ring. This he one day, in a fit of fondness, intrusted to one of his wives, who flung it into the Kedar, and thereby for a long time rendered the king reckless and foolish. Luckily it was found inside a fish, and on being restored to the king his wisdom also returned to him.

I need not speak of the numberless rings of antiquity which possessed magical, musical, or medicinal virtues in the estimation of the credulous; can we not even now purchase galvanic rings? Nor need I tell how universally the ring has been adopted for the symbols of espousals, betokening eternity in its figure and the surpassing excellence of true love in its material, and how, being worn on the fourth finger, it thereby (so the ancients believed) pressed a vein that ran straight to the heart. It may be noted in passing from this that much curious learning attaches itself to the different fingers on which rings are worn. Originally, says that arrant gossip, Pliny, rings were worn on the fourth finger, then on the second, afterward on the last. Our ancestors who "ran wild in the woods" seem to have preferred the fourth finger. The Monkisk verse Miles, "Mercator, Stultus, Marites, Amator," assigns them, counting from the thumb, to the soldier, the merchant, the fool, the husband, the lover. When it is remembered how Hannibal carried enough poison in a ring to kill himself when tired of life, no one need suppose that rings which contain hair perfume or a watch are modern discoveries. Ere now there has been a ring which held a familiar token inside of it. Numerous curious rings, or rings which once belonged to celebrated people, are to be found in most museums. I shall only mention one or two interesting specimens. St. Louis is said to have had a ring of fleur de lis and daisies, with the motto, "Can we find love beyond this ring?" At an exhibition in London a very fine ring was shown, which was found by a laborer when digging among the ruins of a church, supposed to be of the middle of the sixteenth century. It was a massive plain band of pure gold, with a motto engraved within its hoop "*Devx Corps, Vng Cver*," and the initials C. M. entwined by a true lover's knot of peculiar form. What a life romance lay within that ring. Ancient rings were generally massive. Henrietta Maria's, the Queen of Charles I., is thick and large enough to be worn on any modern lady's thumb.

The mottoes on rings form a curious department of archæology. At the present day, perhaps because we are less sentimental than our great-grand parents, no one ever thinks of having more than a few initials engraved within a ring; but during the sixteenth, seventeenth, and eighteenth centuries it was a very common practice to have mottoes inscribed within the hoop of spousal, nuptial, or merely presentation rings. These were sometimes called "gypsy rings," the East having always been famous for such amulets. The motto itself was called the "posy" or "chanson." Numerous collections of such mottoes have been formed at various epochs.

Ring posies are neither double nor single. The double ones are generally serious, such as

"God our love continue ever
That we in Heaven may live together."

Or

"Let him never take a wife
That will not love her as his life"

Single posies are very varied. Here are two beautiful ones to head our list.:—

"God above, and peace and love."
"God and thee, my comfort be."

Several more worth quoting cannot be classified; I will give them all round, as Perdita distributed flowers to her guests:

"Sweet heart I pray, do not say nay."
"Love me little, but love me long."
"I bid adieu to all but you."
"For a kiss take this."
"Like and take, mislike or sake."
"This and my heart."
"True blue will never stain."

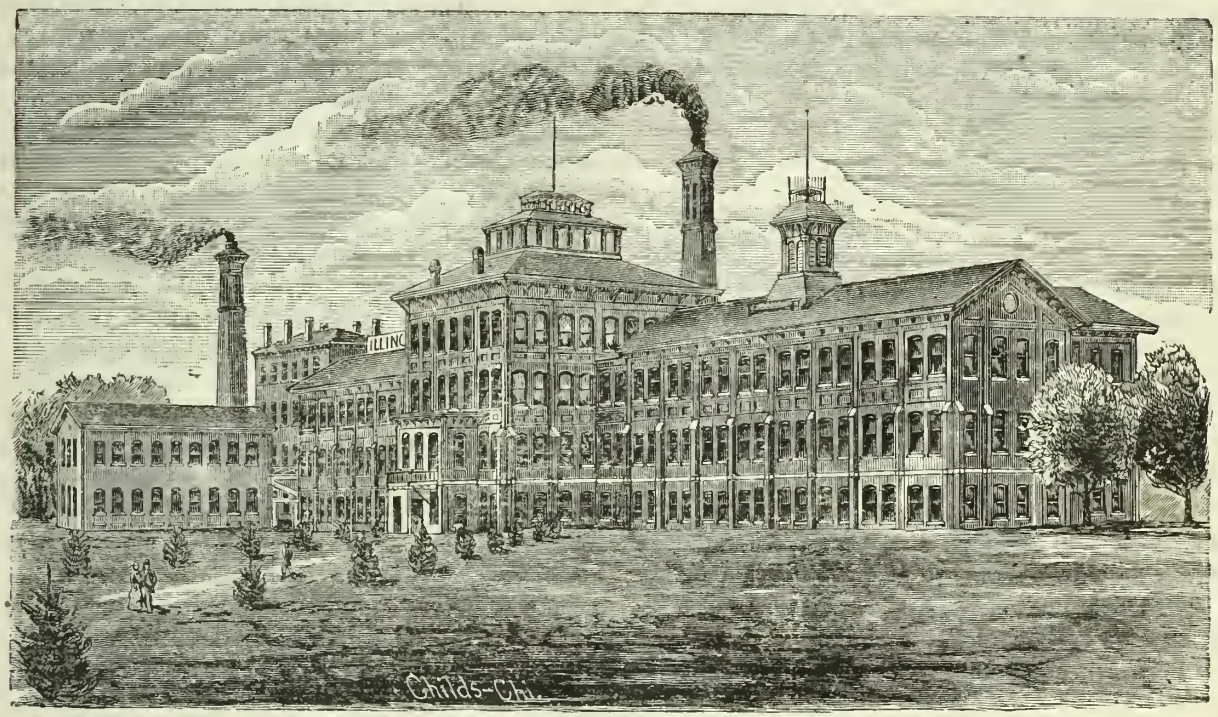
One more must be mentioned---Nerissa's ring—

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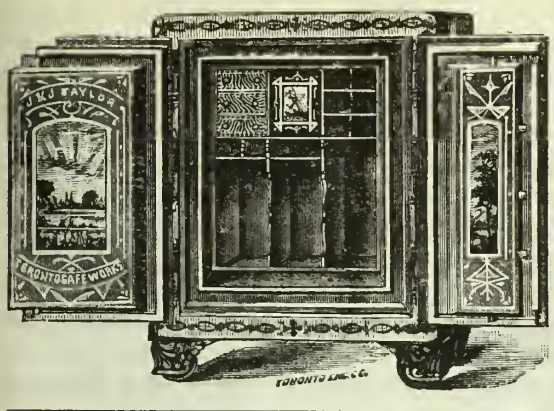
Whose posey was
For all the world, like cutler's poetry
Upon a knife—Love and leave me not.

Of all the familiar objects of domestic life, it may be remarked, in conclusion, none are so intimately connected with our deepest feelings and most cherished memories as rings. The spousal ring touches the chord of all that is noble and elevated in either sex; it is "the enchantment of human life," calling up devotion and chivalric tenderness in man, and mellowing the kindly impulses which draw the maiden to all that is good into the most intense and self-denying love for man. Friendship and departed relatives leave their mementoes with us in rings. Who cares for a ring that has no fond memory clinging to it? The whole life history is compressed in the wedding ring. Love, loss, chastisement, endurance, the false life of the past dropping away, glimpses of the perfect future revealing themselves, the unfolding of aims and hopes that are the buds of our race's development—such winged thoughts hover around wedding rings. There is no romance, for those who can read it, like that of an old wedding ring. The thoughts it awakes in a contemplative mind are precious as its own gold, bright as its lustre, and boundless as the circle of eternity.—*Brooklyn Eagle.*

WHO SHALL MAINTAIN TECHNICAL SCHOOLS?

Technical instruction, with a view to facilitating and improving industrial methods, thereby maintaining that superiority in manufactures which alone commands the world's markets, continues to grow in favour in Britain as well as on the Continent. But with this characteristic difference, that while the latter are largely and in some instances exclusively under the patronage of the State, the former are left to private or associated enterprise. Thus far the experiment under both systems has worked out satisfactory results; but as the voluntary system has to contend with serious odds, to competition with the paternal governments of the Continent, the question of how to maintain and increase the efficiency of this system of instruction is engaging the attention of thoughtful minds to an extent rarely known before. While it is true that the Government is not a contributor to their support, it is to be observed that Parliament is by no means indifferent to their success; in evidence of which we may refer to a Royal Commission on Technical Instruction, which was recently authorised to make an inquiry into the subject in all its bearings, and to whose recently submitted report we have heretofore alluded. The report presents evidence of a conclusive character as to the efforts which are being made by other nations to fit themselves to compete with Britain in every branch of industrial activity. Governments are vieing with municipal authorities and private individuals in establishing and endowing institutions of the most varied character; all of which, however, has the same end in view, viz., that of fitting their populations to meet the constantly increasing demands made upon them by the growing necessities of the time. Technical instruction, it is admitted, could not teach a trade; it could not supersede workshop experience; but while valuing that experience, the Commission do not shut their eyes to the fact that it often resulted in mere mechanical routine knowledge. What was wanted was not mere experience, but intelligent experience, and that could only, or at any rate could best, be gained by systematic training in the scientific and artistic principles which underlie every industry. To insure that training the discipline and opportunity afforded by a school were essential. Continental nations were certainly doing more of this kind of systematic training of their industrial workers of all classes than England had hitherto been in the habit of doing. The success which had attended these efforts was shown not only in the existence of gigantic manufacturing establishments, but also, and perhaps especially in the great perfection of manufacture to which many of these had attained, and in the keen competition they were able to maintain with English products. It was the universal opinion in these countries that without these technical schools for high and low, results of this character could not have been arrived at, and the greatest apprehension for the future welfare of their industries, expressed by intelligent foreigners, was that England should some day or other awaken to the necessity of placing her industrial instruction on a similar footing. Thus, admitting that France, Germany, &c., had done more for systematic technical instruction than had been done in Britain, the question was, what are the best means of remedying the evil? The Technical Commissioners by no means approved of the wholesale introduction of Continental methods. They felt that each country must work on its own lines, and the only way to secure permanent progress was to expand and extend the system under which they had been accustomed to work. Abroad, as already stated, almost all the technical schools were State supported, and, hence, to recommend the adoption of principle that in England would be only to court defeat. Nor did the Commissioners find wanting among English institutions examples of technical schools which might be placed on a footing of equality with any of a similar character elsewhere, both as regarded efficiency and the influence they were exerting in the improvement of the industries they were designed to advance. What was chiefly needed was the multiplication of such schools, and the attainment of that object could only be effected by a general consensus of opinion as to the importance, or rather the necessity, of the kind of instruction which such institutions afforded. And as this can only be obtained by exciting a widespread public interest in the subject among the people themselves, if labour and capital will join hands in the work the result would not be doubtful.

About all that is said in favour of the experiment in England is not less applicable to the present state of the question in the United States. There is a general recognition of the importance of multiplying and maintaining these technical schools; but, unfortunately, the disposition is to fall in line with the Continental plan of throwing the burthen of their support upon the state rather than to make them self-sustaining by private enterprise. Hence we have schemes for incorporating technical instruction with the curriculum of the public schools, in addition to music and painting, and the languages, for which in the aggregate, the taxpayers of this city alone have to pay about 4,000,000 dols. per annum. The Free Academy, or University of the City of New York, we believe, is at this moment making some experiment of the kind, but with what results we have yet to learn. It is scarcely in accordance with the fitness of things that the hand-saw and jack-plane should be mixed up under the same roof with Greek and Latin, though it would doubtless make no inconsiderable addition to the army of ten thousand placemen who are now drawing salaries from the municipal



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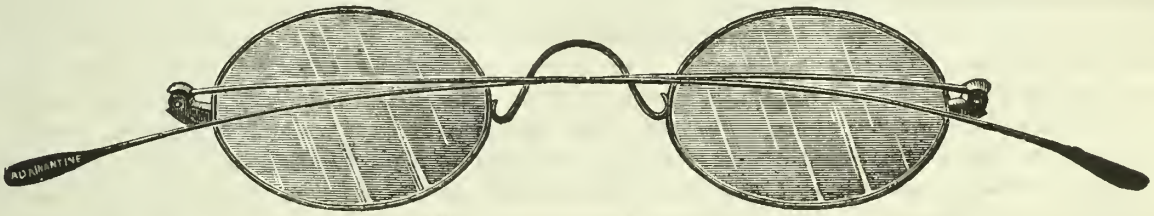
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exchequer. By all means let us encourage technical instruction in every possible way—none need it more urgently than the present generation of American youth; but let us avoid the temptation of adding to the functions of the State in a matter of this kind, lest while seeking to enlarge the area of American skilled industry and the market for its products we add to the burthens already imposed upon it for the support of an already overgrown Government machine, which needs to have those functions restrained rather than enlarged. There is nothing in this way that private enterprise cannot accomplish infinitely better and infinitely more economically than the State.—*Jewellers' Circular.*

LUCK V. SKILL IN MINING.

During a recent visit to the mountains, a reporter quietly listened to a discussion going on between several miners regarding luck as specially applicable to and associated with mining ventures. The participants were about equally divided in opinion as to whether luck or shrewd judgment was paramount as an actuating motive in the generality of mining operations. Appeal was finally made to an old California miner, who had hitherto taken no part in the conversation, and he responded as follows:

"It may not be business to say so, but during many years of experience I have noticed that the prospectors who believed firmly in luck, and who had the most 'notions' and superstitions, always got on to the best ground. They did less work and less tramping, but their luck always brought them more cash to spend in the rainy season."

"Can you tell us some instances where nothing but luck brought a fortune to a fellow?" asked one of the party.

"Golly, I could talk of occurrences of this kind all night, but there is one case that was running in my mind all the time this confab has been going on, only the chap was not particularly a miner, but a carpenter who did jobs in the mines when work was slack in the towns.'

"Oh, never mind that, but tell us about him," said several voices at once.

"All right; and if you discover anything but 'nigger-luck' in the story, stop me without ceremony. 'Spose you've heard of Lucky Baldwin over on the coast?"

"Of course we have," said everybody.

"Well, he's the chap. Did you ever know why we dubbed him Lucky Baldwin?"

"No," was the general response.

"Well, shove the cigars this way and I'll tell you about him."

Lighting a cigar deliberately with the puffing method peculiar to one most familiar with a wheezy pipe, the old man finally said:

"Times had got a little dull and stocks were low, and so Baldwin, who was always studying up some wild scheme or other to make money, concluded to go to China on some racket, and, as he happened to have 1,000 shares of Crown Point, which had cost him $3 a share, he was mighty anxious to realize on them. The price being off several points, he raised the wind some other way, and, feeling that the time would come when he could get even on his stock, he left it with a friend to sell when the price rose to $3 a share, and off he went to China. Soon after his departure the Comstock got into a bonanza and prices began to fly up. Baldwin's friend, who, by the way, was a carpenter also, watched the market closely, and when his $3 limit was reached he rushed down to a broker and told him to sell 1,000 shares of Crown Point at $3. 'Where's your stock?" asked the broker. 'Here it is,' said the carpenter. The broker examined it and then said: 'Have you power of attorney to sign Baldwin's name?' 'Not a power,' replied the carpenter. 'Well, then,' said the broker, 'I can't sell this stock, nor will anyone else.' You see, Baldwin, in accordance with his customary carelessness, or rather ignorance of business methods, had gone off without transferring or indorsing the stock made out in his name. Of course, his business trip to China was a failure, as were all his deliberately-planned enterprises, and he arrived in San Francisco strapped, but soon found that instead of having $3,000 waiting for him it had swelled to an even $1,000,000."

"No wonder they call him Lucky Baldwin," said a Chicago tenderfoot.

"Hold a moment, pardner," remarked the old Californian, "nobody thought of giving him that name then for a little lucky turn like that. Wait till I get a little further along with my story, and you'll see a better reason for the name."

"Is there more coming? Great Scott! Wasn't one million enough on a scratch?"

"We didn't give names those days in California unless a man earned them—yo can bet your bottom dollar on that. Baldwin cashed in his stock, and as he was considered rather fresh, the boys put up a job to divide the million among the gang. Jim Keene was baldwin's broker, and he and the rest concluded that they would saddle a big block of Ophir on Baldwin at from $10 to $15 per share, which they proceeded to do, thus tapping him of half his pile. No sooner had Baldwin got this bundle of Ophir into his possession than the big bonanza was struck in Consolidated Virginia and California, adjoining the Ophir, and that stock doubled up in sympathy."

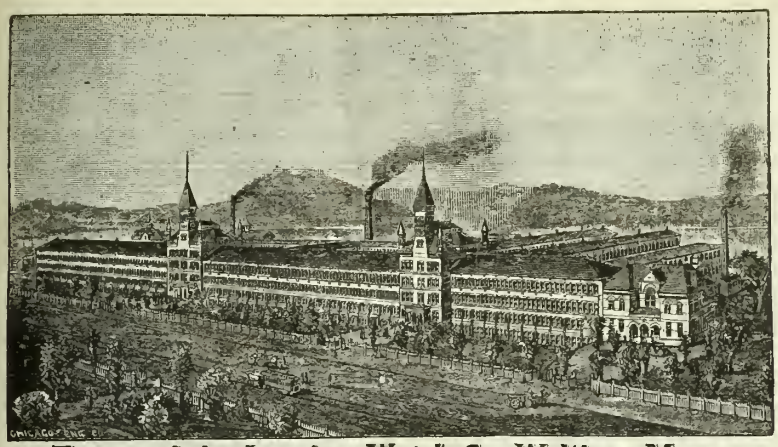
"'Rah for Baldwin," cried the Chicago tenderfoot.

"Keep cool, pard, that was only ordinary luck," growled the old Californian.

"Thunder and Mars, another million and you say only ordinary luck?"

"That's what I said. Ophir kept right on doubling up so fast that the gang wanted to get Baldwin's stock, and so they put up another job on him. You see the Bank of California held most of the balance of Ophir stock, and so Ralston sent for Keene and 'sized him up' to vote Baldwin's stock at the annual election, so that the Bank would have control of the mine. Keene being still agent for Baldwin, pocketed his plum and went square back on Baldwin. Lord, wasn't Baldwin mad. The stock kept going up, and Baldwin, knowing that the old assessment dodge would be played on him, shoved his stock on the market just exactly as the conspirators expected and wished he would, until he hadn't a share left, obtaining the highest prices, which were from $250 to $300 per share. No sooner had he unloaded on the gang than the stock began to tumble as rapidly as it had risen, and it busted the Bank of California, but Baldwin had over $10,000,000 to his credit, and the name 'Lucky Baldwin' was duly earned and accredited to him. You see there was not a bit of sense or smartness from the beginning to end, so far as 'Lucky' was concerned. He blundered into the first million, was trapped into a bad investment, and was angered into selling out in the nick of time, and so luck—stupid nigger luck—made him the straw which broke the back of the great institution known as the Bank of California, and transferred its gold into his own private pocket."

"What became of Lucky Baldwin?"



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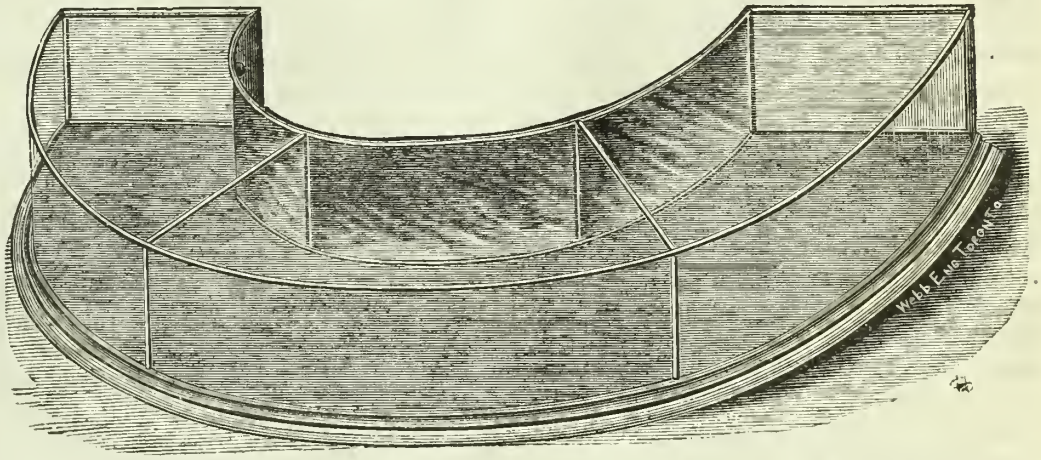
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"Oh, he built a big hotel, got a big farm, and plastered his money around without any business judgment; but he had such a stack of gold that he couldn't fool it away, and probably has an odd million or two left yet. No, boys, I don't pretend to say that luck is a chief factor in mining, but I'd rather have a heap of luck than a heap of sense without luck."—*Ex.*

A RETAILER ON HOUSE SALESMEN.

Said a retailer to us a short time ago. in speaking of a wholesale grocery house, "There is but one salesman in that store that can sell me a bill of goods; if he cannot wait upon me I prefer to buy elsewhere." This was getting the thing down to so fine a point that we questioned the speaker as to his reasons for this severe discrimination, and what he said may be of value to those who need the criticism. "In the first place," he continued, "I like to trade with a person who does not show by every action that he feels himself better than I am; and I like to trade with a man who has been a 'drummer' on the road. They are the boys who know how to treat a customer and make one feel at home in the store. I hold that those young chaps who are found in so many jobbing houses, and whose experience is limited thereto, do not know how to sell a bill of goods. In the first place they are so swelled with self-conceit and the importance of their position that they are positively disagreeable. To use plain language, they are badly affected with the big head. Their pointed shoes and choker collars cannot make up for their sad deficiency of tact. Now, I will tell you what I'd like to see done. I would like to have the proprietor of every wholesale house send these knowing young clerks upon a three months' trip on the road. Give them a grip-sack and send them out to the tender mercies of the world. Even if they do not pay expenses, it would be a good paying investment to the bosses, for these young clerks would come back with such a heap of knowledge and experience as would be very apt to make them quite decent fellows in the future. But just so long as they have a desk in the store, and wait upon a customer just as though they were granting a great favor, I have no use for them. Before the days of 'drummers," jobbing-houses kept good salesmen in their stores, but latterly they have neglected this factor, and seem to feel that anyone is good enough to wait upon a customer who comes to the city to buy. I would rather buy from a 'drummer' any time, if I could only have a chance to examine goods, than go to the city and have set upon me these embryotic Stewarts and Claflins, who never saw a cross-roads country store. Retailers are often invited by jobbers to visit them at their stores, and this is all well enough; but have experienced men to wait on them, or the effect may not be what was expected. I know the 'drummer' has much to answer for, but he knows how to sell goods without giving offence."—*St. Louis Grocer.*

A PAWNBROKER'S TRICK.

I have also heard of a trick in vogue among a certain class, which it is well to know. It is peculiarly a pawnbrokers' trick. A pawnbroker accumulates, through his own forfeited stuff and sales of unredeemed pledges, a bushel—more or less—of watches, each of which is worth from 75 cents to $3. Then he goes to work and puts them all on his shelf as pledges, making out pawn tickets for them bearing fictitious names and purporting to represent loans of from $5 to $15. He also registers the pretended loans on his books just as if they were legitimate transactions. One by one those tickets are lost. He slyly drops one in a bar room. His wife, when unobserved in a horse car, lets one flutter down to the matting. His clerk goes through a hotel entrance and one is left on the floor behind him. Of course, each ticket is picked up by somebody, and human nature is, on the general average, so weak that the finder is most apt to say to himself: "Hello! here's luck! Some poor devil has lost this, but I don't know who, and couldn't return it if I would. Up the spout for $10, eh? Well then, it must be worth $20 or $25 anyway, for pawnbrokers never give more than one-half and generally only one quarter of the real value on anything. The watch isn't mine but I might just as well have it as that blood-sucker of a pawnbroker. I'll go and get it out." So he does. The pawnbroker, as is the uniform custom, takes the money along with the ticket offered for redemption. Then he goes to the shelf, takes down a package done up in paper and strings bearing the number of the ticket, and hands it over. The man does not stand around there to examine his prize. How does he know but the loser of the ticket may come in at any moment to give notification of his loss and stop delivery of the watch? He hurries away to the nearest beer shop, nervously tears off the papers and then proceeds to paint the atmosphere blue with his observations. Of course he cannot have any redress. He can't kick on a transaction the basis of which is his endeavor to obtain a wrongful possession of another man's watch. Besides what could he prove anyway, but that the pawnbroker's judgment in the valuation of pledges was sometimes bad or his liberality in loans spasmodically surprising? — *N. Y. cor. Manufacturing Jeweler.*

THE NUMBERS ON A WATCH FACE.

A group of travelling men were gathered about a stove in a hotel office the other evening, when one of them startled his fellows by saying: "I do not believe that one of you can tell what kind of numerals are on the face of your watch, and if you can I will bet the cigars for the party that not a man here can write them down as they are on his watch."

"I'll take the bet," said one who prided himself on his qualities of observation. "I look at my watch at least ten times a day, and I know I can do it."

"All right —begin," remarked he who had made the proposition.

"Do you want them in a circle?"

"No. Along a line will do."

"Well here goes," and he began putting down I, II, III, until he got to four, where he hesitated. First he put down IV, and then, glancing at the clock in the room, changed it to IIII, and proceeding wrote V, VI, VII, VIII, IX, X, XI, XII.

"There!" he said exultingly, "I think I have won the cigars for the crowd."

"I will just bet you the drinks you haven't," replied the other.

"Well, I will go you," at the same time pulling out his watch.

"Well, show me VI on your watch and I will settle for everything," remarked he who made the proposition.

All crowded around and gave the smart man the laugh, and he then and there resolved never again to bet on a man's own game.—*Ex.*

Meriden Britannia Co.

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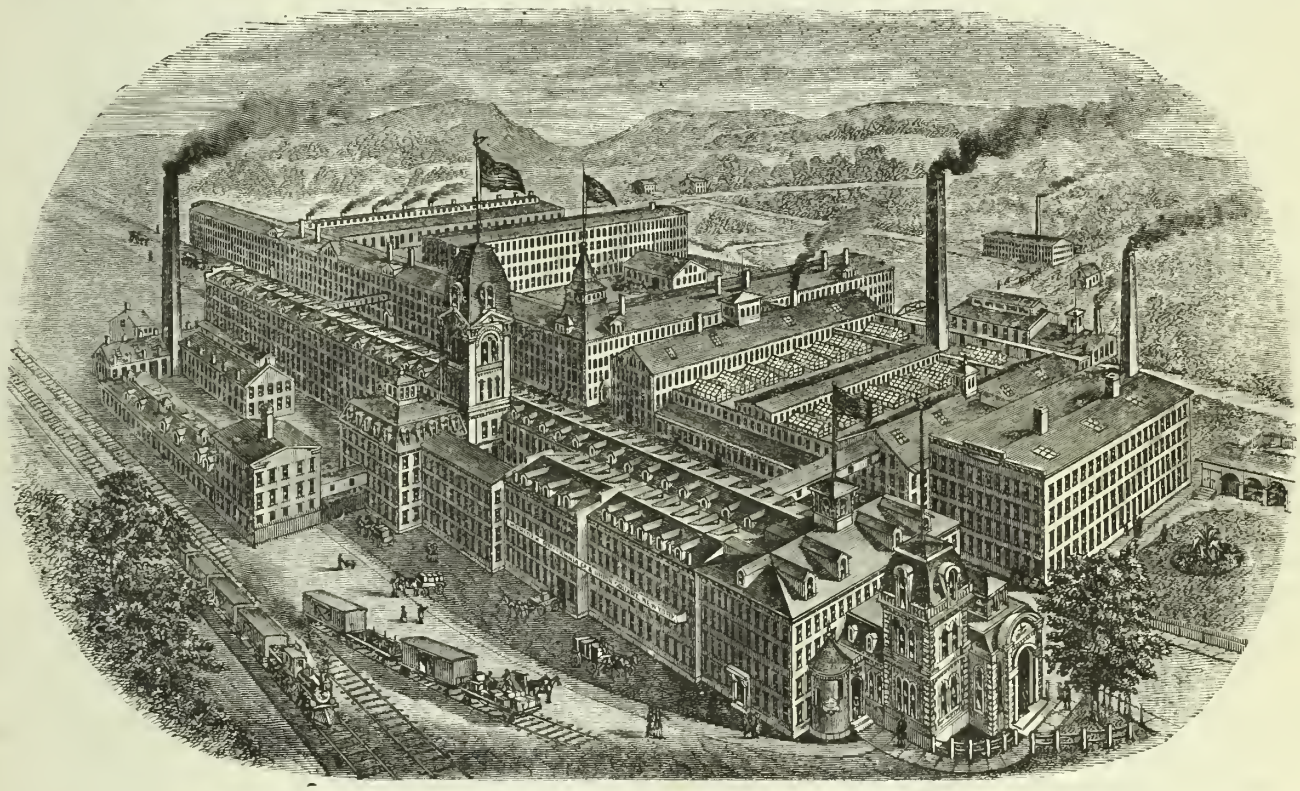
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HIGHEST HONORS OVER ALL COMPETITORS.

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Con., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

"CURIOSITIES OF COMMERCE."

Among the "curiosities of commerce" none, perhaps, is more curious than that the major portion of the produce exported from South Africa is simply used for the adornment of ladies. Out of a total value exported of £7,500,000, ostrich feathers and diamonds account for £5,000,000. Twenty years ago all known diamonds had come to Europe or the United States from immemorial Eastern stocks or from the scanty produce of mines in Brazil and elsewhere, which were calculated to yield not more than £50,000 worth in a year. To-day situated in the midst of a wide-stretching plain affording at all points a sea-line horizon of flat "veldt," we find this town of Kimberley with a large European population of wealthy and well-to do people, and a large native population earning every year more than £1,000,000 in wages. And from this mining oasis in the agricultural desert has been sent in the last fifteen years something like £40,000,000 of diamonds in the rough, which, with the cost of cutting, setting, and selling must have taken from the pockets of consumers something approaching £100,000,000.—*London Times.*

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

Mr. John Welsh, jeweler of Stratford, was at the last general meeting elected Grand Patriarch of the Order of Odd-Fellows in Canada. We congratulate him on his deserved promotion.

Mr. Lowe, of the firm of Lowe & Anderson, has been putting his "business holidays" in the City of Winnipeg. He reports business fairly good in the prairie city, with fair prospects ahead.

Mr. W. F. Snell, the well known jeweler of Strathroy, Ont, is at present rusticating in Southern California. His assistant Mr. Ferguson is running the business machine until his return.

We direct the attention of our readers to the letter of Mr. G. W. Beall in another column, and will have something to say about it in next month's issue. In the meantime the genial Secretary of the Canadian Jobbers' Association in American Watches might rise and explain.

Mr. John Segsworth, wholesale jeweler of this city, is at present absent in Europe on his annual expedition for novelties in jewelry for the fall trade. He is expected back early this month. His arm chair is ably filled by Charlie during his absence.

Mr. Beverly Heath, the popular traveller for Simpson, Hall, Miller & Co. of Montreal, called upon us the other day. He reports the demand for S. H. M. & Co's goods as great as ever and seems thoroughly satisfied with the prospects of fall trade. More power to you Beverly.

Mr. Taisey, the popular manager of the Waltham Watch Co. agency in Boston, was in the city a few days ago visiting his usual customers in the wholesale trade. He seems to be satisfied with the trade his company is doing and says their trade in Canada is increasing very fast.

An Attractive Price List.—Our attention has been drawn to the new and very complete Price List of American Movements, Silver, Gold and Filled Cases issued by the enterprising firm of Lowe & Anderson. It is one of the most complete lists of the kind ever issued in Canada, and the artistic cover would reflect credit on the taste of an Oscar Wilde.

Almost every Jeweler in Canada knows Mr. Perry the popular representative of the Hampden Watch Co., and one of the oldest watch men in America. He paid a flying visit to our sanctum during his last trip to Toronto, and in addition to his looking the picture of health, expressed himself as being thoroughly satisfied with the prospects for this fall's trade.

The Boss Case People are always to the front with something new. The latest thing they have is their 6 size Ladies' Boss Case, a perfect little gem in its way, and something that is bound to sell on sight. This case seems to have struck the popular fancy, and coming as it does just in the nick of time will undoubtedly have a large sale.

The American Watch Case Co.'s New 6 and 18 size gold cases are pronounced by competent judges to be as nearly perfect as possible and fully equal to any ever imported into Canada. The new company are making rapid strides in all branches of their manufacture and aim to make a perfect case. They are bound to win success.

Surpassing Themselves.—The Hemming Bros. are surpassing themselves this fall in the line of fancy jewelers' trays, fittings and cases. Every jeweler who wants to have the very latest thing in fittings should give them a call before deciding what he will have. Their factory is a credit to Canada, and we are glad to know that their efforts are being appreciated by the trade giving them all they can possibly do.

We paid a Visit a few days ago to Messrs. Smith & Fudger's establishment, and from garret to cellar found the whole warehouse crowded with new goods of this season's importation. If the newest styles, close prices, and punctuality and correctness in delivery, are in any way conducive to building up a business, then this firm should be away up near the tip top of the mercantile ladder. They thoroughly deserve the success they have attained.

We regret exceedingly to learn of the death of Mr. George Lee, senior partner of the firm of Lee and Edsall, hardware merchants of Bowmanville, Ont. About two years ago Mr. Lee contracted a severe cold which finally turned into consumption and thus caused his early demise. Mr. Lee was a genial wholesouled upright fellow, whom everybody liked, and his many friends in the hardware business throughout Canada will hear of his early death with great regret.

Death of Mr. Elijah J. Davis.—We regret to chronicle the death of Mr. Elijah J. Davis, senior member of the firm of Davis Bros., jewelers, Yonge St., Toronto. The cause of Mr. Davis' death was dropsy of the heart, from which he had been ailing for about two months before his death. The deceased besides being one of the most energetic and prominent retail jewelers in the city, was also a prominent Odd-Fellow, and a large representation from that body was present at the funeral as a mark of respect and esteem.

A Smuggler Arrested.—A despatch received from Buffalo, N. Y., on Aug. 21st, says: On Wednesday evening at Suspension bridge custom officer Asher Cudaback arrested Benj. Moechelle of Toronto for smuggling. On his person were found 20 gold watches, valued at $400. He also carried a jewelry case with a false bottom, in which the goods were concealed. He was brought to Lockport and arraigned before the United States commissioner, when his examination was adjourned till Monday afternoon next.

S.E. F. & Co.—When these letters are stamped upon bracelets of any kind, it is a sure guarantee that the goods so stamped are thoroughly reliable and will give satisfaction alike to the seller and wearer. To jewelers who want to build up a business we say that we know of no goods better suited for such a purpose than those stamped S. E. F. & Co. Besides being reliable they are elegantly finished and of the newest styles. Ask your jobbers for them and order from any of the illustrations of them given in The Trader.

Mr. S. H. Hale, the genial New York manager of the American Waltham Watch Co., paid Toronto a flying visit a few days ago, for the purpose of looking up the prospects of the fall trade in this market. Mr Hale speaks in glowing terms of the prospects of the Company's new "Seaside" ladies' movement and is sanguine that it is exactly what has so long been wanted in order to make the Swiss watches take a back seat in Canada. This being Mr. Hale's first visit to the capital of Ontario, he was shown the lions by Mr. T. H. Lee and expressed himself as being very favorably impressed by the city's general appearance. Come again Mr. Hale.

Reliable Chains.—There is probably as much humbug about the quality of rolled plate chains as anything we know of. Competition in price has not only forced the prices down but the quality as well until one is half afraid to guarantee the quality of such goods. There are exceptions to this state of things, however, and amongst the persons who have "not bowed the knee to Baal" are the manufacturers of the R. F. S. & Co. rolled plate goods. They pride themselves upon making a thoroughly reliable article at an honest price and jewelers can, therefore, buy their goods with the full assurance

GOLDIE & McCULLOCH,

(ESTABLISHED 41 YEARS AGO.)

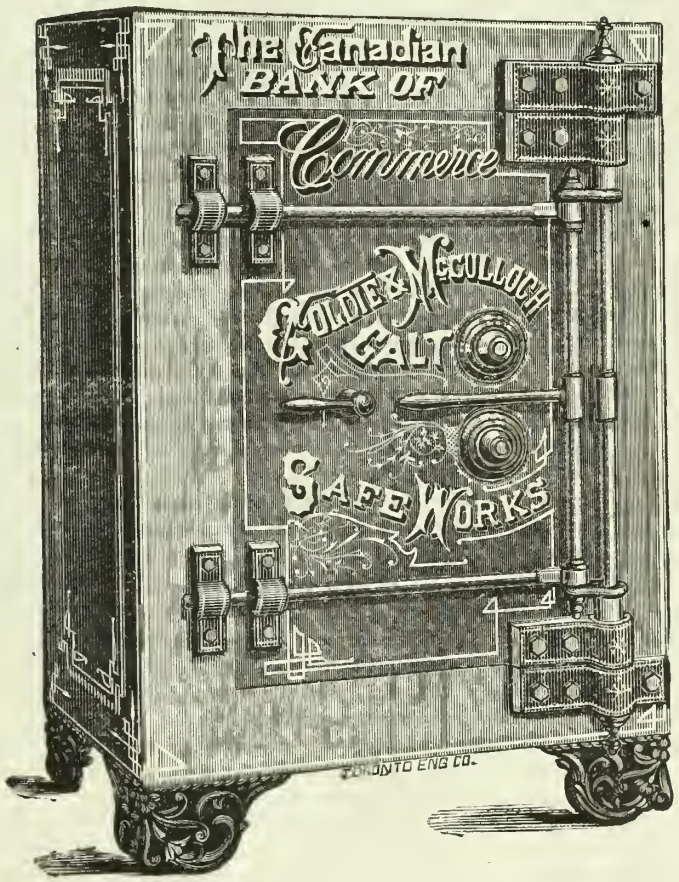
MANUFACTURERS OF

FIRE AND BURGLAR-PROOF SAFES; FIRE-PROOF AND BURGLAR-PROOF VAULT DOORS; STEEL VAULTS; NEW STYLE JEWELLERS' SAFES, etc.

THE LARGEST MONIED INSTITUTION IN THE DOMINION, the Bank of Montreal has awarded us the contract for building the Steel Vaults required in their new Banking House in Toronto. This will be the most extensive work of the kind ever built in Canada.

2 Gold Medals,
3 Silver Medals,
4 Bronze Medals,
2 Diplomas,
Awarded to our Fire and Burglar-Proof Securities during the last 4 years.
A Splendid Tribute to Merit.

No First Prizes have been awarded to any other exhibitors during these last 4 years.



We will be glad to have Visitors to Toronto call at our Warerooms, No. 56 King Street West, next door to the Mail building, where we have always a large stock on hand.

Our Fire-Proof Safes are always filled with wet filling, universally acknowledged to be the best, but owing to the mode of construction which is different from other makes they do not become damp or musty inside, a common fault with inferior safes.

Terms are as easy and prices as low as those of inferior makers.

A large number of Second-hand Safes, by other makers, on hand, including several fitted for jewellers. These Safes have been taken in exchange and replaced by others of our own make.

WAREROOMS—NO. 56 KING STREET WEST, TORONTO.
NEXT DOOR TO THE MAIL BUILDING.

GEO. F. BOSTWICK,
REPRESENTATIVE.

hat they will be fully up to any guarantee the manufacturers may give regarding them. In such goods, the best are always the cheapest.

SOMETHING NEW IN SEALS.—The handsomest seal for warehouse use that we have ever seen is the new one now used by Smith & Fudger, wholesale jewelers of this city. The design consists of an oval belt containing their name and address, and inside the belt on a raised circle the firm's trade mark consisting of a combination balance and escape wheel, regulator and index plate with the usual letters S at one end and F at the other. Whether these letters stand for "Slow" and "Fast" and are thus used to denote the characteristics of the partners, or for the real names of the gentlemen comprising the firm we know not,—their customers and our readers must decide for themselves. All we have to say is that the work is most artistically done and is a splendid specimen of fine English workmanship.

CUSTOMS SEIZURE.—We understand that the Winnipeg Customs authorities have seized the stock of W. Perret, jeweler of that city, for contravention of the Customs regulations. Mr. Perret asserts that the seizure is entirely without cause and that as their goods were almost entirely bought in Canada from respectable houses they will have little or no difficulty in clearing themselves from the consequences of such a charge. As the law now stands it is in the power of the Customs authorities to practically ruin any firm in this way by stopping their business for an indefinite period. The Winnipeg Customs people seem to be the worst offenders in this respect and they should therefore be all the more certain of their ground before they incur the responsibility of injuring a firm's reputation by making a seizure.

ONE OF THE EMPLOYEES of Messrs. John H. Jones & Co., of Montreal, has been arrested, charged with systematically stealing goods from his employers. His *modus operandi* seems to have been to send the stolen goods to confederates in Troy N. Y. where they were disposed of. The money thus realized was divided amongst the conspirators, the Montreal clerk getting one third of the amount. It is said that one of his pals has split on the transaction and will give evidence in Montreal at the trial. If the case can be clearly proven, a severe example should be made of the offender. A thief is bad enough, but theft by a trusted employee who takes advantage of his position is very much worse. Since the above was in type we learn that Mr. Chas. Lambethe, clerk, arrested for the above crime and who was allowed out on bail has decamped to the U.S. More anon.

NEW WALTHAM MOVEMENT.—The new 6 size movement named the "Seaside," just placed upon the market by the Waltham Watch Company is a daisy and bids fair to sweep the market for this year's trade at least. Heretofore exclusive dealers in American Watches have been at a considerable disadvantage in competing against ladies' size Swiss movements on account of the lower price of the latter, but this new departure of the Waltham Company will not only bring American Ladies' Watches within the reach of the consumer, but make them lower in price than their Swiss competitors. The only thing that has stood in the way of American Ladies' Size Watches capturing the Canadian market has been the price, and now that this difficulty has been overcome, they should keep abreast with their sales of 18 size goods. It is safe to say that the introduction of the "Seaside" movement means a revolution in the Ladies' Watch trade so far as Canada is concerned.

WHO IS MR. PERKINS? is a question which might have been asked by the jewelry trade of Canada, some time ago, but which is hardly necessary at the present time, in view of the fact that he has just about completed a tour of Canada and visited with much acceptance almost every retail jeweler in it in the interest of the Elgin Watch. Since leaving Canada we have been favored with a few lines from him from Leavinworth, Kansas, and we here reproduce an extract of his letter, in order to settle the controversy between our political leaders as to the advantages of that State over Canada as a field for emigration. He says "I believe for the first time in my life I appreciate the full meaning of the Spanish salutation "How do you sweat."? I never experienced so trying a heated term as we are now passing through in Kansas, all one can do is to sit still and perspire and wonder if "Shoel" can hold more hot discomfort to the square inch than does Kansas."

A BIG ADVERTISEMENT.—The American Waltham Watch Co., besides having the biggest thing in the watch, have also secured the biggest thing in the advertising line from royalty itself. Their English manager, Mr. Bedford, has a big head and we congratulate him upon the successful issue of a usually doubtful experiment. The following extract from one of the leading London papers is self-explanatory and shows how even British Royalty itself, has become the means of furthering the interests of one of the most prominent of American industries:—

"It was a happy thought that prompted our Waltham friends engaged in the American Watch Co.'s exhibit to present to the Princess Beatrice, youngest daughter of her Most Gracious Majesty, Victoria, Queen of Great Britain and Ireland and Empress of all the Indies, a splendid watch of Waltham manufacture on the event of her marriage with the German prince consummated a few days ago. The acceptance of the gift by the princess through Sir Henry Ponsonby may also be deemed an equally gracious recognition of the kindly sentiments actuating the donors.

INVENTORS' EXHIBITION, London, July 4, 1885.
SIR HENRY PONSONBY, WINDSOR CASTLE:

Sir: On behalf of the male and female operatives employed by the American Waltham Watch Co., now at work in the Inventors' Exhibition, I beg most respectfully to ask, through you, Her Royal Highness the Princess Beatrice to accept from them and their fellow work people in Waltham, Mass., U. S. A., to place among her wedding gifts, the accompanying gold watch, as a specimen of their work and as a small token of the great respect and admiration they feel for Her Majesty the Queen and the Royal Family, as well as of the unbounded generosity and kindness they have experienced at the hands of the English people. I am, Sir,

Your very obedient servant,

ALFRED BEDFORD,
Manager.

WINDSOR CASTLE, July 8, 1885.

Sir Henry Ponsonby is desired by Princess Beatrice to return Her Royal Highness' best thanks to Mr. Bedford and the male and female operatives employed by the American Waltham Watch Company, for the beautiful watch which they have had the kindness to present to the princess.

With expressions of esteem,

HENRY PONSONBY,
Bart.

A BIG CONCERN.—The biggest thing in Canada in the way of jewelry manufacture is the new factory of P. W. Ellis & Co., 31 Wellington Street East. This firm which started some eight years ago at the corner of King and Toronto Streets, with about half a dozen hands, has developed into the magnificent establishment which we had the pleasure of looking through the other day, and employs a staff of nearly ninety workmen. This growth, as our readers may imagine has not been one of the mushroom kind; unlike Jonah's gourd, it has not sprung up in a night with the probability of being withered by the heat of a single day of sunshine. Their progress has been the result of a patient persevering honest effort, combined with a large amount of energy and well directed brain work. Year by year their staff has been increased, their machinery improved and a larger range of work manufactured, until at the present time they have a factory and salesroom which would be considered creditable in any country.

Entering on the ground floor the visitor finds himself in the jewelry salesroom and general offices. In the centre of the room is the immense burglar-proof vault specially built by Goldie & McCulloch for the firm, in front of which runs a very handsome salescounter upon either end of which are placed nickel show cases. At the north end is the private office of Mr. M. C. Ellis the buyer for the firm, where customers are made to feel at home by having writing materials, lavatories &c. provided for their accommodation. At the south end of the flat the general business offices are situated and also the private office of Mr. R. Y. Ellis the financial manager of the business. At either end of the flat, immense plate glass windows have been placed which render it both light and cheerful. The stairway and office fixtures are in the "Queen Ann" style, and are of mahogany and walnut. In the basement which has a solid concrete floor, the powerful engine which supplies the factory on the top flat with power, and all the heavy machinery is situated. The first floor is fitted up as a watch repairing and material department, and also contains the general shipping rooms. The top flat of all is the factory proper, and here under the presidence of Mr. P. W. Ellis the senior member of the firm and his assistant Mr. Thos. Ellis, are some ninety workmen all busily engaged in making jewelry of all kinds. In every direction are moving wheels, and belts driving lathes and laps, and machinery to which no one but an expert could possibly give a name. To the uninitiated it looks like chaos, but when you go

THE AWARD OF THE JUDGES

AT THE NEW ORLEANS EXPOSITION OF MEDALS OF THE FIRST CLASS TO THE MANUFACTURERS BOSS, KEYSTONE & LEADER WATCH CASES

is one more solid block of testimony added to the already overwhelming evidence of the superiority of the Watch Cases manufactured at the Keystone Factories. But notwithstanding this fact, the makers of these Cases do not propose to rest upon their laurels.

PROGRESS

is the motto of the Keystone Factories ; and it is but natural that the announcement is now made that a full and exceptionally elegant line of Boss, Keystone and Leader Cases, engraved from entirely new and special designs, is in course of construction for the fall trade.

FINEST AND BEST WORKMANSHIP.

As heretofore, every case will be made exactly in accordance with a strictly defined design insuring honest material, perfect fit, unsurpassed finish, the most thorough engraving, and unequalled durability.

Keystone Watch Case Factories,

19th and Brown Streets,

PHILADELPHIA, PA., - - - - U. S. A.

through it with the proprietor and learn the use of each machine, you find out that everything is run exactly by a given method and is bound to produce a given result. The almost perfect system of the factory is the result of years of practical application to details and is bound to command success. The biggest surprise to any one who sees all the stuff in the new place, and ever saw the old one, is where they ever kept such a stock. Charlie Ellis says they didn't know what they had themselves until they got it out into the daylight, and now he thinks they are going to have their space pretty well taxed.

It is by the enterprise of such business men as P. W. Ellis & Co. that a country is made prosperous and we not only offer them our congratulations on their success so far, but trust it may go on increasing. In this wish we think we shall be heartily supported by the jewelers of Canada generally, for such a factory as theirs is an immense benefit to the trade. The fact is that the country could not do without such an institution now, and go back to the old methods.

Absolutely Sure Protection Against Burglars.—The Bank of Montreal is now erecting in Toronto a new and elegant banking house, different in style and architecture from any heretofore built in this city. In erecting such a building, to last as it certainly will for several generations, the Board of Directors determined to procure the very best possible protection against burglars, for the vast sums of money and securities constantly in their hands. They are securing this protection through the well-known firm of Goldie & McCulloch, to whom has been awarded the contract for building an immense steel vault larger and heavier than anything of the kind heretofore built in this country. This vault, or steel room as we may properly call it, will weigh when completed some 30 tons, and will, we doubt not, be a standing monument to the credit of the builders. Goldie & McCulloch are making great strides in public favor in this branch of their very extensive business, and are already at the top of the ladder of success. Their position is well merited, and has been attained by an untarnished record of nearly half a century. Still they may feel proud of being able to say that the largest monied institution in the Dominion has entrusted to them the construction of this, the most important part of their new premises. We congratulate the firm, and also their representative at Toronto, Mr. Geo. F. Bostwick, through whom this heavy contract has been awarded.

WORKSHOP NOTES.

Attaching the Dial.—The pinholes in the dial feet should be drilled with a very small drill, in such a direction that the pins will not come in the way of anything, and will be easily got at; they should not be drilled below the surface of the plate, but broached until the pin touches it. If the hole should be a little below the surface, it is better to lengthen the copper foot by squeezing it with a pair of blunt nippers until it is above the plate, than to leave it in such a position that no pin can stop it.

To Harden Case Springs.—In order to harden case and other pressure springs, they should first be heated, then rubbed over with soap, next heated to a cherry red (not a white, because the steel would burn), dipped quickly in petroleum, and annealed light blue; in place of oil, rub them over with tallow, let it smoke off, and cool on the annealing sheet. The tempering and smoking off are best done outside the workshop, as a bad smell is created thereby.

Silver Alloys.—Pure silver is a metal of only an inferior degree of hardness, in consequence of which, silverware manufactured from the pure metal would be subject to rapid wear, and for this reason it is generally alloyed, except for articles for the chemical laboratory. Silver is most frequently alloyed with copper; besides this, it is also alloyed with gold and aluminium. Alloys containing silver and nickel, or silver, nickel and zinc, are much employed in the manufacture of tableware and articles *de luxe*, which, while being of a handsome white colour, are much cheaper than those from silver and copper, which was formerly much used in the manufacture of silverware.

Simple Test by the Specific Gravity.—The goldsmith, after having smelted his bench scrapings, sweepings, &c., and reduced it into a button, desires to roughly estimate the percentage of the precious metals contained in it. This can be done approximately as follows: A certain quantity of it is taken and drawn out into a wire, which is to be of exactly the same length as one from fine silver; of course, both must have been drawn through the same hole. Silver being nearly one-half lighter than gold, it is natural that the one of fine silver must be lighter, and the increased weight of the wire under test corresponds to the gold contained in it.

OTHER NOTES.

"The American Clean Towel Co.," recently organized at Montreal, deliver for 20 cents a week a clean towel every morning to any address in the city. "Dirt cheap" say we.

A nice distinction in terms is given by a financial paper which says that the word "point" in regard to English consols means a sixteenth of 1 per cent., while in American stocks it signifies 1 per cent., in grain it means 1 cent, and in provisions 2½ cents.

The following is from a late French paper: "It is well known that the Americans are a very practical people, even in their religion. One of them has just invented a burglar-proof safe, which, when tampered with, suddenly extends a powerful pair of tongs, or grippers, which seize the malefactor and hold him in a firm embrace. There is nothing extraordinarily new in all this, but there is something further. Nearly always, safes that are likely to be visited by burglars are in buildings unoccupied during the night, and it is only the next morning that the captured robber is carefully released from the trap to be duly imprisoned. This is, of course, time lost, which the religious inventor desires to utilize. He has, therefore, had prepared by an eloquent preacher a very long and remarkably forcible sermon, in which the rights of property, the disgrace of stealing, and the dangers attendant on it, both in this world and the next, are set forth in the most touching language. This sermon, stored in a phonograph, is set off at the same moment that the pinchers operate, and the homily is rolled out in the ears of the patient. The monotonous nasal tone peculiar to the phonograph renders the illusion perfect; the unfortunate robber believes he hears the voice of the preacher himself, and in the morning when the police arrive they find him thoroughly subdued and repentant."

C. W. COLEMAN,

10 KING ST. WEST, (up-stairs),

TORONTO,

WATCHMAKER TO THE TRADE

AND DEALER IN

Watch Material, Tools, Spectacles, &c.

Complicated Watches repaired, adjusted and cleaned. Broken or imperfect parts in every make of Watch replaced by new. Gold Dials re-figuaed.

Also Jewelry Jobbing, and manufacturing of Special Designs, Engraving, &c.

Spectacles at 65 cts., $1.00, and $3.00 per Dozen.

Samples of above three lines sent prepaid for 50 cts.

Orders to receive prompt attention must be accompanied with city reference or the cash.

T. WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

E. & A. GUNTHER,

18 JORDAN STREET, - - TORONTO.

IMPORTERS OF

WATCH-GLASSES,
SPECTACLES,
TOOLS & MATERIALS,
PRECIOUS STONES,
WATCHES,
JEWELLERY,
CLOCKS

In every variety constantly on hand. Large importations in all the latest novelties coming in for FALL TRADE.

SATISFACTION GUARANTEED.

LOWE & ANDERSON,

16 WELLINGTON STREET EAST,

TORONTO.

WHOLESALE DEALERS IN



HAMPDEN, WALTHAM,
ELGIN, ILLINOIS AND
SPECIAL MOVEMENTS.



GOLD CASES, Quality Guaranteed.

BOSS, B. & B. & DUEBER FILLED CASES.

SILVER CASES OF KEYSTONE, AMERICAN WATCH CASE CO. AND DUEBER MAKE. SILVERINE CASES. SWISS WATCHES in GOLD and SILVER. GOLD CHAINS, SILVER CHAINS, GOLD JEWELRY OF ENGLISH AND AMERICAN MANUFACTURE. NEWEST DESIGNS IN SILVER JEWELRY. LATEST NOVELTIES in ROLLED PLATE JEWELRY. BLACK AND RED GARNET AND JET JEWELRY.



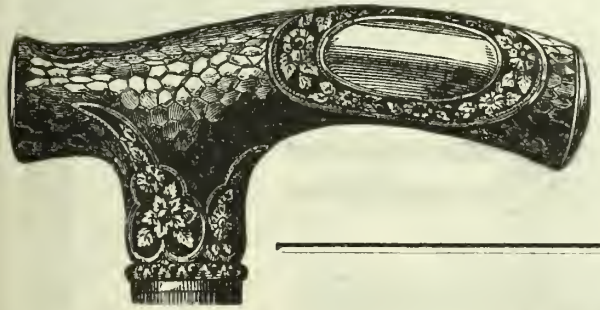
Marble Clocks, Watch Materials, Jewelers' Findings, Fine Gold, Gold-Filled and Silver-Headed Canes.

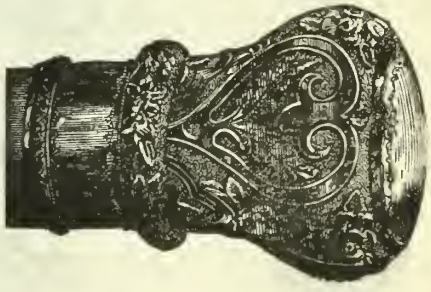


SHEFFIELD STERLING FLAT WARE.

ELECTRO-PLATED WARE.

SOLID SILVER SPOONS.





LOWE & ANDERSON,

SUCCESSORS TO

W. C. H. LOWE & CO., Toronto.
A. C. ANDERSON & CO., Hamilton.

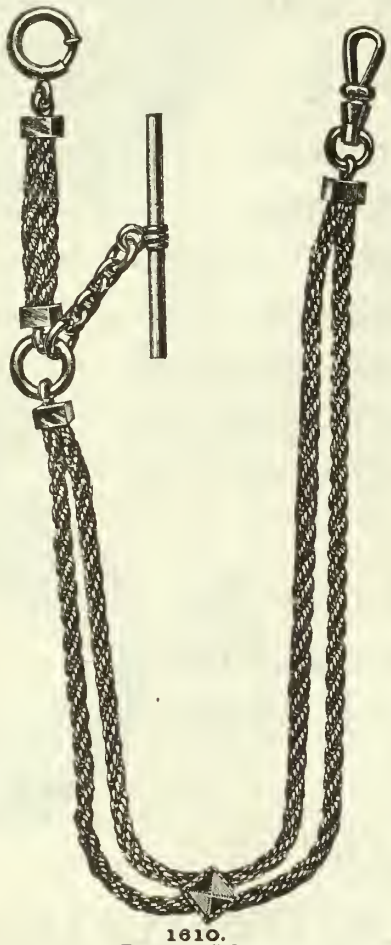
Watchmakers not receiving our new Price List, kindly notify us.

HERE WE ARE AT THE FRONT

WITH NEW GOODS AND FULL OF BUSINESS.

LOOK AT THE "R.F.S.&CO." NEW LINE,

NOW IN THE HANDS OF THE DOMINION JOBBERS.



1610.
Roman Color.



1597. Roman Double Queen. Enameled Balls.



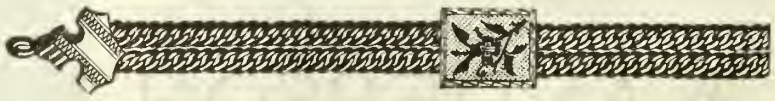
1496/S. Polished. Two Garnets in each link. Length, 8 in.



1536.
Roman Enameled Queen.



1272. Gold Enameled Slide. Polished Chain.



726/E. Gold Enameled Slide.



431/E. Gold Enameled Slide.



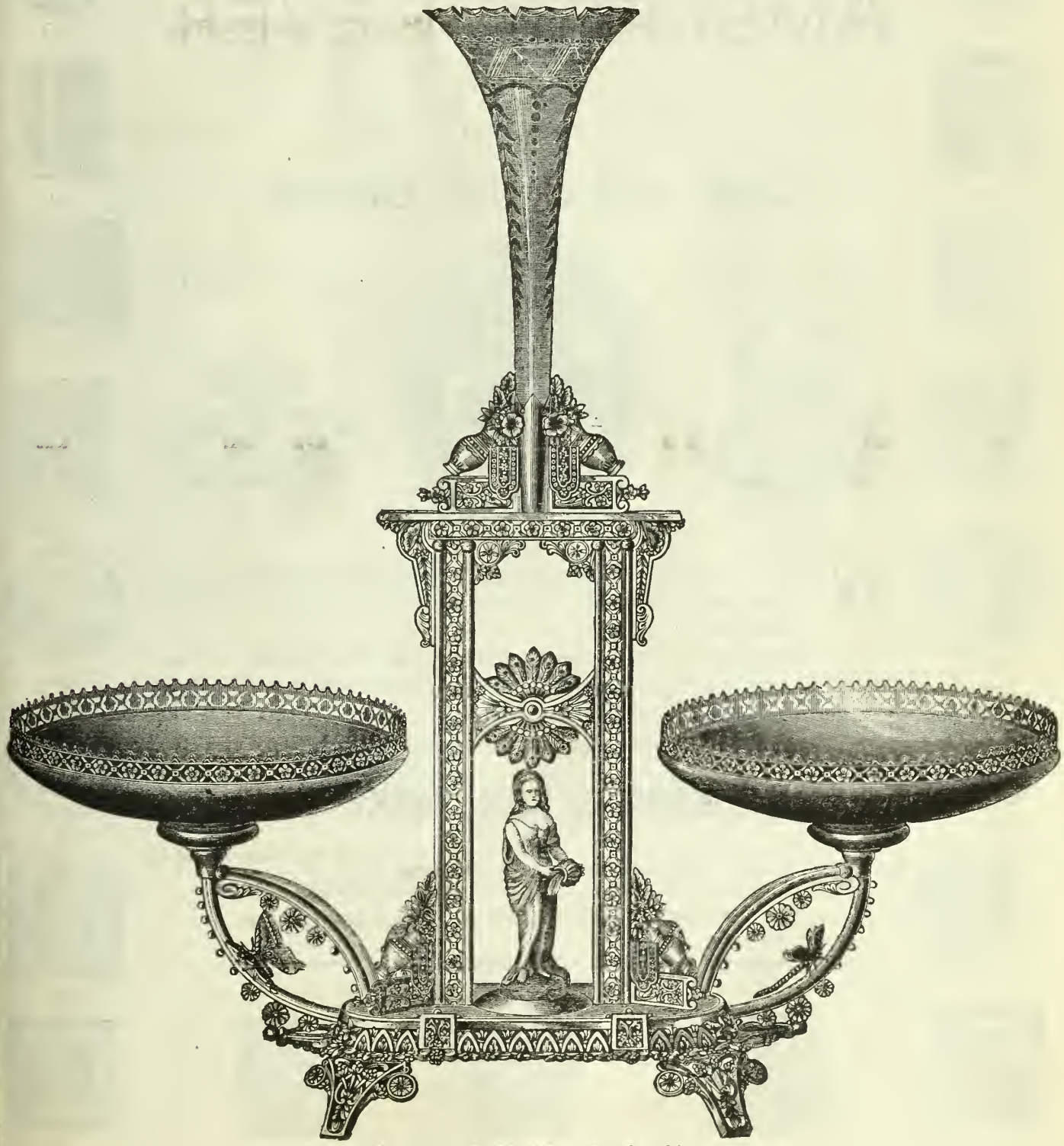
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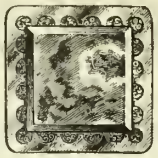


NO. 1008.—EPERGNE. LIST. $28.00


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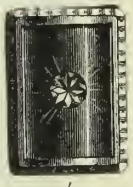

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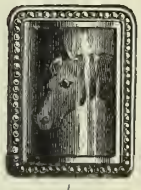

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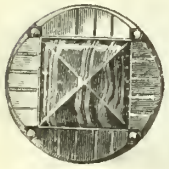

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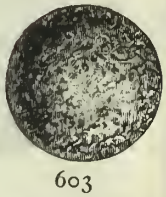

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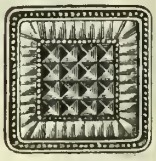

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THE

AMERICAN LEVER.

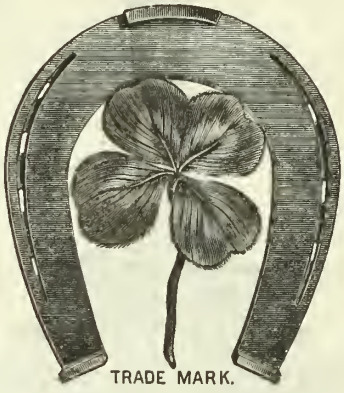
THE FAULTLESS

Cuff and Collar Button.

Perfectly Simple!



BUTTON OPEN.



Simply Perfect!



BUTTON CLOSED.

WE BEG to present herewith to the notice of Canadian Trade, Cuts of a few of our most popular styles of Sleeve Buttons.

All goods of our make bear on their post the imprint of our famous Trade Mark, the HORSE SHOE AND CLOVER, and no others are genuine American Levers.

For sale by all leading Jobbers throughout Canada.

HOWARD & SON, MAKERS,

102 Orange Street, PROVIDENCE, R.I.

Salesroom, 176 Broadway, New York.

WE SELL TO JOBBERS ONLY.

THE TRADER.

TORONTO, ONT., OCTOBER, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 *ADELAIDE STREET WEST,*

Toronto, Ont

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

PROTECTION TO RETAILERS.

The letter of Mr. G. W. Beall, of Lindsay, on the above subject, which we published in our September issue, has, as our readers will see by the correspondence in the present number, given rise to considerable discussion amongst the retail jewelers of Canada. The subject is one of considerable importance to the entire jewelry trade of the country, and we are perfectly satisfied that if properly represented to the Canadian Jobbers' Association in American watches, that Association will take steps to fall into line with the wishes of the retail trade. As a matter of fact, the Jobbers' Association of Canada have, of their own accord, afforded Canadian retailers a considerably larger measure of protection than does the United States Association of the same kind. In the latter country a merchant may be a wholesaler and retailer at the same time and in the same place of business, an arrangement, on the face of it evidently unfair to ordinary retailers, who have not got the advantage of buying goods at wholesale prices. In Canada, however, one of the fundamental principles laid down for the government of the Jobbers' Association, is that a man cannot be a wholesaler and retailer at one and the same time. He has to elect which kind of business he intends to pursue and govern himself accordingly. In an article on this subject, taken from last month's *Jewelers' Circular*, which we publish elsewhere, our readers will see that in this respect our Canadian Jobbers' Association is held up as a model worthy of imitation by the United States Association.

So far as we know, little or no complaint is made against our legitimate jobbers, for selling direct to the consumer at retail. The friction voiced in Mr. Beall's and Mr. Richardson's letters being, that the jewelry trade suffers from the unfair competition of fancy goods men, druggists and hardware men, who are able, by virtue of their buying some special lines of goods from the jewelry jobbers who also handle fancy goods and sundries, to buy watches and jewelry and undersell them. While it may be, and no doubt is quite true, that some few sales are lost to the jewelers from this cause, it does not seem to us that a very great deal of damage can be done to the retail trade by the few goods that are sold in this way. There are always two sides to any question, and the other side is that those outsiders who purchase watches and jewelry are not only regular merchants, but regular customers of the jobbing firms from whom they buy the goods. These jobbers say that until some agreement is entered into by the trade regarding it, that they cannot very well sell a customer one kind of goods and refuse him another, and there is a good deal of force in their reasoning. They do not buy such goods any cheaper, if as cheap as a regular jeweler can, and they certainly cannot afford to sell them at any less margin of profit. Outside of the fact therefore, that the jeweler has more opposition to contend against, the competition of such merchants should not be hard to overcome. All things being equal, the consumer wanting watches or jewelry will invariably give the preference to a legitimate dealer in such articles, if, as he should have, he has the right kind of stock, and is willing to sell it at a reasonable profit. The trouble of a great many of our retail jewelers is that they want and expect to get the same profit on fine watches and jewelry as they do on cheap plated goods. In this way it often happens that their desire for a large profit kills their chances of a sale at a fair margin. The day for mystification in the watch trade has gone forever, and now-a-days the public know just as well as the jeweler knows, that a watch is simply a fine machine, constructed upon correct mechanical principles, and that they are now bought and sold exactly the same as any other merchandise. The publicity given by the various manufacturers and jewelers themselves has posted the public pretty thoroughly as to quality and price, and the Dutchman's one per cent. of profit is now an unknown quantity in the watch business. We venture now to predict that it is only a question of a few years in Canada when watches will be sold at the same percentage of profit as hardware or any ordinary merchandise. As our readers well know, we are no advocate of slaughtering goods; we believe in a fair profit, but not an exhorbitant one. We think that the merchant who sells goods at cost is far more unwise than the one who doubles his money every time, but either extreme is, we think, detrimental to the best interests of a good and permanent business.

So far as we can see, the solution of the difficulty lies with the retail dealers themselves, and they can bring it about in either of two ways: (1) Mr. Beall's plan of refusing to buy from any dealer who sells to a merchant other than a bona-fide jeweler, or (2) Mr. Richardson's plan of forming a Retail Jewelers' Association and asking the Jobbers' Association to aid them in putting a stop to it. We must say, of the two plans, we infinitely prefer the latter, because it would be better for the interests of the jewelry trade generally if the wholesale and retail trades can be got to work harmoniously in order to obtain the desired result.

We think that the retail trade should be protected as far as possible from unfair competition from outsiders, and, as Mr. Richardson says, in asking the wholesalers to grant to them (the retailers) the same privileges as they themselves enjoy from the manufacturers, they are surely asking no more than what is fair and just. We think that the wholesale trade, if the matter be properly represented to them, will be only too glad to co-operate with the retail trade in order to put an end to this abuse, and it therefore rests with the retailers themselves to organize and bring the matter properly before the Jobbers' Association. We do not think that any good can result from stirring up strife between two branches of the same trade, each of which is necessary for

the other's welfare. We are glad, however, to have the question discussed, as we think that its thorough ventilation, while it can do no harm, may produce beneficial results.

COMMERCIAL UNION.

It is a singular thing that at the present time both political parties in Canada are looking anxiously around for some new cry with which to catch the popular fancy and lead their party to victory at the next general election. What the rallying cry of the party in power will be, no one at present knows, and the present premier is too astute a politician to give himself away before he has everything ready to suit his purpose. The Liberal party has apparently been looking around for a policy for some time, and, while they have half a dozen in view, they do not seem to have settled definitely upon any of them. If the utterances of *The Globe*, the heretofore leader of political thought in the Liberal party, is any criterion, the probability is that one of the planks in their platform at the next general election will be that of free trade with the United States. "Commercial Union" its friends dignify it with, but "National Suicide" would, we think, be a more appropriate name for it. If so, they may as well take a permanent lease of the Opposition benches at Ottawa, for we feel certain that the good common sense of the people of Canada will not jump from the frying pan of commercial depression into the fire of commercial extinction, which such a measure would undoubtedly effect. In discussing the question of Commercial Union with the United States, we propose doing so purely from a mercantile point of view. We don't give a solitary cent whether it is the policy of the Liberal or Conservative party, we consider that it is detrimental to the best interests of the country, and shall, therefore, oppose it with all our might, and advise everyone of our readers to do likewise. If our destiny is to become a part of the United States, then it does not matter how soon Commercial Union comes, for it will prove a most effective means of forcing us into the Union, but if on the other hand, we aim some day in the perhaps distant future, at setting up a separate nationality of our own in Canada, then such a measure should be nipped in the bud, and any political party who, for the sake of place, may venture to propose such a thing, should be kept in the cold shades of opposition, where they can do no harm. If Commercial Union simply meant a reciprocal trade in natural products between Canada and the United States, we would wish it God-speed, but such an arrangement would be vastly different from the one now discussed so favorably by *The Globe*, which is to do away with Custom Houses altogether and make Canada simply the same as any state in the Union so far as trade is concerned.

We hear a good deal of talk now-a-days about Free Trade and the National Policy, much of which is downright nonsense. Free Trade is utterly impracticable in Canada for the simple reason that the government cannot be carried on without money, and this money can only be raised as at present, by levying duties on our imports, thus affording incidental protection to our manufacturers, or, failing this, by direct taxation. As both political parties are agreed that direct taxation is impracticable, it follows, as a matter of course, that nine-tenths of the talk of *The Globe* and papers of that ilk are so much bosh, which they do not believe in themselves, and which is only indulged in with the hope that they can convert enough unthinking voters to carry their party back into power again. As we cannot (being simply a colony) negotiate our own treaties, and any such arrangement must be made through the Imperial Government, we hardly think that, even if such an arrangement as Commercial Union with the United States was seriously proposed to the home Government, they would be disposed to acquiesce in it unless they were convinced that the change would be beneficial to themselves, a thing utterly impossible unless they were put on an equal footing with their American competitors. We have not the least doubt but that England would be only too glad to negotiate such a treaty for us if equal concessions were given to her, but she would never of her own free will sanction a discrimination against her own trade in favor of a foreign country, and we would be fools to expect such a thing.

As a matter of fact, nearly one half of our revenue from Customs' duties is derived from goods of American manufacture. If, therefore, this source of income were entirely swept away, as it would assuredly be were this *Globe* bantling to be nursed into life, from what source would the deficiency in revenue be made up? Then, again, if we should succeed in making such a treaty with the United States, we could not either in loyalty or fairness, refuse to make a similar arrangement with Great Britain, even if her legislators were foolish enough not to insist on it as the price of their complaisance. It would not only be unpatriotic, but ungrateful in us to allow the products of American factories to come into Canada free of duty and levy a tax upon the manufactures of the mother country. It would be impossible for us to refuse such a concession, and then we would find our Customs' revenue practically gone, and the Government obliged to resort to direct taxation in order to carry on the work of the country. This is a state of things that we think not even *The Globe* would like to face, especially if its own party were in power.

Leaving the question of loyalty aside altogether and looking at this question from a dollar-and-cent point of view, we are further of the opinion that such a union would ruin not only the manufacturers, but also the wholesale trade of Canada, and, if this were the case, we can scarcely see how the country, as a whole, could be made more prosperous, while two such large classes as those above mentioned were suffering severely from the effect of it. While it may be true that some of our factories, whose output is of goods that are used in their own immediate vicinity, or of goods which we now export to the United States, might not suffer, it is no less true that those factories, whose output comes into direct competition with those of United States manufacturers would either have to go to the wall or continue operations under very disadvantageous circumstances. Our factories are principally reproductions of United States industries, and in many cases, on account of the goods they manufacture being patented in that country, even free trade in the abstract would not enable our manufacturers to sell in a country where their productions are in very many cases protected by patents. The effect of the United States patent laws alone would be to drain our country of capital, for who would care to invest capital in manufactories in a country which could as easily be supplied from

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

the established American factories as from their own, and which market, on the abrogation of such a treaty, would be restricted to its original dimensions and population. Even with the protection that is afforded by our present tariff, some of our manufacturers find it hard enough to resist the determined hostility of those aggressive factories in the same line of business in the eastern and middle states, who are bound to have the Canadian market at any cost. Remove this protective tariff and they would have free scope and could crush them out of existence as surely as a boa-constrictor crushes its victim before devouring it. "But," says the free trader, "if they can come into your markets, you have equal right to go into theirs." This may be quite true but still very unfair to the weaker party, as Canada undoubtedly is. It would be a great deal like the lion and jackall combination in their hunting expeditions, the former gets all the meat and the latter all the bones. Do away with our present duties, and in a mercantile sense Canada would play the jackall to the United States lion and simply act the part of a provider.

The effect on the wholesale trade of Canada would, we think, be equally disastrous, for it stands to reason that the immense establishments of New York and Boston, with their superior facilities for buying and distributing goods, and their overwhelming capital, would very quickly gobble up the bulk of our wholesale trade and force all but some of the largest houses to the wall.

The effect of such a policy on the cities of Montreal, Toronto, Hamilton and London, which thrive principally on the product of their factories and their wholesale trade, would be very damaging, to say the least, and they would very soon be in a position to receive Macaulay's New Zealander in the becoming manner laid down by that author. If such a law were to come into force there would at once be a loss to every holder of American-made goods, both wholesale and retail of the amount of duty levied by the Canadian Government at the time they were imported. On the stock of such goods usually held in Canada, this would mean an immediate loss or depreciation of from twenty-five to thirty millions of dollars, an amount of money that would not only seriously affect our merchants, but seriously handicap them in their efforts to hold their own against American jobbers, whose cost on the same goods would be lower by the amount of duty paid by the Canadian importer.

Looked at from any point of view, politically or commercially, we think that the drawbacks against such a union by far outweigh any benefits that might incidentally accrue from it. We are getting on well enough at present if the professional politicians would only let us alone. The trouble is, however, that we have too many irresponsible political hacks, who care nothing whatever for the country so long as their own party holds the reigns of power, and nothing for their own party itself, save as it affords them a sure means of extorting from a long suffering people a living for which they never worked. If out of office, these people are always going about with some new cry in order to get a share of the loaves and fishes, or if their party is in office, are ready to take up any specious cry in order to keep themselves there.

The greatest danger, we think, that Canada has to fear, is from these irresponsible tinkerers, who care nothing whatever for the country so long as their own personal ends can be served. At the present time the leaders of both parties are in a state of unrest and fearful that their opponents may get hold of any cry that may carry them to victory at the next general elections. Both are trying to feel the public pulse without committing themselves to anything, and in consequence of this, the public mind has become somewhat unsettled. As far as Commercial Union is concerned, we would advise both parties to leave it severely alone, because it will surely be a millstone around the neck of any party making it a plank in their platform. What the country wants is not Commercial Union or any other patent political cure at all, but less politics and more honest expenditure of the public monies. Canada is altogether too much governed at present, and if about two-thirds of our professional politicians were to become producers instead of caterpillars on the leaf, the people who do work would not have so much cause for complaint. We may have more to say about this on some future occasion.

PLENTY OF AMETHYSTS.—A large vein of amethysts has been discovered in Silesia, while blasting a railroad through the porphynetic rock of the mountains. It is a very important find for the stone cutting establishments of Warmbrunn,

Correspondence.

Editor Trader:

SIR,—I read with a great deal of interest the letter of Mr. Beall in your last paper, and I think he is quite right in some respects, although I think he overestimates the damage done to the jewelers by wholesale houses selling goods to outside parties. For my own part while I know of several sales that I have lost through this cause, I have found as a general rule that when I had the goods in stock I always stood the best chance of making a sale. The sales I have lost were mostly for articles I did not keep in stock. I quite agree with Mr. Beall, however, that if jobbers would sell watches and jewellery exclusively to the jewellers it would pay them fully as well in the long run and it would make it easier for us retailers to pay our bills when they come due. The wholesalers are protected by the manufacturers and I hardly think they could in fairness refuse to protect us in the same manner. If they do, then I think the plan suggested by Mr. Beall should be tried, and only such wholesalers dealt with as would agree to protect the retailer. Hoping to find that some abler pen than mine has taken this matter up, I am

Yours etc.,

LONDON RETAIL JEWELER.

Sept. 7th, 1885.

To the Editor of THE TRADER:

DEAR SIR,—I see in your last issue a communication from Mr. Beall, regarding the evils that the retail trade have to contend with. If, as Mr. B. says, the watch and clock companies would join together to supply none but jobbers, and they in turn combine to sell to none but those carrying a stock of watches and jewelry, trade would assume a healthier tone. But in my opinion the matter rests chiefly in the hands of the retail dealers, for so long as they continue to assume an aspect of indifference, so long will the jobbers do so. But let the retail men combine and call upon the wholesale men to support them, and I believe every one of them will respond to all reasonable demands. All the leading factories of both movements and cases have agreed to have a uniform price for all jobbers, and should any one of the jobbers cut the prices they are struck off the jobbers' list and the manufacturers will not supply them with any more goods. The wholesale men will

The American Watch Case Company,

OF TORONTO,

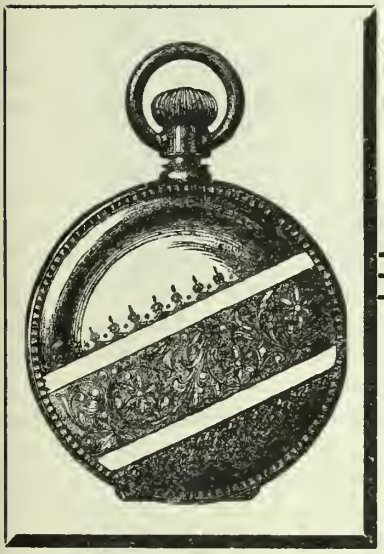
SOLICITS YOUR PATRONAGE THROUGH THE JOBBING TRADE.

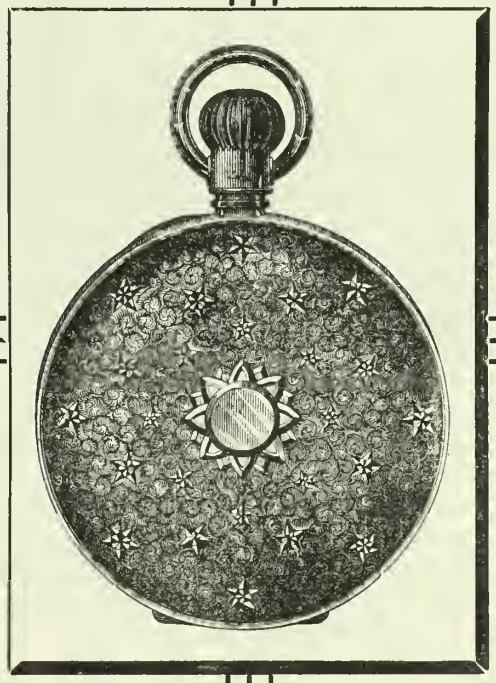
OUR GUARANTEE

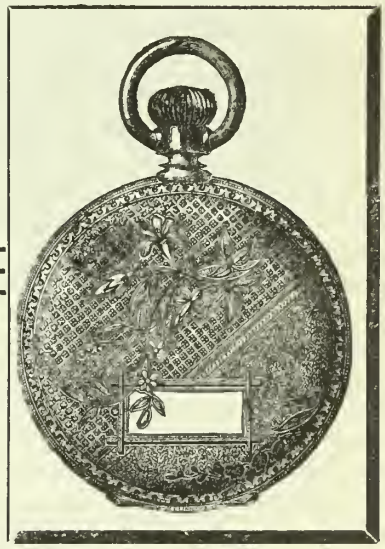


THE AMERICAN WATCH CASE CO. of Toronto, guarantees every Case manufactured by them and bearing any of the accompanying Trade Marks, to be of the quality stamped upon it, according to the U.S. Standard.









OUR PLATFORM.

(1) We manufacture no goods without our own Trade Marks.
(2) We stamp no goods of higher quality than they really are.
(3) We guarantee the quality of every case we make to be as stamped upon it.

acknowledge that they would not like the movement or case makers to supply retail dealers with say a half dozen or dozen movements or cases; then why should the retail dealers be willing that dry goods and druggists' clerks be allowed to buy a single watch or chain, or any other piece of jewelry, from them and forestall the regular retail dealer who is carrying a stock of goods.

As a case in point, I will give you an instance: A gentleman to whom I had sold a gold watch, some three or four years since, came to me about three months since to get a lady's gold watch. I had not one in to suit him, upon which he asked me if I would not go down with his wife to Toronto and pick one out for her, in the same manner I had done for him, which I agreed to do, and was expecting to be called upon to go to Toronto, but in the meantime the lady's brother, who is a druggist's clerk, got wind of it, and so I lost the sale.

Mr. Beall seems to think that it is impossible to remedy the evil. In my opinion, if the retail trade will combine together and show the wholesale men the wrong they are doing they will agree to remedy it, as it is no more than they obtain from the factories. In my opinion, the retail trade should have a uniform scale of prices, as the wholesale trade have, and if any one is known to sell below those prices, shut them off as dealers in American Watches, &c. The wholesale men will readily agree that this is the only way to bring the trade to a healthy basis, as the retailer and the wholesale dealer's interests are identical. The druggist is well protected, no one being allowed to sell drugs without he has a license. Some rabid free-trader may object to these measures. For my part I believe in free trade upon equitable terms; but when it is a discriminating measure, then I believe it to be wrong.

In conclusion, I would say let the retail dealers appoint a meeting in Toronto, and let them adopt some definite measures, and then call upon the wholesale dealers to assist them to carry out those measures, and I believe every man in the business will agree to carry them out, if they ask no more than what is fair and just. In fact, it is no more than what they have obtained from the manufacturers. Hoping to see other communications from abler pens than mine, I subscribe myself, Yours truly,

B. Richardson,

Aurora, Sept. 7, '85. Jeweler.

Selected Matter.

PROTECTION TO RETAIL DEALERS.

If the jewelry trade is ever to be restored to its legitimate channels, and be once more conducted according to ancient and venerated usages, the greatest amount of protection must be thrown around the retail dealer, in order that he may derive the greatest amount of benefit from the patronage that is to be found in his field, and that by right belongs to him. He it is who comes in direct contact with the consumer, and it is the proper medium through whom the manufacturer should dispose of his goods. But because retail dealers are too numerous and scattered over an extended area of country, the jobber comes in as an intermediary, taking the products of the manufacturers and distributing them to the retail dealers, each in his particular locality. For doing this the jobber is allowed certain privileges, chief among these being the privilege to buy goods at a price that will permit of his selling them again to the retail dealers at a profit. One of the crying evils in the trade for the past few years has been the fact that some jobbers have not been content with the patronage of the retail dealer, but have entered into competition with him in his own markets, selling his goods at retail to individuals at the same prices he would to the retail dealer. Of course, in such a competition, the legitimate dealer must go to the wall, for the jobber has a decided advantage over him in buying goods, and can afford to sell at prices that would be ruinous to the dealer, who has to pay a jobber's profit on all the goods he buys. The complaints against this pernicious practice have been numerous and loud of late years, till at last some attention has been paid to them.

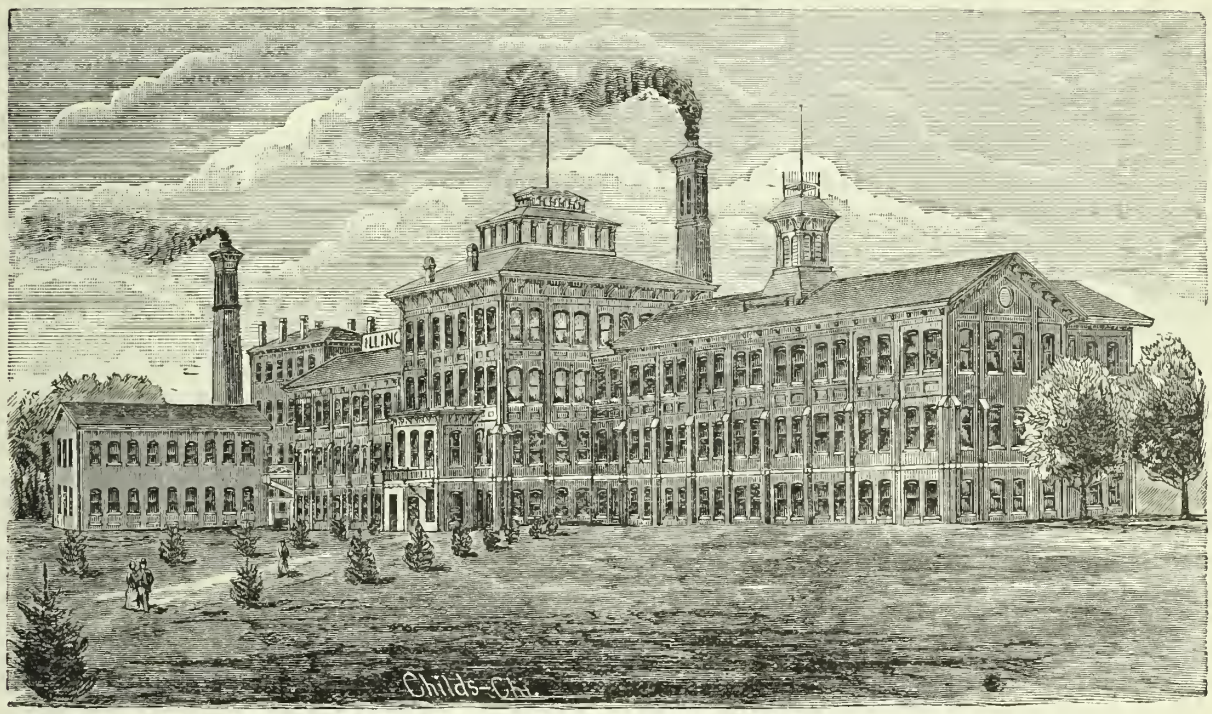
The formation of the National Association of Jobbers in American watches is intended to afford protection to retail dealers to a certain extent, so far as movements and silver cases are concerned, but it does not go far enough. We have given an earnest and cordial endorsement to this association, and can therefore venture to offer a few suggestions to it without being regarded as presumptuous. The association has undertaken to indicate to the makers of movements and cases whom they may regard as jobbers, and accord to them jobbers' discounts. In making up their list, these jobbers have left out many persons whose chief business was that of a retail dealer, but who, through favoritism or some other cause, had been accorded jobbers' privileges. This made quite a reduction in the list of jobbers, but the association itself would have been considerably reduced if it had gone still further and compelled its own members to elect which they would be regarded in future, jobbers or retail dealers. There are those who claim to do a jobbing business exclusively, who represent to the retail dealers that they never sell goods to anyone at retail, yet who are found seeking the orders of individuals on the sly. Strangers can buy single articles from them at the same price the retailer has to pay for them by the quantity. They also sell to outsiders, whence comes the worst competition the retailer has to meet, thus fostering a rivalry that is unprofitable and disastrous to the legitimate retail trade. The jewelers of Canada have an organization somewhat similar to the one referred to, but one of the first requirements of membership is that the applicant shall elect which branch of his business he will pursue, that of a jobber or retail dealer. Both cannot be recognized in the same person. If such a rule were enforced here, there would either be a material reduction in the number of members of the association or of the number of retail dealers in the principal cities. The retail dealers of the country are entitled to protection at the hands of the Jobbers' Association, to prevent jobbers selling to their customers by retail at wholesale prices; but we do not understand that the association exacts from its members or the jobbers whom it recognizes, any pledge or agreement not to retail goods. It virtually says that retail dealers shall not be recognized as jobbers, but does not pledge the jobbers not to sell any goods at retail. If to the offence of retailing goods the jobber adds that of selling to outsiders, he contributes about all in his power to make the business of the retail dealers unprofitable, if not disastrous. When such practices have been permitted to prevail, it is not to be wondered at that every dealer in the country became ambitious to be recognized as a jobber. The Jobbers' Association claims be the friend of the retail dealers, and ambitious to protect them from illegitimate competition from every source. We would respectfully suggest that it would be well for the

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association to require all dealers, including its own members, to confine their transactions to one branch of the business. If they elect to be jobbers, require them to abandon the practice of selling goods at retail. If they prefer to conduct a retail business, then deny them jobbers' privileges and place them on an equal footing with other retail dealers. The association at present assumes to deal only with American watch movements and silver cases, but what we have here is applicable to the sale of jewelry of all kinds as well as to watches. Jobbers and retail dealers have distinct fields of operation, and it should not be possible for either to encroach on the other. Until the line of demarkation between them is recognized and observed by all interested, the complaints of unbusiness-like practices will continue to be made and the trade to suffer from a competition that is unfair, demoralizing and unprofitable. It is already alleged against the Jobbers' Association that it has made some unfair discriminations in preparing its list of jobbers for the guidance of movement and case makers, and it might well give the subject further consideration. The retail dealers are entitled to all the protection that can be provided for them, for theirs is an unenviable lot at best, and if they are forced to enter into competition with jobbers as well as outsiders, there is little hope of their being successful. They are expected to pay dollar for dollar of their indebtedness, yet the very class of men who are their creditors often force them into positions where they must make a sacrifice on every dollar's worth of goods they sell.—*Jewelers' Circular.*

HISTORY OF THE GREAT SOUTH AFRICAN DIAMOND MINES.

Among the "curiosities of commerce" none, perhaps, is more curious than that the major portion of the produce exported from South Africa is simply used for the adornment of ladies. Out of a total value exported of £7,500,000, ostrich feathers and diamonds account for £5,000,000. Twenty years ago all known diamonds had to come to Europe or the United States from immemorial Eastern stocks, or from the scanty produce of mines in Brazil and elsewhere, which were calculated to yield not more than £50,000 worth in the year. To-day, situated in the midst of a wide-stretching plain affording at all points a sea-line horizon of flat "veldt," we find this town of Kimberley, with a large European population of wealthy and well-to-do people and a large native population, earning every year more than £1,000,000 sterling in wages. And from this mining oasis in the agricultural desert has been sent in the last fifteen years something like £40,000,000 worth of diamonds in the rough, which, with the cost of cutting, setting, and selling, must have taken from the pockets of consumers something approaching £100,000,000.

As all the world knows, the South African diamond mines have their own story of unexpected discovery at the least as startling as that of any gold field or other rich mineral deposit in the world. In 1867 the first diamond was found, the favorite toy of a little Boer girl, which she had picked out from among the roots of an old tree. Its genuineness was not long in doubt, and in a few months the bed of the Vaal river was known as

A PROFITABLE DIAMOND REGION.

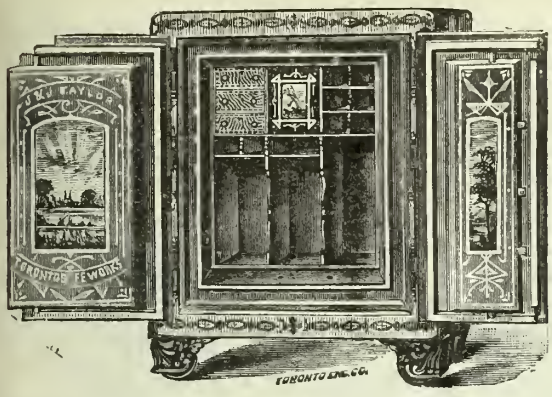
Prospecting became the rage, and here and there on the open, flat, grassy veldt diamonds were found in spots with common peculiarities of soil and so forth. In three years' time the secret of the diamond deposits had been so far fathomed as to prove that they were strange circular deposits, or patches, of peculiar earth isolated from one another and few in number. These were at once "rushed," and a regulation digging community took possession of the new district. Private individuals, previous proprietors, and Governments fought for the claim to these new mineral riches, but despite these squabbles the practical work was carried on of marking out these circular patches in diggers' claims over the flat surface. At first the rule was each digger for himself; and with pick and shovel diamonds were brought to grass in such profusion that the whole mining world was startled by a discovery exceeding in magnitude, real and prospective, any previous find. But, as men dug deeper in their claims, so they found it necessary to arrange and amalgamate with their neighbors; moreover, the deeper they went the more necessary for machinery to hoist the soil to the surface. And then, as they passed through the top "yellow," they came upon a blue soil which was yet more rich in diamonds. Suffice it to say, that in ten years' time each one of these greater circular areas had been so far emptied of soil as to represent great quarries 100 to 200 yards across and 300 or 400 feet deep. Early in the digging the geologist stepped in to point out that these circular basins were evidently a species of volcanic crater, hollowed out in the surface rock by subterranean action and filled up to the surface with

A BLUE DIAMONDIFEROUS MUD.

The walls of these basins are locally known as "the reefs," and in their greed to secure all they could, the older miners cut out all the "blue" right up to the reef. When, however, the cuttings got down deep the walls or reefs began to fall in, owing to the disintegrating action of boiling sun and heavy rain, covering up in their fall large areas of valuable blue. At first the digging was simple and cheap—the mere turning up and searching of loose soil; a second stage was reached when the soil had to be cut out and hauled up to the surface with the aid of machinery; a third stage brought the miners to a stiffened blue, which had not only to be brought to the surface, but then spread about and broken up by hand labor and exposure to the weather, and at the present moment all around the mines are to be seen literally miles of the "blue," laid out in shallow layers over the open veldt. With these more extended operations came more elaborate machinery for hoisting, for spreading on the "floors," and for sorting. Now, round each great basin or quarry is a circle of steam engines working wire rope lifts up and down to the bottom of the quarry; and round the brink run locomotives and trains of trucks whisking the "blue" so brought up away to be spread out like so much manure over the veldt, and to be taken thence, when duly disintegrated by the weather, broken up by hand, and harrowed and rolled, to the washing places, where it is all sent by hydraulic action through a series of rotatory sieves and pulsators on the principle of, in successive mechanical operations, washing away all dirt that is lighter than diamonds. The washers are so arranged that the outfall of each portion is

GRADUATED IN SIZE,

and falls on a series of sorting tables. At these stand five or six of the principal men—owners and directors of companies among them—spreading out the clean washed stuff graduated from the size of pebbles to that of sand; and the visitor may stand by in wonder to see the searcher at the one end pick out his eight



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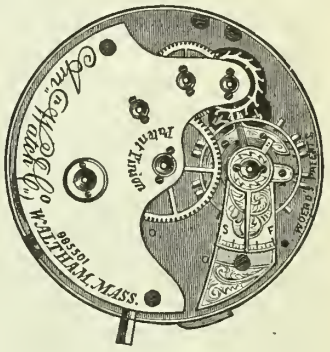
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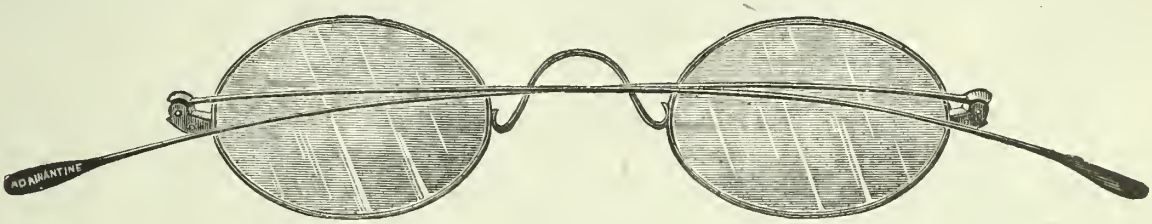
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or ten "big" stones per hour, or assist the searcher at the other busily sorting out of the sand innumerable white specks of diamonds. The day's work, tumbled into small snuff-boxes, will frequently reach a local value of £1,000. None can fail to be struck on looking into one of these great mines or quarries that the whole of that great mass of earth and rock has been dug out, pulverized and searched for the diamonds it contains. One can look into a quarry of slates or stone and see the rocks themselves cut down and carted away for use; but in these quarries the soil and the rock are cut out and dug out, and what for? Simply that out of every 100 tons raised out of the quarry an ounce weight of diamonds may be secured. It is a startling and impressive thought in gazing into these great quarries that all that soil should have been dug out at a cost for labor alone of something like £15,000,000 and with the aid of invested capital of £1,000,000 in machinery, in order to distribute so many hundred weight of precious stones to decorate the ladies of civilized centres.

And now a fourth stage has been arrived at. As I have said these diggings have reached a depth of 300 feet to 400 feet, and the sides of the quarries have fallen in. The new problem is how to continue to dig out the blue which now lies practically beneath the reef. The consequence is that round these quarries regular mining shafts are being sunk, and the "blue" is to be be attacked by

UNDERGROUND WORK.

Good mining judges maintain that this is the wrong system, in as much as when the shaft is sunk no method of underground mining can secure and bring to grass any large proportion of the blue, which is not in veins but bulk. A truer system would be to terrace the reef sides and always work them as open mines or quarries. Thus, as years go by, the cost of getting out these diamonds increases steadily; but it also so happens that the price of diamonds has steadily and greatly fallen. The all-round price per carat has fallen from £3 to 15s. per carat. At this one cannot be surprised. Of old the world was content to receive each year an accession of new dug diamonds of about £50,000 in value on the average. But suddenly from South Africa comes a new supply, exceeding £4,000,000 worth each year for ten years. It is true that recently in Australia, North America, and other extra-European centres of European civilization, a new population has come into being, numbering over 70,000,000, the upper ten thousand of which are specially prone to diamond ornaments, and no doubt at the first there was a great void to be supplied. But now it would seem that the limit has been reached, and the market is overstocked, and the world as it stands thus supplied seems hardly likely to take more than £2,000,000 per annum. The fall in price has, however, already checked the output, as several of the smaller mining bodies and also those working the less profitable mines have ceased work. It seems probable also that even the larger mines will reduce operations in the face of the low prices, and then as the supply falls off so may prices again be expected to rise. A diamond is a pure and unmitigated luxury, and therefore there could be no complaint if those who hold the monopoly of the supply chose to restrict output in order to keep up prices. It seems not improbable that a policy of this type will shortly animate all the diamond diggers of this district.

BUT THIS FALL IN PRICE

is not only due to over production. It is estimated that 10 per cent. to 15 per cent. of the fall is due to the sale of stolen diamonds. These, of course, can be, and are sold at a very low price, as their cost of production usually means some trifling sum paid to a native laborer for what he can secrete on his person or by other means smuggle out of the mine. In the early days when each man worked for himself, there was no diamond stealing, but as it grew to be necessary to work on a larger scale and by the aid of hired labor, and as at the same time the process of operating afforded new opportunities for stealing, this crime grew to be one of the great curses of the industry. At present at every stage of the process laborers or employees come across diamonds. The men down in the mine, blasting and picking out the blue, frequently come upon the valued stones; and, as the "stuff" is handled at every stage, diamonds show themselves. The natives posted to empty the buckets coming up from the mine watch keenly for what may gleam in the process, and so does the engine driver or mule man who runs the laden trucks out to the floors. And on these floors the regular gangs, who unload and break it up, find many and large "stones;" and so right through the process, there is ample opportunity at every turn to pick up a stone which is sure to be worth pounds and may be worth thousands.

How to prevent or even to check this thieving has taxed the best energies of proprietors and police for many years past. Success has not yet appeared, for with every new appliance some new form of theft seems to come into being. There are endless means actually adopted. Swallowing the stones is quite common, and at one time the thief threw them

WRAPPED IN DOUGH TO DOGS,

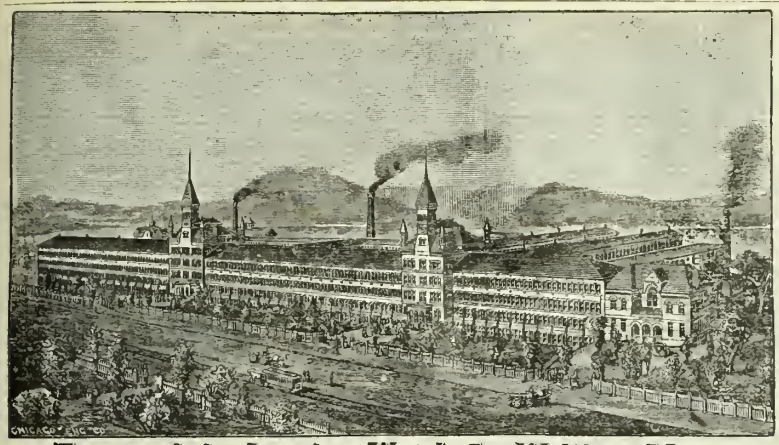
which were killed and cut open by his confederates outside. Hiding them about the dress and pitching them away to be picked up at night are among the other means. From the commencement the method of collecting the stones has been rough and ready rather than careful and complete, and to the stranger there appears to be not only every chance but every temptation for employees to steal perpetually.

The evils of this diamond stealing are far-reaching. Foremost among them stand an unnatural lowering of prices. The possessor of the stolen stone has paid but little for it, and although he will naturally endeavor to realize as high a price as he can, he nevertheless greatly undersells the possessors of stones that have honestly paid all the expenses of production. It is estimated that every year from one-fifth to one-sixth of the stones exported are stolen, or, in other words, something like £500,000 worth of stolen diamonds leave the colony annually. At the diggings at first there was a not unnatural laxity in dealing with this new and prolific wealth, and the social soil was at the least congenial to the development of this laxity into customs little less than criminal. Now-a-days there is danger that this stealing, with its necessary complement the "illicit diamond buying," or "I. D. B. trade," as it is euphemistically known, may sap the morality of the community, and against this vigorous protest is now being made. Mr. Merriman, the most energetic of the ex-Ministers, spoke strongly on this matter not long ago to

A GREAT KIMBERLEY AUDIENCE,

which evidently endorsed all he said. He introduced the new view that this stealing is criminal—an offence against society:—

"What is euphemistically called the



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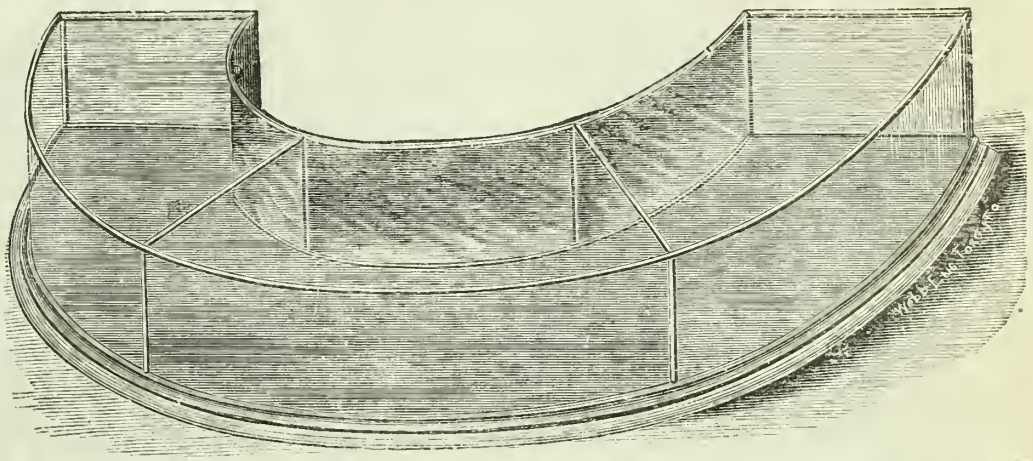
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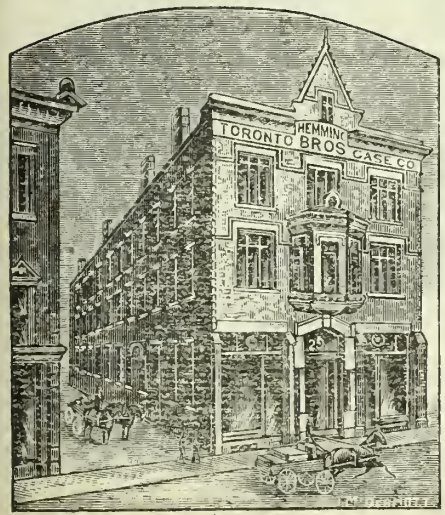
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1885 INDUSTRIAL EXHIBITION, TORONTO. 1885



SILVER MEDAL.

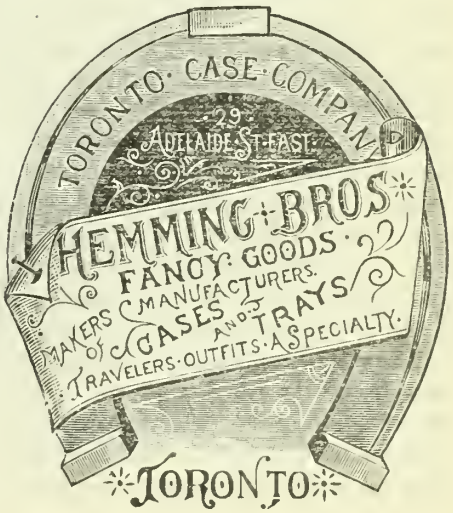


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'I.D.B. trade' I prefer to call flagrant, open, undisguised theft: it is robbing the honest man of the fruits of his industry and demoralizing every one who comes in contact with it. * * * People may look at it as a light thing, but those who steal diamonds and shoot people carrying diamonds will by-and-bye come to shoot people carrying sovereigns. You feel the pinch of the I.D.B. trade from the standpoint of your material interests, but I look upon it in quite another way; I look upon it and upon the importance of stamping it out from a social point of view, because I am convinced that if it is allowed to go on unchecked—if the idea is allowed to get abroad that the Government of the country is indifferent to the matter—then I say the whole country gets demoralized, which is of a great deal more importance than your diamonds, important as they may be to you."

Those curious in such matters as the repression of crime will find a fruitful field of inquiry in the numerous measures that have been adopted or advocated for the repression of this diamond stealing. There have been complaints, inquiries, Parliamentary Commissions, and stringent Acts; and the endeavor has been made to check the evil in all its stages from the first picking up of the diamond to its final disposal or sale. There are those who advocate placing wire and goggle masks on those working in the mine so arranged that they cannot see the diamonds but only sufficiently to do their work. Others advocate walling in the mine, with its "floors" and washing houses, and camping within the enclosure all employees—only allowing them exit now and then and after close search. So far as legislation has interfered it ordains that no one may buy or sell a diamond

UNLESS DULY LICENSED,

allows no one to possess an uncut diamond without accounting for it, orders the registration of each diamond sold, and establishes special courts for the trial of all such cases. There has also been established an elaborate detective system and daily search of all employed in the mine. Others, again, prefer to trust to the introduction, so far as possible, of machinery in substitution for human labor; and in this direction there is, without doubt, great room for improvement in nearly every mine and every part of the process. The true remedy seems to be pushing on with each and every class of preventative measures. The Diamond Trade Act, however, only extends over the Province of Griqualand West. The consequence is that the thieves have only to convey the stolen stones across the Free State border or "run" them into the Cape Colony to escape all penalties of illicit diamond buying. It should surely be possible at once to stop this, and a new effort is to be made in the coming session of the Cape Parliament to get this Act extended to the whole of the Cape Colony, and to negotiate with the governments of the Free State and the Transvaal to pass similar ordinances.

The mine owners are willing to pay large sums to stop this illicit trade. One mine calculates it loses each year at present £100,000 in unnecessarily depreciated price, and £100,000 in value of

DIAMONDS STOLEN,

or a total loss of £200,000 in an output of £1,000,000, and there seems ground for hope that by vigorously adopting the measure above detailed this great evil may be successfully put an end to.

These diamonds are found in paying quantities in four or five out of fifty or more "dead mud volcanoes" scattered over this district. The nightmare of the industry is the dread that similar mines may exist elsewhere and possibly under better conditions of access and working. This would mean at once such a fall in price that Kimberley would be dethroned so far as diamond digging was concerned. A glance at the map will, however, show that Kimberley is in a most commanding position to become a central emporium of South African inland trade. This should give this energetic town a new lease of life even should diamonds fail. And this prospect of becoming a trade centre is on the point of realization, because the railway connecting it directly with the great ports of Algoa Bay and Cape Town will be completed within the year. Kimberley thus becomes a centre of distribution to the Free State, the Transvaal, and the African interior to the north. Situated on the central tableland, 4,000 feet above the sea, in a bright, clear, and fresh climate, Kimberley without doubt commands

THE BEST HIGH ROAD

for European commerce and civilization into the African interior. The recent proclamation of the Queen's authority up to the 22nd parallel of South latitude has given zest and confidence to those who are working here to open up for English trade this route, and this movement has been assisted by the rapid and pacific settlement of the Bechuanaland difficulty by Sir Charles Warren. Kimberley differs from most South African settlements in being an essentially English community. It is, therefore, most "Imperial" in tone, and warmly patriotic. It hopes the British Government will never swerve from the principle of retaining for English trade access to the interior along this central plateau, of which Kimberley, with its railway connection, is the key. The vigorous prosperity of this great English centre is having a most salutary influence on the political situation. It is a standing and undeniable protest against the hasty assumption of some in England that South Africa, after all, belongs mostly to the Boers, for we have proof here that energy and application can insure as brilliant success and progress in South Africa as in Australia or the States; and we have clear evidence that while the Boer element is receding in prosperity and power the English element increases rapidly in both. This comparative fact is the real basis on which the future settlement of South African difficulties depends, and one of the main incentives and causes of this growth of the English element has been the discovery in Griqualand West of diamonds in wholesale quantities.—*London Times.*

CLOCK MAKING IN THE BLACK FOREST.

[*From Report of the Royal Commission on Technical Education*]

By means of lotteries and further grants, the Gewerbe-Halle was erected and opened in 1874, and the school was transferred to the new building, and was re-constituted and formally opened in June, 1877. The Government grant for this purpose was £650. The school is managed by a local council chosen from the surrounding districts and consisting of eight persons. The annual budget is £360, of which sum the Province of Freiburg contributes £25 and Gillingen £50. The school is held in two small rooms, very ill-suited for the purpose, and a new building is in course of erection by the local Gewerbe-Verein (trade society) at a cost of from £1,250 to £1,500. There are at present eighteen pupils. Most of them are admitted free, and many are supported by exhibitions which are given by the neighboring towns and may

Meriden Britannia Co.

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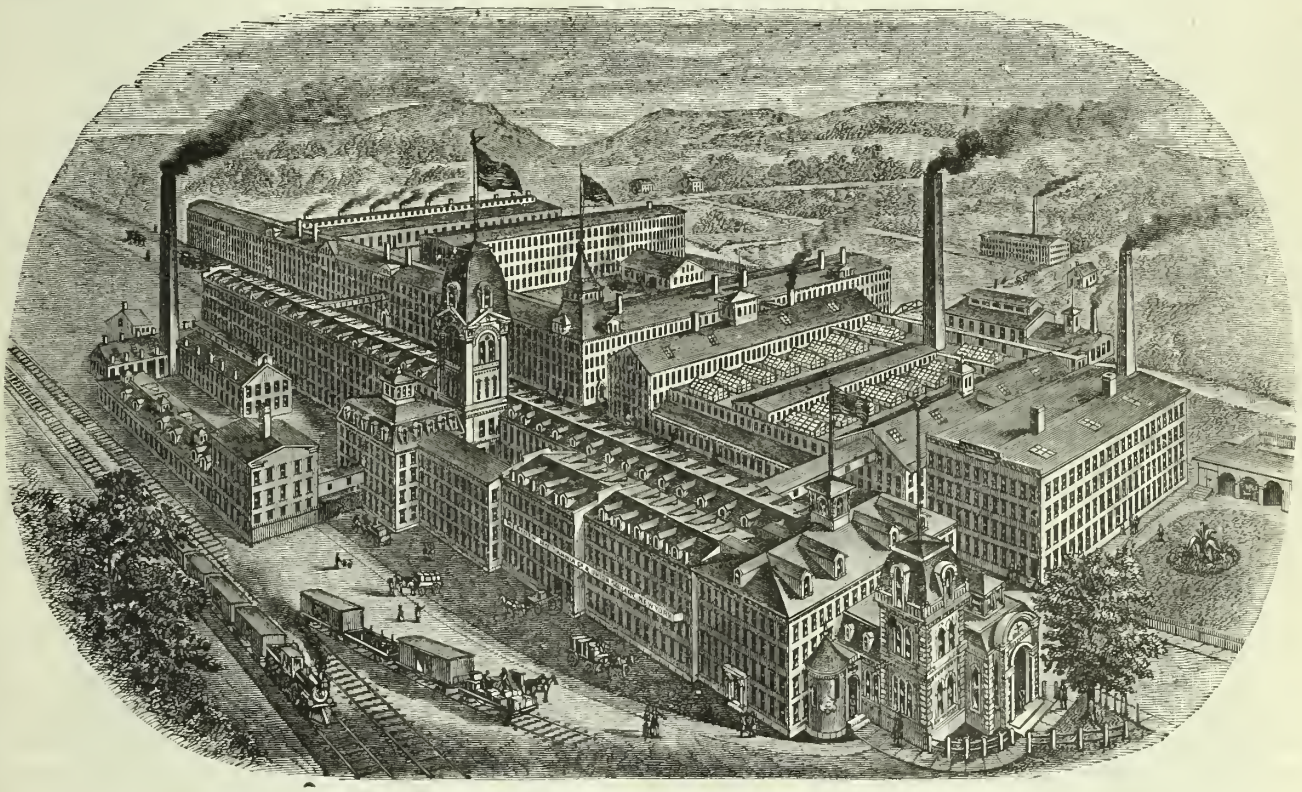
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The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

amount to £20 per annum. The school fee is £1 per annum. The students must have been previously engaged, for at least two years, in practical clock making before they can be admitted. The course lasts one year. In the morning they have theoretical studies consisting of geometry, arithmetic, algebra, physics, mechanics, technology of watch and clock making, geometrical drawing, projection, technical drawing, bookkeeping and commercial arithmetic, together with thirty hours practical work per week in the shops in the afternoon. The lathes and tools seem excellent of their kind, butthe accommodation was very cramped.

By far the most important manufacture of the Black Forest is that of small carved clocks, many of them with musical accompaniments, known as cuckoo clocks. In Triberg, and a group of small towns and villages surrounding it, known as the clock country, 13,500 people, the population of upwards of ninety parishes, are engaged in clock making. We went to Schoenach, a village in the hills above Triberg, where almost every cottage is the home of a clock maker. The houses are large and substantially built. They are generally a considerable distance apart and are surrounded with meadow land and pastures. In addition to the home workers there are three or four small factories in which the wheels and other parts of clocks (Uhrenbestendtheile) are made. In one of these, visited by us, there were about five or six workmen employed and an apprentice. The power was derived from a small overshot wheel. There was a wire cutting and straightening machine for preparing the pinions, some fine drills, a tooth cutting machine, a shaping machine for the wheel teeth and a small press for driving on the bosses, etc. The machinery was ingenious and well adapted for its purpose. The rough castings made in the village were excellent. We were told that the men working piece work in the factories could earn from two to three marks per diem, though a very small proportion of the working men can earn the latter sum. In a second factory we visited subsequently, the movements made here were being fitted together and made into clocks. Carpenters were making the rough framework to contain the wheels, and others were preparing the varnished outer cases. The clock passed from hand to hand, one man adding the winding barrel, another the train of wheels, a third the escapement, and another placing the works into the case. The clocks were being packed up for sale in another part of the works. They seemed all pretty much of one pattern, and of a very common description. The proprietor informed us that he had produced clocks of exactly the same kind as those that were made in the cottages. They went mainly to various parts of Europe. None now go to England or to America. The Americans not only supply themselves with cheap clocks, but they have driven out the Black Forest maker from the English market. The people employed at clock making live, we are told very poorly—mainly on potatoes—though we saw soup and meat in some of the cottages. The cottages are very large; some of them contain as many as twelve families. Many of the people have only one or two rooms and a bit of land, probably about twenty perches, for which they pay from ten to fourteen marks rent per month. An old gentleman mowing in a very wet meadow was pointed out to us as the Burgermeister of Schoenach. We went into several of the cottages and saw the people at the work. The women were polishing the clock cases and the men were making the wheel work. We were told here that an industrious worker at home could earn as much as a good workman in a factory. The water power is everywhere most ingeniously utilized, and the water itself is, as in many parts of England, employed for irrigation on the steep hillsides.

WHO IS THIS?

There have been a great many stories told of the reckless daring and abandon of the cowboy. He is an American production, and at the sound of the word cowboy the mind reverts to some Western locality where law and order are unknown and are supplied by a rude set of conventionalities, the non-observance of which means violence without process of trial. The typical cowboy must be fearless, ready to shoot at a moment's warning, wild in his make-up and language, and ready to perpetrate a joke on a "tenderfoot" at any time.

But there is often considerable braggadocio in the cowboy, and a good illustration of this fact was told a *Sentinel* reporter by a station agent who had lived in the West for many years, and who had been in the employ of various railroads in localities where cowboys were numerous.

"I have seen a good many daring deeds performed and coarse jokes perpetrated by cowboys," said the agent, "but I will tell you of a little incident where the wind was taken out of three cowboys by a determined, fearless 'tenderfoot.' It happened only last spring. I was then station agent and telegraph operator for the Northern Pacific Railroad Company at a place near the Montana line. It was not much of a place, as it consisted only of a depot, a house or two and a saloon.

"One morning a traveling man arrived at the depot by stage from up North somewhere. He had a small sample case and satchel. He was below the medium height and rather slight, but was very neatly dressed and wore a silk hat. He was traveling for a New York jewelry house. He was about an hour early for the train East, and he opened his grip on the platform, took out a brush and dusted his clothing and shoes. He then drew out an old newspaper, leaned up against the side of the depot with one foot projected in front of the other and began reading

"Meanwhile, however, three cowboys had sauntered up to the depot. They all eyed him closely and watched his operations. When he began reading they huddled together and talked awhile in an undertone. Presently one of them—a big six-footer—left the group and began to saunter carelessly about the platform with his head in the air, inspecting the posters on the building and the cornice When he got around where the traveling man stood, he lifted his big brogan and planted it firmly on the jewelry man's foot. No apology was made. The traveling man merely looked up, drew his foot back a moment, then placed it back where it was. The cowboy passed back to the other two. They all chuckled and joined in the low-toned conversation.

"Soon the cowboy started out again on a similar round, gaping at the roof. When he reached the traveling man he tried to bring down his coarse boot on the extended foot. The traveling man jerked his foot back suddenly, and the brogan came down with a thump on the platform. Another conference and chuckling followed. Finally the cowboy set out on the third round. Just as he was about to raise his foot to plant it on that

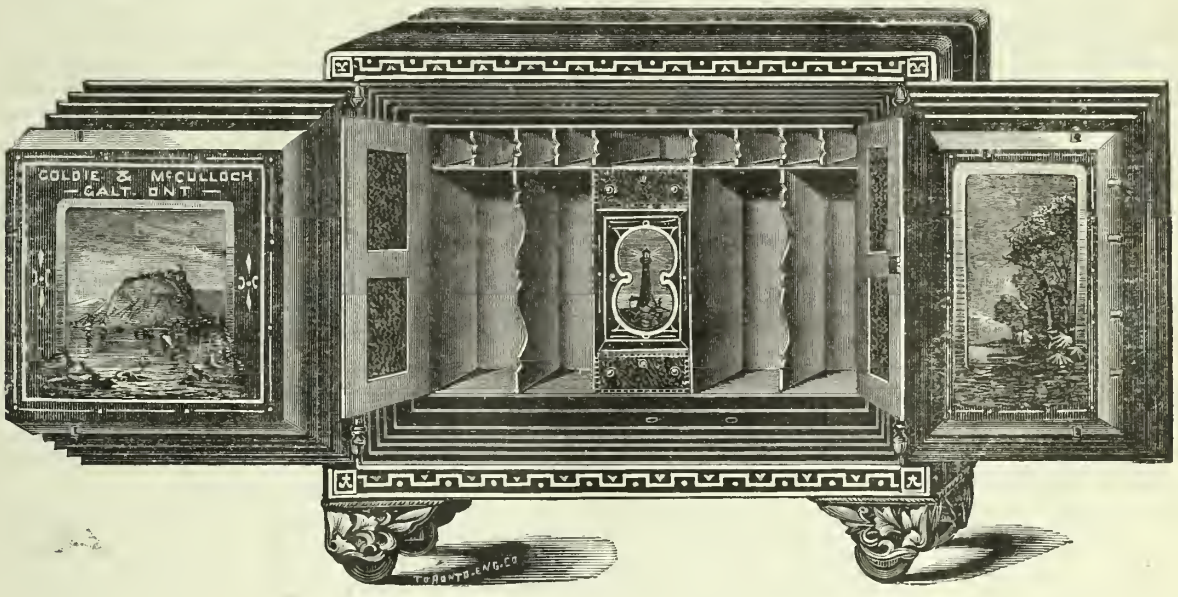
GOLDIE & McCULLOCH,

1844. ESTABLISHED 1844.

THE BEST Fire-Proof Safes.
THE BEST Burglar-Proof Safes.
THE BEST Fire and Burglar-Proof Safes.
THE BEST Fire-Proof Vault Doors.
THE BEST Burglar-Proof Vault Doors.
THE BEST Fire and Burglar-Proof Vault Doors.
THE BEST Jewelers' and Bankers' Steel-Lined Vaults.
Make no inferior kinds---Nothing but THE BEST.

SOLE AGENTS for the celebrated Sargent Time and Combination Locks. These world-renowned Burglar-Proof *Back Shaft Combination Locks* are made with *Spindles*, having ENLARGED CENTRES, and cannot be either *driven in or drawn out.*

WE KEEP POSTED ON ALL IMPROVEMENTS AND TRY TO KEEP AHEAD OF THE TIMES.



Our Safes are made to PRESERVE THEIR CONTENTS not only from Fire and Burglars, but also from being destroyed by DAMPNESS, MUST and MOLD, and we have NEVER KNOWN OF ONE BECOMING DAMP INSIDE.

They are every one constructed on scientific principles, and are true to the purpose for which they are built.

We have on hand a large number of Safes, by other makers, that have been REPLACED by our own make, and are selling them at very low prices.

Orders can be filled immediately from our—

WAREROOMS—NO. 56 KING STREET WEST, TORONTO.

NEXT DOOR TO THE MAIL BUILDING.

GEO. F. BOSTWICK,

REPRESENTATIVE.

of the traveling man, the latter looked up quickly and said:

"'See here, there is my foot, and its going to stay there. You step on it if you want to, but I want to tell you that before you can get off of it I will kill you.'

"Such a volley staggered the cowboy. He looked at the foot and then at the small possessor, finally moving off without stepping on it.

"Another consultation followed. The traveling man calmly read his paper for a few minutes, and then took from his satchel three apples. He looked at them a moment, and suddenly threw them a few feet into the air, and then quickly drew a revolver, fired three shots, splitting each apple into a dozen pieces before they reached the ground. He replaced the cartridges in the empty chambers of the revolver and returned it to his pocket.

"The cowboys witnessed the act without saying a word, and soon, completely cowed, turned and left the depot. The traveling man told me, after they left, that he would have killed the three of them had the fellow stepped on his foot again, and I think he would, as he was quick as lightning. He then showed me a medal he carried which he won as being the most rapid and one of the best shots in New York. The story simply illustrates that there is sometimes a great deal of fictitious valor and daring about the cowboy."—*Milwaukee Sentinel.*

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

T. H. Harmer, jeweler, of Kingston, Ont., is reported to have disappeared from that city. The key of the store was found beneath the door.

It is Currently Reported that Mr. Eaves, wholesale jeweler of Montreal, was recently cheated out of some six thousand dollars by a couple of travellers he had in his employment.

We were pleased to receive a visit from Mr. Chas. Addison, jeweler, of Ottawa, Ont., last month. Mr. Addison was appointed one of the judges of the jewelry exhibits at the Toronto Industrial Exhibition—a good appointment we should say, as he is a practical jeweler who thoroughly understands the business from A to Z.

Boycotting a Manufacturer.—It is currently reported from the other side, that the Deuber Watch Case Company of Newport, Ky., having discharged 103 employees, for no other reason than that they are Knights of Labor, a general system of boycott has been begun by the K. of L. against the goods manufactured by that firm.

Where is Brother Knox?—Where is brother Knox now with his scheme to make every jeweler pass an examination before the Canadian Horological School, and allow only such as passed successfully to sell watches or jewelry. If brother Knox would produce a scheme from his pocket and get the Government to carry it through, the holders of diplomas from the C. H. S. would have a pudding. Now is your chance Mr. Knox.

Mr. E. Bulwer.—The general manager of the Simpson, Hall, Miller & Co., plate company in Canada, was in Toronto last month, having accompanied the Mayor and Aldermen of Montreal on their official visit to the Toronto Industrial Exhibition. Mr. Bulwer says business is first-class with them and that they have all the orders they can attend to. He paid "The Trader" a visit and proved to the satisfaction of the editor that the best business men in Montreal were not all dead yet. Come again, Mr. Bulwer.

Dissolution.—The firm of Hall & Fullerton, Barristers, &c., of this city, having lately been dissolved by mutual consent, Mr. W. M. Hall the senior member of the firm, has opened an office on his own account on King Street East, between the *World* and *Globe* printing offices. Mr. Hall is one of the most promising commercial lawyers in Canada, and having done a good deal of business for the jewelry trade during the last few years in a very satisfactory manner, we can safely recommend him to any of our friends wanting such service.

We are pleased to notice that our old friends, Messrs. C. N. Thorpe & Co., the well-known manufacturers of the "Boss Patent Gold Cases," were successful in carrying off the gold medal at the New Orleans Exposition for the best display of filled gold cases. The "Boss" case is one that any dealer can always swear by, and on account of its sterling qualities it is bound to remain a favorite with retail dealers who want to sell first-class goods. The "Boss" people keep this quality fully up to the standard and it pays them.

P. W. Ellis & Co. have, since moving into their new premises, issued a new watch price list in keeping with the building they are in. It is handsomely printed and indexed all through, and is one of the best price lists yet issued from Toronto. This firm have now got thoroughly settled down in their new warerooms and factory and are making things hum. They expect to be able to fill their customers' orders very promptly, owing to the increased facilities they now possess in the manufacturing line. We wish them continued success.

A Strong Testimonial.—One of the hottest fires ever experienced in Toronto was that of the glucose factory on the Esplanade a few weeks ago. The books, papers and valuables of the Company were deposited in one of J. & J. Taylor's fire-proof safes, and the manager of the Company, Mr. Robert Sutherland, is out with a card stating that although the fire through which it passed was probably as hot as Nebuchadnezzar's seven times heated furnace, yet the contents of the safe were taken out unharmed. This is a strong testimonial to the good workmanship and reliability of the J. & J. Taylor safes.

Death of an old Kingston Merchant.—We regret to learn of the death of Henry Skinner, Esq., of Kingston, at his residence in that city about a fortnight ago. Mr. Skinner was for many years one of the leading wholesale merchants of Kingston and his demise will be regretted by a large circle of acquaintances amongst the retail trade of Ontario. Mr. Skinner was a gentleman of sterling integrity and worth, and a good example of the success that sound business principles combined with honesty is sure to win.

A Mistake.—In our report of Messrs. P. W. Ellis & Co.'s factory in last month's issue, we made the mistake of saying that Mr. Thomas Ellis was the assistant manager of the factory This we find is an error, Mr. William Ellis being assistant manager, and Mr. Thomas Ellis one of the firm's most efficient travellers. We might remark, however, in self-defence that there are so many Ellises in the firm and they are all so good looking and so much alike that it is no wonder we get slightly mixed in speaking of them.

Taylor's Safes.—The safest exhibit at the Toronto Exhibition was that of J. & J. Taylor, the well-known safe manufacturers of this city, and fully justified the high reputation this firm have enjoyed for such a long term of years in this country. It is needless to say that they were a centre of attraction in the part of the building where they were situated, and that the beauty of their workmanship drew forth the highest encomiums from those who took the trouble to inspect it.

How are you Beverley?—In our last issue our printer, by some oversight, spelled the name of Mr. Beverley Heath with two instead of three e's. We are sure the typo had no intention of hurting Mr. Heath's feelings, and as he has apologized for the error in the handsomest manner, we have spared his life this time. Although Mr. Heath spells his name with three e's he don't charge anything extra for plated-ware on that account, and merchants wanting S. H. M. & Co. silverware can always be sure of courteous treatment by entrusting their orders to his care.

Who is Mr. Feeley?—We were asked the other day by a jeweler we happened to meet, and we gazed on the enquirer with blank amazement and wanted to know where he came from. When he afterward explained that he had just arrived from British Columbia and didn't know much about Canada, we began to believe he was in earnest in asking the question. The fact is that Mr. Feeley, the representative of the Meriden Britannia Company, has become so identified with the manufacture and sale of silverware that it's hard to think of electroplate without calling up a mental picture of the aforesaid Feeley and his genial grip-sack.

Talking about Price Lists just reminds us that Messrs. Goldie & McCulloch, the safe makers, have just issued what is probably the finest catalogue of safes ever published in America. This catalogue is profusely embel-

ONE OF THE GREATEST IMPROVEMENTS EVER MADE IN WATCH CASES.

An Adjustable Bezel for Hunting Cases !

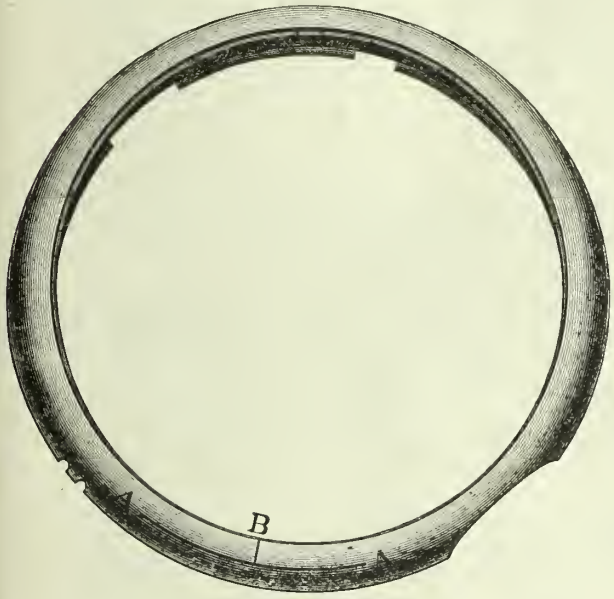
THE FITTING OF GLASSES MADE EASY.

THE KEYSTONE FACTORIES STILL AT THE FORE.

The fitting of crystals in Hunting Cases has always been an annoyance. The great variation in sizes of glasses (for frequently at least three different sizes are found in one package, all numbered alike), defective edges, and difference in shape between the edge of glasses and groove in the bezel, all tend to make easy and proper adjustment a difficult task, and often the attempt costs more, in the breaking of glasses, than is received for the job.

Again, the groove in bezels is often of a size between glass sizes; consequently one size glass will be too small, the next too large, and the effort to fit them must end in an irritating failure.

To obviate these drawbacks is the province of the



KEYSTONE ADJUSTABLE BEZEL.

As will be seen in the above cut, the bezel is slitted vertically (B) and laterally (A) for a short distance in such a manner as to give it elasticity or spring without impairing its strength, but permitting the ready and effective insertion of crystals of different sizes, defective edges, or not perfectly round. To illustrate: An adjustable bezel for which a medium 19 11-16 glass is the correct one will not only take any glass in a package of 19 11-16, but it is also adapted to a 19 12-16 if required.

The arrangement which secures this very desirable result is so minute as to be comparatively invisible to the naked eye, and in no respect mars the uniformity of surface of the bezel. The liability of dust to work in upon the dial is no greater than with the ordinary bezel, as the lateral cut (A) is made below the top of the dial-plate.

The advantages of this great improvement are so plain, reducing to the smallest extent possible the danger incident to fitting glasses, that it is but reasonable to assume that

THE KEYSTONE ADJUSTABLE BEZEL

(the name of the great improvement) marks the introduction of an invention at once ingenious, practical, and exceptionally valuable.

This improved bezel is patented, and can only be obtained on Boss, Keystone and Leader cases, but without any advance in price.

THE KEYSTONE WATCH CASE FACTORIES:

19th and BROWN STREETS, PHILADELPHIA.

NEW YORK, 14 JOHN STREET. CHICAGO, 100 STATE STREET.

lished by extra fine wood engravings of the different styles of safes manufactured by them, and from it any merchant can form a very correct idea of the size style, fittings and finish of the goods they are intended to illustrate. This catalogue is a fine specimen of printing, and is creditable alike to the printer and the firm whose enterprise and integrity has brought their goods into the prominent position they now occupy in Canada.

A Ready Reckoner Free of Charge.—The new price list of Smith & Fudger is one of the handiest and most complete lists of American watches we have yet seen. The special feature of the compilation, however, is the "Ready Reference Table" on the back page, which, as the author modestly observes, is useful "For casing Waltham and Elgin 18-size movements in silver cases—Canadian and Imported." This list gives the retailer at once, and without error, the combined cost of any grade of Waltham or Elgin movement, and any weight and quality of silver case he may desire to combine with it. We are sure that the trade has only to see this table to appreciate its excellence and convenience.

Why they didn't Exhibit.—A great many jewelers have asked the manager of the American Watch Case Company why they did not have an exhibit at the Industrial Exhibition this year and expressed disappointment thereat. The fact is, the demand for their new gold cases is so great that they have been obliged to do their level best to fill orders, and had really no chance to get an exhibit ready. Their new cases are exquisitely finished, and the fact that the quality of every case bearing their stamp is guaranteed to be according to the U. S. mint assay, has made for the manufacturers of this Company a ready sale amongst those dealers who desire honest goods at the lowest price. The Company don't propose to take a back seat on fine gold cases.

Sensible to the Last.—A recent telegram from Washington says: "There is now a movement looking to the disposal of surplus 1 and 2 dollar bills of Canada in the United States, which had, previous to the silver agitation, depreciated to 85 cents. Now, however, they are received at par with the standard silver dollar of this country, and a great deal of this paper is in circulation." As the United States treasury is now completely choked up with American silver dollars, which they can't force into circulation unless at a very heavy discount, we may understand how kind our American cousins are to take our Dominion notes, which are payable on demand in gold, at a similar depreciation. A Canadian Government note is worth its face value in gold at any time, and the only fault we have ever heard of them at home is that they are not more plentiful.

"The Very Finest" exhibit of leather and plush jewelry cases of all kinds ever shown in Canada was that of Messrs. Hemming Bros. at the Toronto Industrial Exhibition. This assortment was, we consider, one of the attractions of the main building and reflected the highest credit upon the exhibitors. Canada should be proud of having such a factory as that of the Hemming Bros., and we think that by patronizing this firm our jewelers will not only be doing the "patriotic thing" but will get as fine and elegant goods as can be imported from abroad. When to this is added the incentive of much lower prices than are charged for similar goods of foreign manufacture, we do uot wonder that this enterprising firm has built up such a large industry. Merit, like blood, will tell.

Our Fighting Editor.—"Where is the fighting editor of The Trader?" asked an irate importer of Swiss watches of us the other day. We assured him that the gentleman he wanted was out of the city and his club might be put by for at least a month and then we gradually drew from him his grievance. It appears that he was mad because we said that the new Yankee 6 size movement was bound to make the Ladies' Swiss watch take a back seat. We thought so then and we think so still, although this good-looking representative of the leading Swiss industry assures us that the recent improvements in Swiss watches are so great that they will very soon have reserved seats with satin and velvet linings in every jewelry store in Canada. All we have to say is that the battle is not over yet, and in this as in any other struggle it is the survival of the fittest. "Give them the justice" and may the best watch win say we.

The Jewelers' Security Alliance.—Owing to the absence of American cracksmen since last spring but little has been heard of jewelers' safes being blown open and robbed. According to an old saying, "it is always the unexpected that happens," and now that our jewelers have lulled themselves into fancied security, we may expect to hear of burglaries somewhat more frequently than we have been doing of late. The Jewelers' Security Alliance is not a preventative from burglary, but it is the next best thing, for if a jeweler gets his safe burglarized it at once places the best detective talent that can be secured for money on the track of the burglar free of charge to the person robbed. The Alliance has now a good reserve fund on hand, all of which is available to hunt down the first burglar who has the presumption to rob the safe of one of its members. Their motto is "Protection or Punishment," and they propose to carry it out to the letter, and protect by making the burglar afraid of punishment.

Inspector Lash.—Almost every jeweler in Canada will remember "Beau" Lash, the once genial traveller for the old firm of J. G. Joseph & Co. After Mr. Lash left the jewelry business he went to the North-West and entered the mounted police, where his merits soon raised him to the position of Inspector and Indian Agent. Our readers will remember that when Riel made his stand at Batoche he held as hostages some score of prisoners whom he threatened to massacre if General Middleton did not withdraw his troops. The heroic charge of the volunteers spoiled his little game and the prisoners were rescued from the cellar where they had been confined for about two weeks; chief amongst them was Inspector Lash. Mr. Lash has been granted leave of absence and has visited his old home in Ontario in order to recuperate. When we saw him he was looking splendidly and receiving the heartiest kind of a welcome from his many friends in Toronto, who were delighted to see him alive and well. Mr. Lash says he don't want any more of that kind of experience.

The American Waltham Watch Co. were exhibitors at the New Orleans Exposition, and deservedly carried off the gold medal for the best exhibit of movements and gold cases. As showing how extensive is this Company's business, we may remark that at the same time they were competing for this medal at New Orleans, they were exhibiting at the International Inventions' Exhibition at London, England, a great many of their most intricate machines for making the material used in the construction of their watches. In addition to this eye-opener to English horologists, they also had on view a complete set of samples of the watches made by them, numbering in all some 2,500 different kinds. It is needless to say that the Waltham Co.'s exhibit was one of the principal features of the Exhibition, and that the comparison between theirs and the English method of watchmaking has started numerous criticisms on that branch of trade, which must eventually be compelled to go back on their old fogy ways and adopt methods more in keeping with the spirit of the age.

How we Progress—The following advertisement which speaks for itself appeared in one of the London (England) magazines in the year 1845, or forty years ago. If the gentleman who put this in could take a walk through some of the great American factories he would surely be compelled to admit that when he had attained as he thought to the perfection of watchmaking, he had still much to learn. The world still moves; this is an age of progress and if you don't move along with it you will get your heels trodden on :—

FLAT, PATENT LEVER WATCHES, London made, with the late improvement of placing the balance level with the other wheels of the watch, so as to render it flat for the waistcoat pocket, with the detached escapement, capped and jewelled in four holes, hand to mark the seconds, hard enamel dial, maintaining power to continue the action of the watch while winding, are offered in silver engine-turned cases, price six guineas each, or hunting cases six and a half guineas. An undertaking is given, with fixed terms, by which the watches will always receive attention. T. COX SAVORY & Co., Watchmakers, Jewellers, &c., 47 Cornhill (seven doors from Gracechurch Street, London).—N. B. Second-hand watches purchased in exchange.

WORKSHOP NOTES.

Balances.—A gold balance is preferable to a steel balance. The latter metal has the advantage of being less affected by alteration of temperature, but, on the other hand, gold is denser than steel and is not liable to rust or be magnetized.

Spring Temper to Brass.—A spring temper may be imparted to brass by drawing it through a wire plate. A small piece can be hardened by burnishing it hard. Soft pin tongues are sometimes stiffened by twisting the wire, but if carried too far it will crack or injure it.

Butting.—The tendency of pinion leaves to butt the wheel tooth when coming into contact is caused either by the bad shape of the teeth or the leaves, or by using a pinion of an improper size, or by the wheel and pinion being placed at an incorrect distance from each other.

The Functions of Oil Sinks.—Oil sinks are formed in watch and clock plates so that by

LOWE & ANDERSON,

16 Wellington Street East, Toronto,

WHOLESALE DEALERS IN

HAMPDEN, WALTHAM, ELGIN, ILLINOIS

AND SPECIAL NAMED MOVEMENTS.

GOLD CASES,

FILLED CASES,

SILVER CASES.

GOLD AND SILVER JEWELRY.

MARBLE CLOCKS, WATCH MATERIALS JEWELERS' FINDINGS, DUST PROOF KEYS, GOLD, GOLD FILLED & SILVER HEADED CANES.

AMERICAN JEWELRY

To hand and arriving daily the NEWEST & NATTIEST designs in AMERICAN JEWELRY, personally selected by Mr. Anderson, in New York and Eastern States.

LOWE & ANDERSON.

Dealers in American Watches who have not received our new Price List can have one by sending us a post card.

capillary attractions the oil is kept close to the pivot instead of spreading over the plate, and back slopes are formed on the arbors so that the oil may not be drawn all up the body of the arbor. The "attraction" is sometimes negative and becomes a repulsion, as is the case with mercury in a glass tube. It is still called capillarity, whether the fluid is raised above its natural level or depressed below it.

Flat Polish on Steel Works.—To polish such parts as rollers and collets, first get a flat surface by rubbing with fine emery on a glass plate or a bell metal block, and afterwards finish off on a zinc block with diamantine; but for levers you must use a long, flat bell. metal or zinc polisher, and press the lever into a piece of soft wood (willow is the best) in the vise, moving the polisher instead of the work. For large articles, such as indexes or repeater racks, which are not solid, and springs, it will be found best to wax them on to a small brass block and polish them underhand in the same manner as rollers.

Soldering—The functions of a flux is to cleanse the surfaces to be united, and various substances can be employed for this purpose, for instance, sal ammonia reduced to powder, and either stirred into a paste with sweet oil or simply dissolved in water. Again, sal ammonia and pulverized resin are made into a paste with water or oil. Resin alone will answer for soft soldering copper or brass. Another agent is Venice turpentine, which has the advantage of not causing steel to rust, although it is disagreeable, because it makes the objects sticky, and they must, after soldering, be rinsed in alcohol or turpentine.

Artificial Safety Lamp.—The use of the ordinary lamp or of matches should never be used in dangerous places for obvious reasons, and the watchmen of the city of Paris have resorted to the following contrivance, which is at once very convenient and quite safe: A small piece of phosphorus of about the size of a pea is put into a very clear glass bottle, which is then filled about one-third with boiling olive oil, after which it is corked tightly. When the light is to be used uncork the bottle for an instant, then re-cork tightly, and a light equal to that furnished by a lamp will issue from the bottle. When it becomes dim, uncork the bottle for a short time so as to admit fresh air.

Silver-Aluminium Alloys.— Aluminium and silver make handsome white alloys, which compared with those from pure aluminium, are much harder, in consequence of which they take a much higher polish, and at the same time they are preferable to the silver-copper alloys for the reason that they are unchangeable in air and retain their white colour. It has been proposed, therefore, no longer to alloy the world's coin with copper, but with aluminium, which makes them far more durable, and even after a long-continued use they retain their white colour. Experiments on a vast scale were for this purpose instituted in European countries, but for some reason or other it appears that the silver-copper alloys were retained. According to the quantities of aluminium added, the alloy possesses very varying physical characteristics. An alloy consisting of 100 parts aluminium and 5 parts silver, differs but little from the pure aluminium, yet it is far harder and assumes a higher polish. An alloy consisting of 169 parts aluminium and 5 parts silver possesses a very remarkable degree of elasticity, and has therefore been recommended for the manufacture of balance springs for watches and dessert knives. An alloy composed of equal parts of aluminium and silver, rivals bronze in hardness.

OTHER NOTES.

New Metal.—Professor Websky has proposed the name of Idunium for the metal discovered by him. He found it to be one of the constituents of lead vanadiate; the mineral is rather scarce, of a yellow color, and contains several other metals, especially zinc, iron and arsenic.

Universal Time.—It appears that the Greenwich Observatory intends to make the first move toward introducing universal time, having set the astronomical clock, which sends out the time signals, to mark the beginning of the day at midnight, and not, as customary hitherto, at noon. The dial is divided into 24 hours.

A Rare Occurrence.—Some time ago a violent storm tore off the large hand of the steeple clock at Altona, Germany, and hurled it more than 100 yards, when finally it lodged, point down, in the roof of a house. The clock is about being superannuated, and proceedings were on foot for placing in a new one. The old hand, doubtless, became impatient at the tardy action of humanity, to several generations of which it had pointed out their time between the cradle and the grave, and hence its unseemly haste in desiring to be relieved.

A Giant Diamond.—A very large diamond was about a year ago found by a boer in the territory of the Orange Republic. He kept it hidden for about a year, under the well grounded fear that miners might kill him and steal it. A diamond trader was finally lucky enough to see it, and he persuaded the owner to put it on the market. The stone appears to be a second edition of the Star of South Africa, at present owned by Lord Dudlay. It was finally purchased by a syndicate, formed of the most important diamond traders of London and Paris. It weighs 487 karats, and when ground will be reduced to about 225 karats, being heavier by 89 karats than the Regent.

A Princess as Goldsmith.—A goldsmith shop was lately established and opened with great pomp and circumstance at the Austrian bathing place, Meran, and the neighborhood is at present daily thronged with carriages, bearing thither the nobility of the place. The Archduchess, Maria Theresa, belonging to the Austrian imperial family, has taken the fancy to learn the art of goldsmithing; she sits at the bench with her apron on like any other apprentice, learns the manipulation of the file, blowpipe, etc., much to the astonishment of said nobility, who watch her eagerly. But whether, as youngest apprentice, she has to sweep the shop, fetch water and run errands, we are not informed.

WANTED.

A situation by a Watchmaker of over three years' experience. Can give first-class references. A good permanent job preferred.—Address,

M. E. LEAVENS,
Picton, Ont.

C. W. COLEMAN,
10 KING ST. WEST, (up-stairs),
TORONTO,
WATCHMAKER TO THE TRADE
AND DEALER IN
Watch Material, Tools, Spectacles, &c.

Complicated Watches repaired, adjusted and cleaned. Broken or imperfect parts in every make of Watch replaced by new. Gold Dials re-figured.

Also Jewelry Jobbing, and manufacturing of Special Designs, Engraving, &c.

Spectacles at 65 cts., $1.00, and $3.00 per Dozen.

Samples of above three lines sent prepaid for 50 cts.

Orders to receive prompt attention must be accompanied with city reference or the cash.

T. WHITE & SON,
MANUFACTURING JEWELERS,
Lapidaries & Diamond Setters.
39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted
FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

E. & A. GUNTHER,
18 JORDAN STREET, - - TORONTO.
IMPORTERS OF
WATCH-GLASSES,
SPECTACLES,
TOOLS & MATERIALS,
PRECIOUS STONES,
WATCHES,
JEWELLERY,
CLOCKS

In every variety constantly on hand. Large importations in all the latest novelties coming in for FALL TRADE.

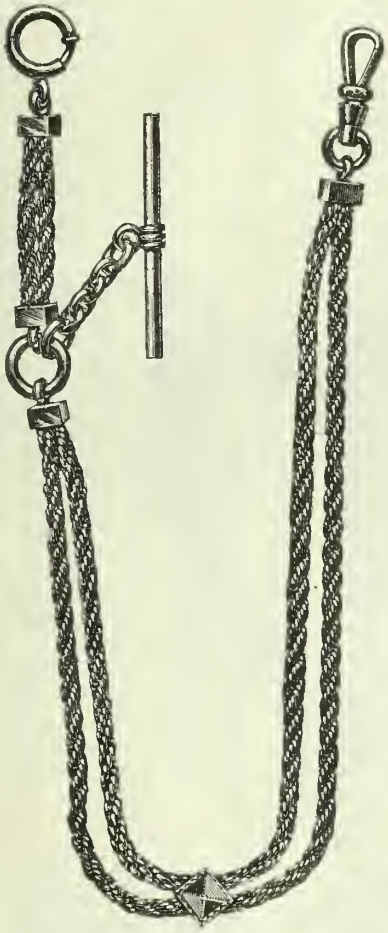
SATISFACTION GUARANTEED.

HERE WE ARE AT THE FRONT

WITH NEW GOODS AND FULL OF BUSINESS.

LOOK AT THE "R.F.S.&CO." NEW LINE,

NOW IN THE HANDS OF THE DOMINION JOBBERS.



1610.
Roman Color.



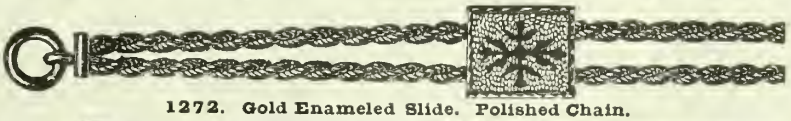
1597. Roman Double Queen. Enameled Balls.



1496 S. Polished. Two Garnets in each link. Length, 8 in.



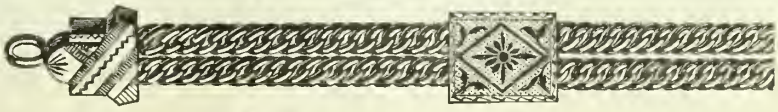
1536.
Roman Enameled Queen.



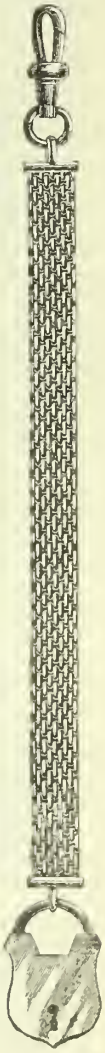
1272. Gold Enameled Slide. Polished Chain.



726 E. Gold Enameled Slide.



431 E. Gold Enameled Slide.



1152 202
Polished Queen.

THE ACME SILVER COMPANY,

MANUFACTURERS OF

FINEST QUALITY QUADRUPLE-PLATED WARE.

Factory and Salesroom:

NOS. 9 & 11 CHURCH ST., TORONTO, ONT.

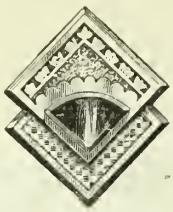


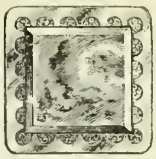
NO. 159. TILTING PITCHER, SLOP AND GOBLETS. GOLD LINED. $55.00. LIST.

N. B.—We GUARANTEE Better Value than can be obtained from ANY OTHER MANUFACTURERS in Canada.


82/23


75/33


56/


50/


759


1111

THE AMERICAN LEVER.


1601

THE FAULTLESS

Cuff and Collar Button.


93/


21/27


547

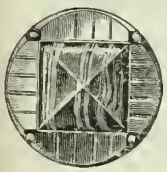

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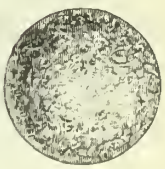

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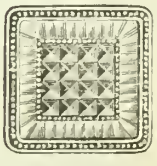

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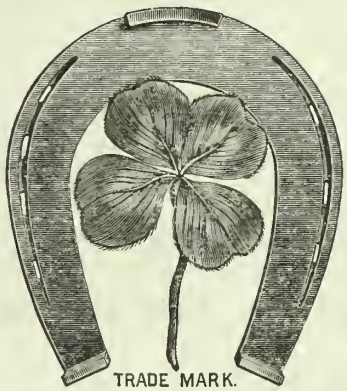

1427


728

Perfectly Simple!



BUTTON OPEN.



Simply Perfect!



BUTTON CLOSED.

WE BEG to present herewith to the notice of Canadian Trade, Cuts of a few of our most popular styles of Sleeve Buttons.

All goods of our make bear on their post the imprint of our famous Trade Mark, the HORSE SHOE AND CLOVER, and no others are genuine American Levers.

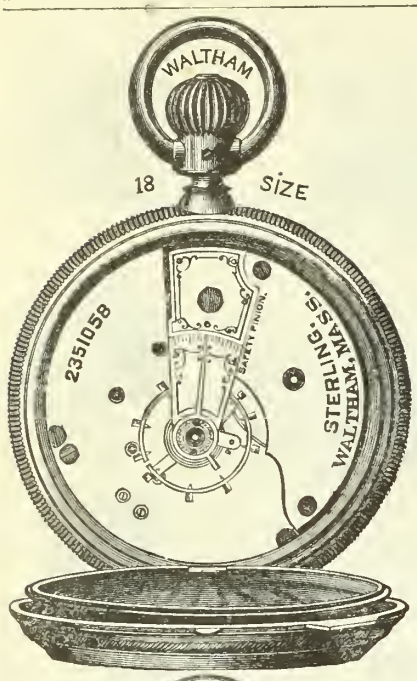
For sale by all leading Jobbers throughout Canada.

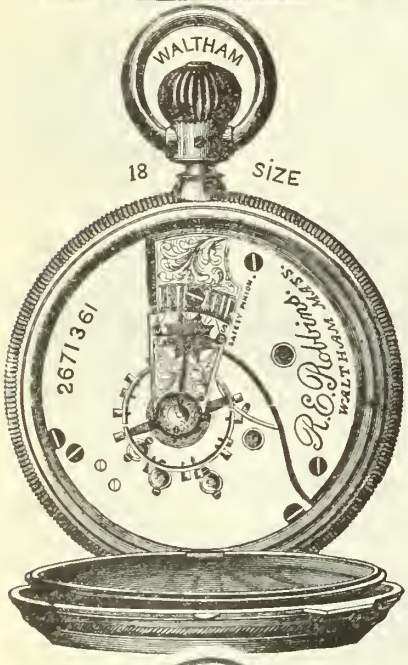
HOWARD & SON, MAKERS,

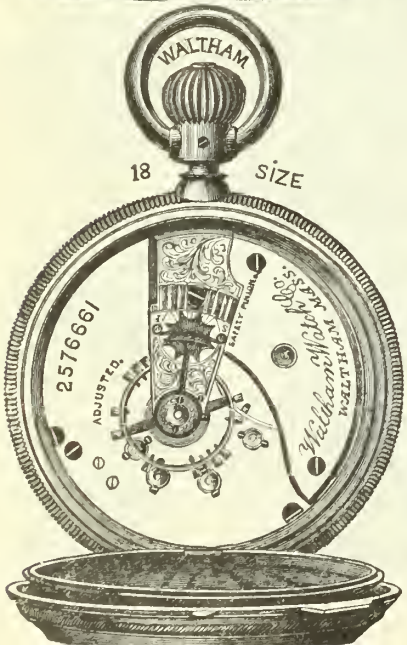
102 Orange Street, PROVIDENCE, R.I.

Salesroom, 176 Broadway, New York.

WE SELL TO JOBBERS ONLY.







American Waltham Watch Co

WALTHAM, MASS.

WALTHAM

FULL PLATE MOVEMENTS

—FOR

OPEN FACE STEM WINDERS,

—MADE TO—

SET BY THE PENDANT ONLY,

Doing away with Inside Hand-Setting Lever.

A Complete Assortment of Gold and Silver Cases on hand to fit any of the above Pendant Setting Movements.

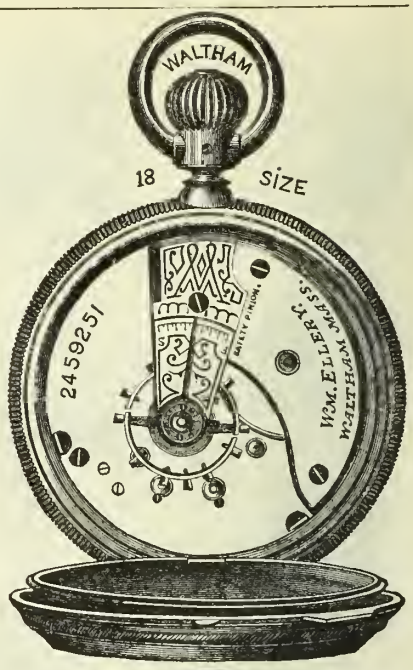
All Pendant Setting Cases will take any American Full Plate Movement with Female Winding Pinion.

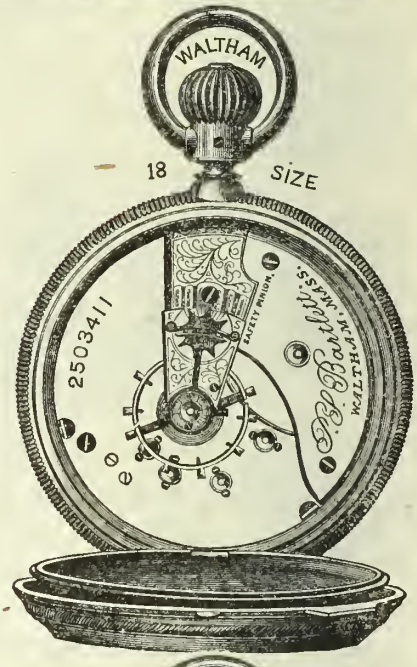
ROBBINS & APPLETON

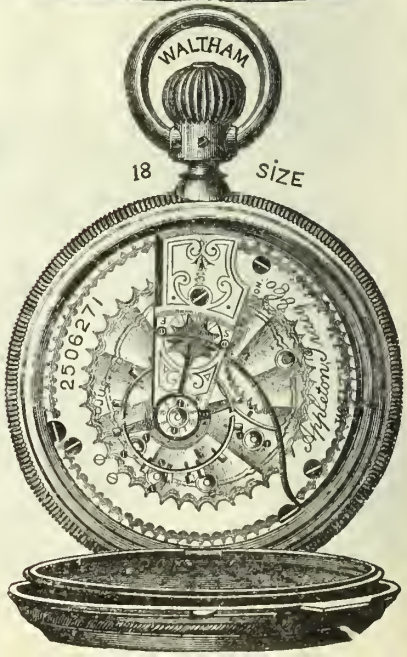
GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

LONDON. SYDNEY.







THE TRADER.

TORONTO, ONT., NOVEMBER, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 *ADELAIDE STREET WEST,*

Toronto, Ont

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

THE OUTLOOK.

The present indications are that better times have come again, and unless no unforeseen reverse occurs, they have come to stay. The lessons of the past two years will, we think, hardly be thrown away upon our merchants, and if they profit by them as they ought, they may look to the future as likely to bring them considerably more profit and solid comfort than the past two years have done. Most of them have learned to keep their business well in hand and live within their means—two very important lessons in any kind of business or times. While we do not expect any great boom in business, we certainly look forward to a good deal of solid prosperity. The money which capitalists have for some time past kept locked up will once more be put into circulation, and soon every artery of commerce will feel the vigor of its pulsations, and be benefited therefrom. Idle capital is about as useless to commerce as so much pig iron; but, put into circulation, it infuses life into every branch of industry it touches. In order to get capitalists to invest, they must have confidence in the prospects of trade, and from the present outlook we should say that it will soon be pretty fully employed.

The mercantile failures in the Dominion of Canada for the quarter ending September 30, as reported by R. G. Dun & Co., were 254, compared with 227 for the corresponding quarter of 1884. The liabilities were $1,911,000, while the liabilities for the corresponding quarter of 1884 were $4,112,000. For the first nine months of 1885 the total failures number 944, as compared with 979 for the first nine months of 1884. The liabilities amount, for first nine months of 1885, to a trifle over seven millions, compared with $14,855,000 in the same period last year.

From the above it will be seen that for the nine months of the present year already passed, the failures in this country are 35 less in number and about $7,000,000 less in amount than for the same period of 1884. These facts speak for themselves, and are strong arguments in support of the "better times" theory.

The reports from all quarters of the country indicate larger sales and better collections than at this time last year. In the light of these things we would advise our readers to prepare to take advantage of the improvement, and where possible to keep a stock commensurate with the wants of the part of the country they live in. While caution, like speculation, may be carried to extremes, we trust that our readers may strike the happy medium.

TRIBUNALS OF COMMERCE.

We reprint in another column an article by Mr. W. H. Howland, and published in the columns of our esteemed contemporary, *The Merchant*, of this city. Anything from Mr. Howland's pen is usually well worth perusing, but in this article on "The Tribunals of Commerce," he has opened up a vein which, if properly worked, would produce almost wonderful results to the entire mercantile community of this country. It is hard to estimate the vast amount of good, solid cash that is annually wasted by merchants in Canada on the worthless opinions of pettyfogging lawyers. In nine-tenths of the cases where law is resorted to, to settle disputes, one side or the other has been so badly advised as to be morally certain of defeat from the outset. No matter how poor his opinion may be about his client's case, or whether his client wins or loses, the lawyer is level-headed enough to collect his bill of costs, which most people who have been through his hands are ready to aver, is always out of proportion to the quality of the advice received or the services rendered by him. The lawyer risks nothing except his time and the wear and tear of his valuable brains, and mainly on the strength of his advice people go to law. In every case that comes before the courts one side is bound to lose, therefore certainly one-half of the advice tendered by lawyers to their clients and on the strength of which they went to law was worthless. If the law allowed the merchant to pay for this worthless advice in worthless coin, they would be square, but the lawyer, no matter how poor his advice may have been, wants his pay in standard coin of the realm at the rate of one hundred cents to the dollar.

Could a law be placed upon the statute books, prohibiting the lawyer from charging for his services where it could be proved that the action was entered because of his advice and was unsuccessful, it seems to us that a great deal of the present pressure upon the time of our courts would be removed, and that not one-half of the suits we now read about would ever get into court. The difference would then be, that the lawyer would have the practical standard of success to be measured by, and if he failed to come up to its requirements, he would be minus his fees. We imagine the effect would be that he would deter his clients from going to law unless he himself was sure of their success; as it is, he usually advises them to go in anyway, knowing that he is all right whether they are or not. The lawyer's opinion and advice are what he has to sell, and are as much merchandise as the merchant's goods. If the merchant sells the lawyer an article and it does not turn out as represented, the latter naturally wants it made good. If, however, as is often the case, the lawyer sells the merchant his opinion and his services, and they turn out worthless, he declines to be judged by the same standard. We do not think this is fair, and, as we said before, its tendency is to induce a large amount of unnecessary litigation, which would never occur except to further the ends of an overplus of second-rate lawyers. Of course there are some honorable exceptions to these strictures, but we are sorry to say they are the exception rather than the rule.

For these reasons, we hail with delight any measure such as the one advocated by Mr. Howland, which will bring business common sense into the settlement

of disputes instead of so much expensive legal wrangling. Shorn of its exuberant verbiage, law is common sense, and in ninety-nine cases out of one hundred it will be found that, in any ordinary mercantile case, a plain statement of facts to an arbitration of three business men will almost invariably bring forth a common sense or legal verdict.

This subject is well worth thinking about, and the more our merchants think about it, we are convinced, the more readily will they acknowledge that it possesses very decided advantages over the present tedious, cumbersome and expensive method of settling disputes.

PROTECTION TO RETAILERS.

In connection with this subject the following, from the Secretary of the Watch Manufacturers' Association of the United States, has been handed us for publication, the contents of which speak for themselves :

NEW YORK, Sept. 2nd, 1885.

Geo. Chillas, Sec'y,
Toronto, Canada.

DEAR SIR,—At a meeting of the Joint Executive Committee held this morning, the following resolution was adopted :

"Resolved, that this Committee rule that no member of the Canadian Association of Jobbers shall retail American Watches, and it is further understood that this resolution shall apply to all members previously accepted, and that a copy of this resolution be forwarded to the Secretary of your Association.

"It is further understood that the above resolution be accepted as a basis for the acceptance of future applicants."

Yours respectfully,
(Signed) E. J. SCOFIELD,
Secretary.

This action of the United States Watch Manufacturers, it appears to us, is simply a confirmation of the action of the Canadian Jobbers themselves, who, some months ago, decided that members of their Association should be either wholly wholesale or retail. The action of the United States Watch Manufacturers' Association will strengthen the hands of the Canadian Association considerably.

As it may be of interest to the retail trade to know what firms compose the Canadian Jobbers' Association in American Watches, we publish below the full list of officers and members :

OFFICERS.

PRESIDENT, M. SCHWOB, of Schwob Bros., Montreal.

VICE-PRESIDENT, E. SCHEUER, of Levy Bros. & Scheuer.

SEC'Y-TREASURER, GEO. CHILLAS, of Lee & Chillas, Toronto.

ACCEPTED MEMBERS.

BENHAM & GRIGOR,	Toronto.
CULP, S. T.,	"
CRELL & BATTEGAY,	"
CARRIER & Co., W. F.,	"
ELLIS & Co., P. W.,	"
FRENKEL, S.,	"
GUNTHER, E. & A.,	"
KLEISER, A.,	"
LOWE & ANDERSON,	"
LEE & CHILLAS,	"
MARSHALL, T.,	"
ROTHSCHILD & Co.,	"
SEGSWORTH & Co., J.,	"
SMITH & FUDGER,	"
THAYER & ELLIS,	"
LEVY BROS. & SCHEUER,	Hamilton.
THOMPSON & Co., E. & T.,	"
YOUNG, W. A.,	London.
BROWN & Co., M. S.,	Halifax.
LEVY & MICHAELS,	"
EAVES, WM.,	Montreal.
EAVES, A.,	"
EAVES, E.,	"
JONES & Co., JOHN H.,	"
PICARD & Co., C. T.,	"
SCHWOB BROS.,	"
SAUNDERS, H. & A.,	"
SMITH & PATTERSON,	"
WILLIAMSON, J. B.,	"

MONTHLY STATEMENTS.

We have had our attention called to the matter of Monthly Statements by one of the largest houses in the jewelry trade, with a request that we would give our views upon it if we considered the matter of sufficient importance. As a great deal of misapprehension exists regarding these statements of account, it may not be out of place for us to suggest to some of the readers of THE TRADER, that they should be looked upon in the light of business friends instead of business irritants. As far as our experience goes we look upon Monthly Statements as a business necessity, which, when properly understood and acted upon, in a very great measure prevent or at least help to unravel those snarls in accounts that are liable to occur even in the best regulated business. Writing upon this very subject one of ourAmerican exchanges editorially gets off the following very pertinent observations, which are so much in tune with our own ideas upon this subject that we insert them in full and give them our heartiest endorsement :

"Many regard them in the light of dunning letters, and take offence at the regularity with which they put in their appearance, while others look upon them as invoices, and pay no attention to them. From time immemorial it has been a custom in commercial circles for creditors to send monthly statements of their accounts to their debtors. These are not, necessarily, in the nature of a reminder of existing indebtedness, but are more frequently mere memorandums, to enable the debtor to make comparisons between his own books of account and those of his creditors. Suppose a buyer comes to the city in the latter part of August and buys a bill of goods; they are sent to him with an invoice ; errors may be made in charging up the goods ; they may not reach their destination ; or any one of a hundred things may occur to make a difference in the account between the debtor and creditor ; on the first of September the creditor sends to his debtor a statement of his account to date ; it cannot be considered a demand for payment, for the goods were purchased on four months' time ; it cannot be a duplicate invoice, for it may include items that had been purchased and delivered months before, or that the purchaser took with him. It is simply and solely what it professes to be—a statement of account as shown by the books of the creditor. The debtor is expected to compare it promptly with his own books, and if any discrepancies are discovered, to send notice thereof forthwith ; if goods are charged that were not ordered, or if others were bought that were not sent, the statement should reveal the errors and lead to their immediate correction. Suppose the man who purchased goods in August on four months' time makes other purchases in September ; on the first of October he will receive another monthly statement, which will include both his August and September purchases, and every time he buys goods he will find his invoices supplemented by the monthly statement, showing the condition of his account. The primary object of the monthly statement is to facilitate the correction of mistakes, and, in case of the miscarriage of goods, to enable them to be traced. In the multitude of packages sent out by manufacturers and jobbers, there are unavoidablo mistakes made in packing, addressing, or entering on the books, and if monthly statements received from those to whom they are sent that degree of attention they should, these mistakes would be detected before the lapse of time



About Trade Marks.



Perhaps nothing in the whole category of mercantile pursuits has been more abused than the use of trade marks. A trade mark, to be of any value, must be a guarantee of quality, and is worth more to the manufacturer owning it than to any one else. If a manufacturer has a right to use a certain trade mark and the public learn that this mark is never put upon inferior goods and that they are quite safe in buying anything bearing it, such a trade mark very soon becomes a valuable property to the owner. On the other hand if a manufacturer does not care about his reputation and is willing to put his trade mark upon goods of debased quality he very soon finds out that people are not so gullable as he imagined, and that his goods are appraised at their real value. On account of the low price of "stamped up" goods they may sell for a while, but as soon as their inferiority is detected they have no market value, simply because no one has any confidence in them. The best and only guarantee that the consumer can have is the integrity of the manufacturer. If he is honest and conscientious in the use of his trade marks they very soon become a standing guarantee of quality, that give his goods a fixed standard of value. On the other hand nothing is more demoralizing to the trade than the "stamping up" policy so often resorted to by unscrupulous manufacturers and dealers. Such goods have no bottom price and every cut has simply to be met by a corresponding depreciation of quality. In no branch of manufacture is this practice more resorted to than in that of gold jewelry and watch cases.

A good story is told of an American (of course no Canadian would think of doing such a thing) retail dealer, more sharp than honest, who got an order from a customer for a watch, the case of which was to be 60 dwt. 18 kt. gold. This enterprising dealer conceived the idea that he could get it made 16 k and stamped 18 k, and thus make an extra profit on the transaction, and he therefore ordered a 16 stamped 18 k case from the wholesale men with whom he usually dealt. The wholesaler, however, was of the same mind as his customer as to the advantage in the way of extra profit that was to be obtained from the "stamping up" business, so he quietly ordered it from the manufacturer to be made of 14 k gold and stamped 18 k. Now the manufacturer from whom this case was ordered was more knave than fool, and although he was in the habit of making "stamped up" cases for the trade, such cases never bore his own trade mark. He therefore, seeing a chance for extra profit went them both one better, and the result was that the consumer, although he paid for good honest 18 k gold, got only a 12 k case stamped 18 k for his money. When he afterwards came to find out, as he very speedily did, that he had been victimized, he had the case tested, and the retail jeweler was forced to refund him his money. There was a kick all around. The customer suspected that the retailer was a rogue and refused to have anything more to do with him, although the latter swore by all the powers that he had ordered the case of full quality and trusted implicitly to the wholesaler of whom he usually dealt. The retailer then accused the wholesale merchant of deceit, who, like himself, denied the charge and saddled the entire blame on the poor manufacturer. The upshot of the whole concern was, that each party in the transaction thought the one of whom he had bought had cheated him and was therefore unworthy of future confidence or trade.

This incident illustrates very forcibly the danger of selling "stamped up" goods, even at a good profit. As a rule however, such goods are sold lower than standard goods and the seller is not able to make any larger percentage of profit than he could by handling honest goods at honest prices. Whether the profit be high or low, such a practice is bound eventually to ruin any respectable business.

For these and similar reasons, the American Watch Case Company, of Toronto, determined when they commenced business that they would make their trade mark, (as illustrated above) an absolute guarantee of quality, so that any customer could put as much reliance in gold cases bearing it as though stamped with the Hall mark of England. They therefore laid down the following rules for their guidance in this matter : (1). To manufacture no goods without their own trade marks. (2). To stamp no goods of higher quality than they really are. (3). To guarantee the quality of every case they made to be as stamped upon it.

These rules they have faithfully carried out, and dealers and the public can, therefore, buy goods of their manufacture with the full assurance that they are getting the quality represented and no other. This Company aims at making their trade mark the synonym of undeviating quality and stand always ready to fully carry out the terms of their guarantee. Although they sell no goods direct to the retail trade, they can be procured at catalogue prices from any of the leading jobbers in Canada.

made them undiscoverable. A case in point: A dealer in the far west bought a bill of goods some time ago of a jobber in this city, on four months' time; they were duly forwarded with the invoice; on the first of the following month the monthly statement was sent, which, on being received, was mistaken for an invoice and filed away; at the end of the four months another statement was sent, with a reminder that payment was due. Then the purchaser replied that he had never received the goods. Although so much time had elapsed, the railroad company sent out a "tracer," but no clue to the missing packages could be found. Finally, after the lapse of fifteen months, the railroad company very reluctantly concluded to pay for the goods, not because they were convinced that they were responsible for the loss, but simply because they could find no record of delivery. Had the purchaser, on receipt of the first monthly statement, notified the seller that the goods had not arrived, they could probably have been traced, and much trouble and annoyance saved. In another case, a dealer took offence at being served with a monthly statement, regarding it as a dun, and withdrew his patronage from the house sending it. He could not be convinced that it was a harmless document, but insisted that it was evidence of a lack of confidence in his ability or willingness to pay.

In these days of many transactions, and divided responsibility regarding them, it is essential that every possible safeguard should be thrown around both buyer and seller. The buyer comes to the city, is waited on by a salesman, and makes his selections; his order is turned over to another person, who makes up the packages; all the items must be entered in the books, and finally the package sealed, directed, and delivered to the express company. Suppose John Smith, of Pontiac, to be the buyer; there are three or four other John Smiths on the books of the seller, located in different places. In the rush of business the goods may be charged to John Smith, of Pontiac, but sent to John Smith, Dowagiac, or the wrong Smith may be charged with the goods. If these gentlemen, when they receive their monthly statements, would promptly call attention to the errors, they would be as promptly rectified; but if they are permitted to pass unchallenged, there is likely to be trouble growing out of future settlements. Business men cannot be too methodical in their methods, and there is nothing like promptness and care in all matters to beget long friendships. Dealers living in the country, where everything moves slower than in the city, are not apt to attach that degree of importance to little things that men do who are obliged to move with rapidity. In the cities all things are done with a business-like snap, and he who fails to keep pace with the great car of our commercial Juggernaut is liable to be crushed under its wheels. If our country brethren would but pay a little more attention to these small matters—such as providing for their notes at maturity, acknowledging the receipt of goods, invoices, and other business transactions—they would save themselves and others much unnecessary annoyance."

Correspondence.

Editor TRADER.

SIR,—The letter from Mr. Beale in your issue of September, has well served his purpose in promoting an active discussion of the great question of "Protection" as applied to the watchmakers (?) and jewelers in the retail trade in Canada.

Now, as neither a wholesale nor a retail dealer, but as an humble member of that fraternity known as "Commercial Travellers," I ask the question, What, in this country, constitutes a watchmaker and jeweller, and how am I to be guided in placing goods for my firm so that none may handle the wares but those who are legitimately entitled to do so? Cannot any man buy a watch sign, hang it in front of a store, put up the sign, "Watchmaker and Jeweller," install himself therein, and so qualify himself for admission into the ancient and honorable order of W. & J.? Now, Mr. Editor, it might be well before details are gone into, that general principles should first be laid down, and I submit that before any remedial legislation be passed, it is necessary to determine who desires it and for whose benefit it is required. Mr. Beale is quite as much a stationer as a jeweler or watchmaker, and his brother stationers in Lindsay consider that he is a great deal more so. It occurs to me that until some standard of qualification be adopted, the present state of affairs will continue. It is eminently in the interest of those who are really tradesmen, that they should be protected, and the wholesale trade would be as ready to assist in the work as the retailers are anxious to have it promoted. But what *the watchmakers, and jewellers* and the public generally require most urgently, is "protection" against the watch butchers who infest the land.

More anon,

PROTECTION.

Selected Matter.

CHARGE OF THE JEWELERS' BRIGADE.

[The author of the following spirited poem is unknown, but any luckless Canadian Jobber that ever had the misfortune to get into their clutches, will recognize the truthfulness of the poet's description.]

Boxes to right of them,
Boxes to left of them,
Boxes in front of them,
All checked and numbered!
Forward they came pell-mell,
Boldly they strode and well;
Into the Astor House,
Into the great hotel,
Strode the one hundred.

Flashed all their eyes with pride,
Rushed through the entrance wide,
Bearing their box at side,
Pushed through the porters, while
All the world wondered.
Plunged through tobacco-smoke,
Into the lobby broke
Looking for jobbers!
Stopped not to laugh or joke,
Not a man blundered—
Grasped for the register,
All the one hundred.

O, the wild charge they made!
All the world wondered.
O, the large lines displayed!
O, the new styles arrayed!
Onward and undismayed
Struck the one hundred.

Boxes to right of them,
Boxes to left of them,
Boxes behind them,
All checked and numbered.
Back home with beaming looks,
Clasping their order books.
Back home to do and dine,
Back by the Providence line,
Came the one hundred.

EMINENT GOLDSMITHS.

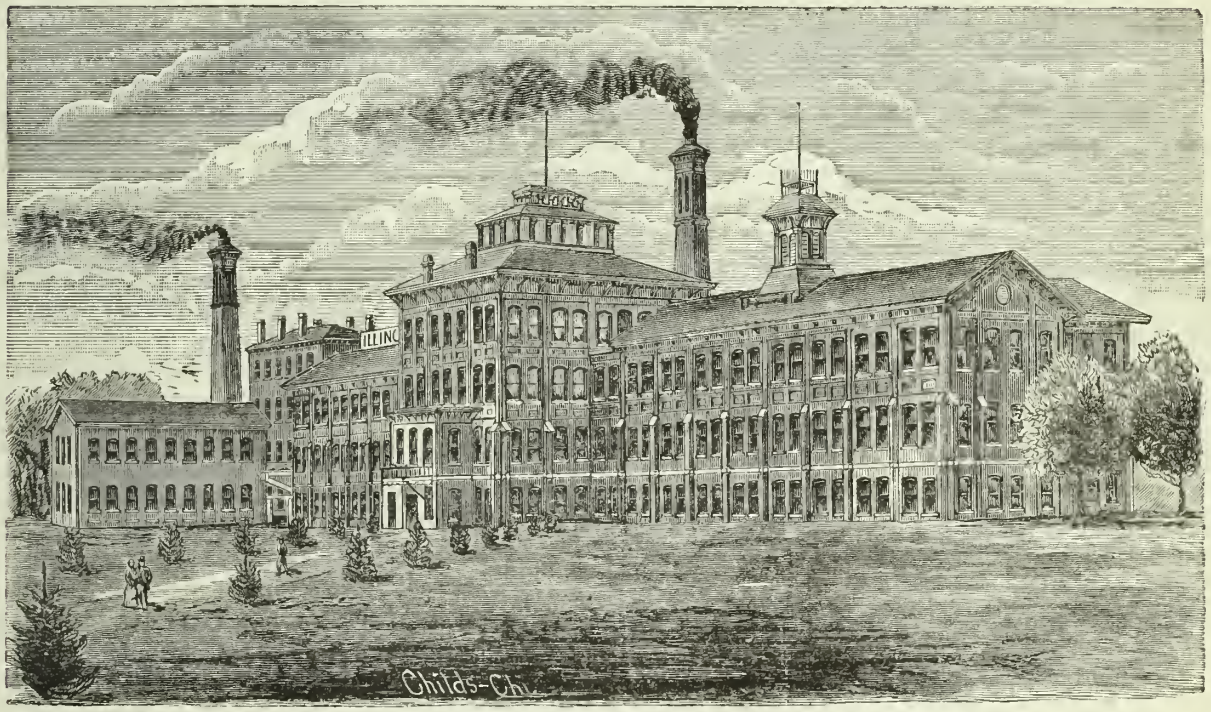
At the time of Aristophanes (about B. C. 410), there lived a Corinthian who appears to have worked in clay as well as gold and silver. His name was Thericles, and a certain very popular form of cup called Thericlean was named after him as the designer. The cup was made of black earthen ware, wood, and wood overlaid with gold. It was a kind of deep chalice, bulging slightly at the sides

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and with two handles. When made of gold or silver it was usually decorated with various paintings, with sometimes a simple wreath of ivy just below the golden rim, and occasionally covered with representations of animals.

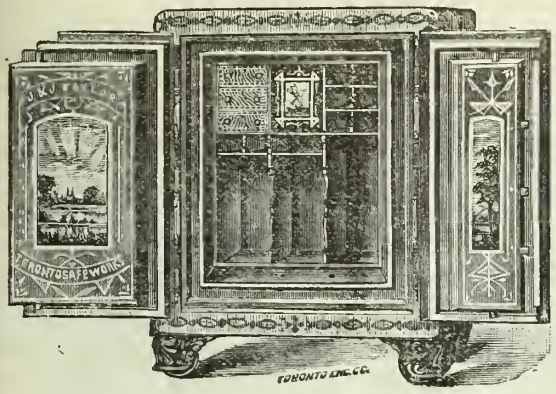
Naucydes was a very eminent Greek sculptor, and one of the most important artists between Alcamenes and Praxiteles. He was a native of Argos, son of Mothon, and master of the younger Polycletus of Argos. His period was about B. C. 396. Pausanius speaks of six works from his hand, *i. e.*: A statue of Hebe, in gold and ivory, a bronze statue of Hecate at Argos, and four representations in bronze of victors at the Olympian games (one each of Eucles and Bacis, and two of Chimon, the latter judged by Pausanius as excelling all his other works). Pliny enumerates a Mercury, a man sacrificing a ram and a Discobolus. As with most of the Grecian artists, Naucydes practiced goldsmithing as an accessory to his statuary, the former being overshadowed and the latter winning for him a place on the scroll of fame.

At about B. C. 360 there burst upon the world of Greek art, an artist whose birthplace is now unknown, but whose genius created a new and very important school. In the long list of Grecian artists the name of Praxiteles stands second to none except perhaps Phidias. The themes of the latter were grand and sublime, but those of Praxiteles were delicate and beautiful. Whatever that in nature was gentle, tender and lovely, served as an inspiration for Praxiteles and revealed themselves in his works with a soft delicacy inexpressibly charming. Consequently his subjects were mostly in the forms of women and children. Among his works in bronze was a Bacchus, a Satyr, a Matron weeping, a courtesan laughing (and supposed to be a portrait of the celebrated Thespian courtesan Phryne), and the finest of all his bronze works, Apollo Sauroctonos. (" Lizard Killer,") There is an authentic marble copy of this last in the Vatican at Rome. In marble his most famous work was the Cnidian Venus. The artist made two statues in marble of this goddess, offering both for sale. One of these was draped, and for this reason was chosen by the people of Cos, who had the choice. This decision was not actuated by any sentiments of modesty, for it is most probable that the drapery, while seemingly designed to hide the person, really exposed it to view. The inhabitants of Cos were skilled in the manufacture of the *Coæ vestes*, or garments of transparent silk, that, while covering the body, hid nothing from sight, and possibly the drapery of the Venus which they chose might have commended itself to them on this account. The other statue of Venus, entirely nude, was purchased by the Cnidians, and its possession made them famous. It was highly valued by them, and not only by them, but by the whole of Greece. At one time King Nicomedes desired to purchase it, and offered to pay off an enormous national debt for it; but his offer was declined, the Cnidians preferring to suffer the utmost extremity of taxation rather than part with it. It was intended to represent the goddess as standing before Paris when he awarded to her the prize of beauty. The artist modeled it from Phryne, the beautiful courtesan who has been mentioned, and of whom Praxiteles was deeply enamored. Among the numerous epigrams upon it in Greek anthology is one which, translated, reads: " Alas! where has Praxiteles me naked seen?" This famous statue was destroyed by fire at Constantinople in the fifth century. Pliny mentions two figures of Cupids as among his finest works, one of which was of Parian marble, and of this Pausanius tells the following story: The influence of Phryne over the sculptor was very great, and when she desired to possess one of his works he readily consented to present her with one and requested her to choose for herself. Among so many masterpieces, selection was by no means easy; but, rightly assuming that the judgment of the artist himself would choose the finest, she hit upon a device for obtaining his opinion. Accordingly she commanded a servant to find Praxiteles with all speed and inform him that his workshop was in flames and that with few exceptions his works had been already destroyed. The artist, not doubting the truth of this announcement, rushed out in the greatest alarm and anxiety, exclaiming: "All is lost if my Satyr and Cupid are not saved." Thus the strategem succeeded, and Phryne, confessing the plot, chose the Cupid.

Acragas was an engraver in silver, whose country is uncertain, but whose age was probably near that of Praxiteles. He ranked next to Mentor among the admired artists, and even in Pliny's time some of his works were still extant and kept in the temple of Father Lieber in the Isle of Rhodes. They consisted of cups engraved with figures in relief of Bacchæ and Centaurs. He also engraved upon cups representations of the chase, and these were held in high estimation.

Mentor was a very eminent Greek sculptor who wrought principally in gold and silver, which he chased with unrivaled skill. His country is unknown, but he must have flourished before the burning of the temple of Diana at Ephesus, as some of the finest productions of his hand adorned this famous temple and were destroyed at that time. His age may be placed, therefore, at B. C. 356 or before. His chief productions were in the form of vases and cups, the latter chiefly of the kind called Thericlea, of which mention has been made. These are praised with high honors by Propertius, Juvenal and Martial. Cicero also alludes to his works, and Pliny bestows more than usual space to this artist. He says: "It is a remarkable fact that the art of chasing gold should have conferred no celebrity upon any person, while that of embossing silver has rendered many illustrious. The greatest renown, however, has been acquired by Mentor, of whom mention has been made already. Four pairs of vases were all that were ever made by him (*i. e.*: all that were made in pairs), and at the present day not one of these it is said is any longer in existence, owing to the conflagrations of the temple of Diana at Ephesus and of that in the Capitol." Again, he says, " The Olympian Jupiter day by day bears testimony to the talents of Phidias and the Capitoline Jupiter and the Diana of Ephesus to those of Mentor, to which deities also were consecrated vases made by this artist." Speaking of the enormous prices paid for silver plate, he says, " Lucius Crassus (B. C. 119), the orator, paid for two goblets chased by the hand of Mentor one hundred thousand sesterces ($3,200), but he confessed that for very shame he never dared to use them."

Stratonicus was also a statuary and silver chaser, whose period was about B. C. 278. He was one of the artists who made bronze statues representing the battles of Attalus and Eumenes with the Gauls. He also made some figures of philosophers, all in brass, but he was distinctively known as a chaser on silver. Following Stratonicus comes Tauriscus of Cyzicus, who attained distinction as a silver chaser, and also Cantharus, a



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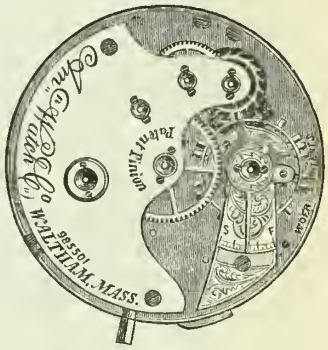
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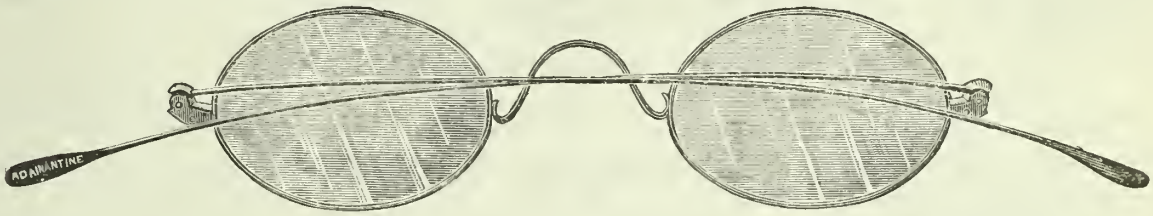


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statuary and engraver on silver, who was born at Sicyon, and is merely mentioned by Pliny as among those who acquired fame in the art of silver working. He also excelled in athletics. Cantharus was the name of a drinking cup, but this name was derived from a potter, Cantharus, who invented it.

The statuary Bœthus was born at Carthage, from which we must infer that he flourished before the destruction of that city (B. C. 146). No more definite conclusion can be given regarding his age. Pliny ranks him next to Mentor, and states that his works were still extant in the temple of Minerva at Lindus (Isle of Rhodes). Pliny also speaks of a beautiful figure in brass of a child strangling a goose, but admits that he was most celebrated for his works in silver. A water pot formed by him, of exquisite workmanship and immense weight, is mentioned in Cicero, and Pausanius states that his statues were principally of children, and praises a naked boy of gold at the feet of Venus, in the temple of Juno (at Elis).

Zopyrus is mentioned by Pliny as one of the eminent silver chasers who flourished about the age of Pompey the Great (about B. C. 60). He is said to have represented upon two cups, the court of the Areopagus and the trial of Orestes (for the murder of his mother, Clymnestra) and these articles were valued in Pliny's time at twelve thousand sesterces.

At about the same time flourished Pytheas. His work commanded a very high price, and Pliny says the value of his plate was rated at ten thousand denarii for every two ounces (some MSS. also placed the price at twenty thousand). One very celebrated work of his was a cup on which Ulysses and Diomedes were represented as carrying off the Palladium from Troy, in that sort of chasing which was called *emblema*. He also engraved upon small drinking vessels kitchen scenes, known as *magiriscea* (cooks in miniature), so remarkably fine and so liable to injury that it was impossible to take copies of them. The greatest gem engravers of that and the following age modeled their work from his designs, and his figure of Diomedes can still be seen in gems by Dioscurides Gnaeus, Calpurnius Severus and Solon.

Poseidonius, a celebrated silver chaser of Ephesus, belonged to the time of Pompey the Great. He is merely mentioned by Pliny, but his compositions are known to have been those of athletics, hunting scenes and sacrifices.

Contemporary with Poseidonius comes Pasiteles, who combined statuary and sculpture with chasing silver. He flourished in Rome about B. C. 60, and although a native of Magna Græcia, obtained the Roman franchise, with others of his country, about B. C. 90, when he must have been very young. He was an artist of the highest distinction, and his five books on the most celebrated works of sculpture and chasing were looked upon as a high authority in art. It is said that he never executed any work of which he had not previously made a complete model, and this extreme care once placed him in serious danger. It so happened that being one day at the docks where there were some wild beasts unloading from Africa, he engaged in drawing upon a silver plate a lion which he viewed through the bars of the cage. While absorbed in his work a panther made its escape from another cage, and but for those surrounding would have made short work of the artist. His escape was said to have been miraculous. He made the ivory statue of Jupiter which was placed in the temple of Metellus on the road to the Campus Martius. In one of his silver chasings he represented the prodigy which indicated the future renown of the infant Roscius as an actor. —*John W. Mills, in the Jewelers' Journal.*

THE BIGGEST THINGS ON EARTH OUTSIDE OF BARNUM'S.

The highest range of mountains is the Himalaya, the mean elevation being estimated at from 16,000 to 18,000 feet.

The loftiest mountain is Mountain Everest or Guarisanker, of the Himalayas range, having an elevation of 29,002 feet above the sea level.

The largest city in the world is London. Its population numbers about 4,250,000 souls. New York, with a population of 1,250,000, comes fifth on the list of great cities.

The largest theatre is the new opera house in Paris. It covers nearly three acres of ground. Its cubic mass is 4,287,000 feet. It cost about 100,000,000 francs.

The largest suspension bridge is the one between NewYork City and Brooklyn. The length of the main span is 1,595 feet, 6 inches; the entire length of the bridge is 5,980 feet.

The loftiest active volcano is Popocatapetl — "smoking mountain" — thirty-five miles west of Puebla, Mexico. It is 17,784 feet above the sea-level, and has a crater three miles in circumference and a thousand feet deep.

The largest island in the world, which is also regarded as a continent, is Australia. It is 2,500 miles in length from east to west, and 1,850 miles from north to south. Its area is 2,984,287 square miles.

The longest span of wire in the world is used for a telegraph in India, over the river Kistnah, between Bezorah Sectynagrum. It is more than 6,000 feet in length, and is 1,200 feet high.

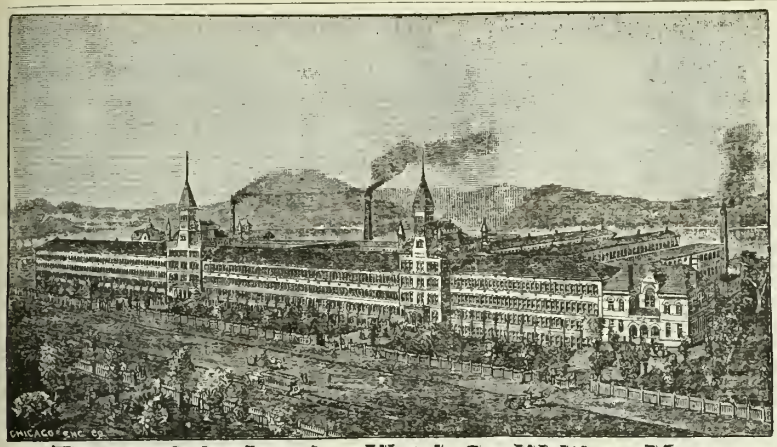
The largest ship in the world is the Great Eastern. She is 680 feet long, 83 feet broad, and 60 feet deep, being 28,627 tons burden, 18,915 gross, and 13,344 net register. She was built at Millwall, on the Thames, and was launched January 31, 1857.

The largest university is Oxford, in England, in the city of the same name, fifty-five miles from London. It consists of twenty-one colleges and five halls, Oxford was a seat of learning as early as the time of Edward the Confessor. University College claims to have been ounded by Alfred.

The largest body of fresh water on the globe is Lake Superior, 400 miles long. 160 wide at its greatest breadth, and having an area of 32,000 square miles. Its mean depth is 900 feet, and its greatest depth is said to be about 200 fathoms. Its surface is about 635 feet above the level of the sea.

The biggest cavern is the Mammoth Cave, in Edmonson County, Ky. It is near Green River, about six miles from Cave City, and twenty-eight from Bowling Green. The cave consists of a succession of irregular chambers, some of which are large, situated on different levels. Some of these are traversed by navigable branches of the subterranean Echo river. Blind fish are found in its waters.

The longest tunnel in the world is that of the St. Gothard, on the line of railroad between Lucerne and Milan. The summit of the tunnel is 900 feet below the surface at Andermatt, and 6,600 feet beneath the peak of Kastelhorn of the St. Gothard group. The tunnel is 26½ feet wide, and is 18 feet and 10 inches from the floor to the crown of the arched



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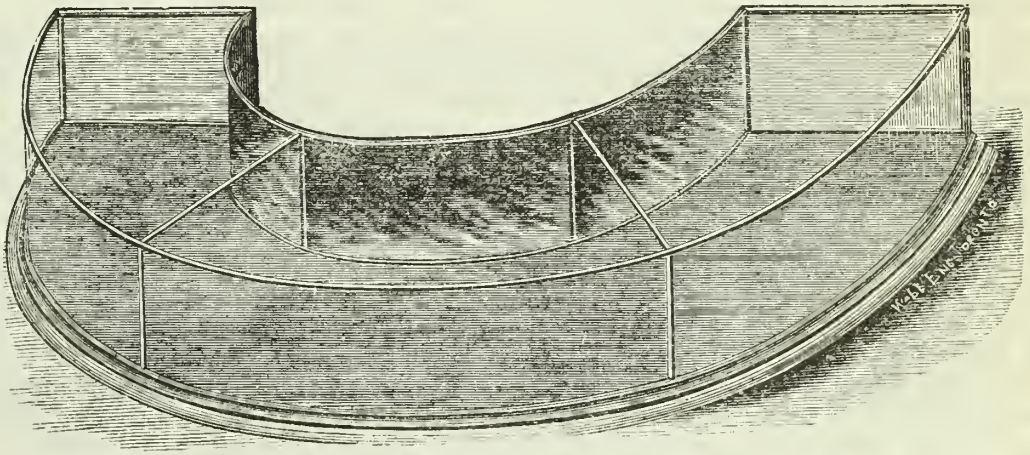
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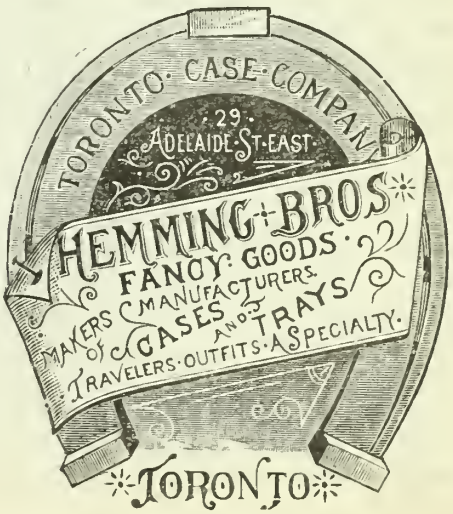


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roof. It is 9½ miles long, 1⅝ miles longer than Mt. Cenis tunnel.

The biggest trees in the world are the mammoth trees of California. One of a grove in Tulare county, according to measurements made by members of the State geological survey, was shown to be 276 feet in height, 108 feet in circumference at base, and 76 feet at a point 12 feet above ground. Some of the trees are 376 feet high and 34 feet in diameter. Some of the largest that have been felled indicate an age of from 2000 to 2500 years.

The largest library is the Bibliotheque National in Paris, founded by Louis XIV. It contains 1,400,000 volumes, 300,000 pamphlets, 175,000 manuscripts, 300,000 maps and charts, 150,000 coins and medals. The collection of engravings exceeds 1,300,000, contained in some 10,000 volumes. The portraits number about 100,000. The building which contains these treasures is situated on the Rue Richelieu. Its length is 540 feet, its breadth 130 feet. The largest library in New York is, in respect of separate works, the Astor. About 190,000 volumes are on its shelves.

The largest desert is that of Sahara, a vast region of Northern Africa, extending from the Atlantic Ocean on the west to the valley of the Nile on the east. The length from east to west is about 3,000 miles, its average breadth about 900 miles,its area 2,000,000 square miles. Rain falls in torrents in the Sahara at intervals of five, ten and twenty years. In summer the heat during the day is excessive, but the nights are often cold. In winter the temperature is sometimes below freezing point.

The greatest pyramid is that of Cheops, one of the three pyramids forming the Memphis group, situated on a plateau about 137 feet above the level of the highest rise in the Nile. Its dimensions have been reduced by the removal of the outer portions to furnish stone for the city of Kairo. Its masonry consisted originally of 89,028,000 cubic feet, and still amounts to 82,111,000 feet. The present vertical height is 450 feet against 479 feet originally. The total weight of the stone is estimated at 6,316,000 tons.

The greatest fortress, from a strategical point of view, is the famous stronghold of Gibraltar, belonging to Great Britain situated upon the most southern point of and upon the coast of southwestern Spain. It occupies a rocky peninsula, jutting out into the sea, about three miles long and three-quarters of a mile wide. One central rock rises to a height of 1,435 feet above the sea level. Its northern face is almost perpendicular, while its east side is full of tremendous precipices. On the south it terminates in what is called Europa point. The west side is less steep than the east, and between its base and the sea is the narrow, almost level span on which the town of Gibraltar is built. The fortress is considered impregnable to military assault. The regular garrison in time of peace numbers about 7,000.

The largest inland sea is the Caspian, lying between Europe and Asia. Its greatest length is 760 miles, and its area 180,000 square miles. Great Salt Lake, in Utah, which may properly be termed an inland sea,is about ninety miles long, and has a varying breadth of from twenty to twenty-five miles. Its surface is 4200 feet above the level of the sea, whereas the surface of the Caspian is eighty-four feet below the ocean level.

The largest empire in the world is that of Great Britain, comprising 8,557,558 square miles, more than a sixth part of the land of the globe, embracing under its rule nearly a sixth part of the population of the world. In territorial extent the United States ranks third, containing 3,580,242 square miles, including Alaska; in population it ranks fourth, with its 50,000,000 of people. Russia ranks second, having 8,351,940 square miles.

The highest monolith is the obelisk at Karnak, in Egypt. Karnak is on the east bank of the Nile, near Luxor, and occupies a part of the site of ancient Thebes. The obelisk is ascribed to Hastau, sister of Pharaoh Thothmes III, who reigned about 1600 B.C. The whole length is 122 feet, its weight 400 tons. Its height without pedestal, is 108 feet 10 inches. The height of the obelisk in Central Park, without pedestal, is 68 feet 11 inches, its weight about 168 tons.

The largest bell in the world is the great bell of Moscow, at the foot of the Kremlin. Its circumference at the bottom is nearly 68 feet, and its height more that 21 feet. In its stoutest part it is 23 inches thick, and its weight has been computed to be 443,722 pounds. It has never been hung, and was probably cast on the spot where it now stands. A piece of the bell is broken off. The fracture is supposed to have been occasioned by water having been thrown upon it when heated by the building erected over it being on fire.

CONCERNING THE FORK.

Civilization, it has often been remarked increases our wants. To us of the nineteenth century it seems incredible that people could have managed to exist without the vast array of objects of necessity or luxury which surround us on every side. The generation which is now growing up will wonder how we ever could have lived without a telephone, while we in turn look back and ask ourselves what kind of an existence it was, when the locomotive and the steamboat were unknown, when the telegraph and the cable were yet undreamt of, when medicine and surgery were still in their infancy, when gas, steam and electricity had not been thought of or utilized.

We are apt to conclude that articles in common use to-day have always been employed. Looking over the catalogues of some of the great silver companies of the present, or gazing upon a table all set for the enjoyment of some grand dinner, and noticing the various forms of the forks displayed, from the simple and common *fourchette*, to the delicate and artistically-wrought implement fashioned to suit the daintiest taste, we may well wonder at the array. Especially, are we apt to be surprised, when we reflect that great personages of history, whose deeds thrilled the nation of their time and have lived after them, were without such common-place conveniences as a fork, without which the poorest of to-day need not be. The fork, relatively speaking, is not a very old acquisition.

Some interesting items in the history of the fork were recently brought out in a dispute between the eminent French dramatist Sardou and M. Darcel, the director of the Cluny Museum.

In one of the scenes of the piece *Theodora*, lately produced in Paris, the wife of Justinien, finding a friend whom she had known in former days, sits down with her to lunch, and unconcernedly picks up a fork, as if she had been used to it all her days, and commences to manœuvre upon the delicacies before her.

M. Darcel vigorously objected to the introduction of forks so many years before

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

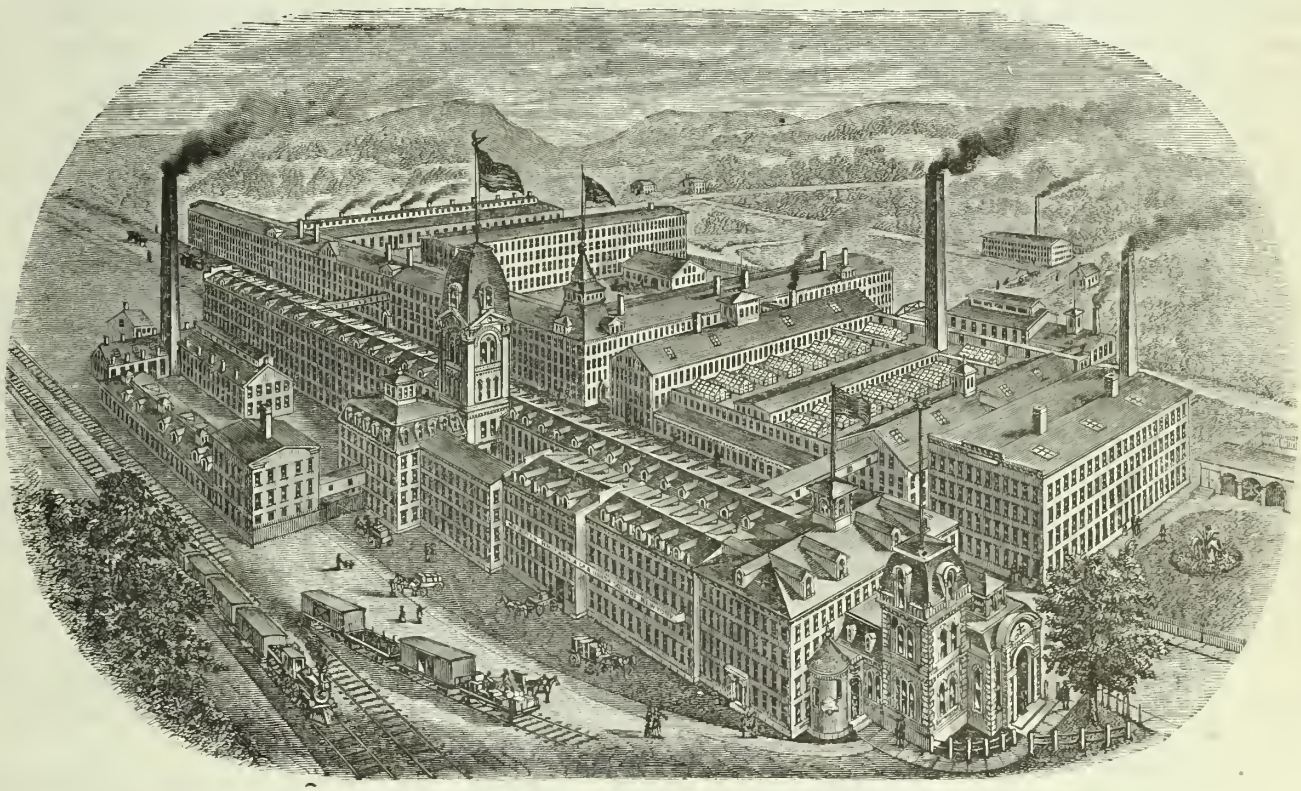


HIGHEST HONORS OVER ALL COMPETITORS.

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

their time, and insisted that no matter what the genius, the refined tastes, or the inclinations of the great Sarah Bernhardt might be, in order to portray truthfully and historically the role of Theodora, she must positively eat with her fingers!

This argument is perfectly valid; at Rome, Byzantia, as well as in Greece, there were no forks in vogue, except, as the French express it, those used by father Adam. The most famous hero of antiquity was reduced to the state of commonplace men before a piece of meat or of fish, to transfer which to his mouth, he knew of only one way, namely, between his thumb and index finger.

Forks made their appearance about the tenth century. We find mention that a certain father Galveston, a favorite of Edward II, had sixty-nine silver spoons and three forks. But, it is added, that these three forks were intended solely for the eating of pears.

Queen Clemence, of Hungary, in 1328, was the possessor of thirty spoons and one fork, and Queen Anne of Bourbon, had one of gold which was inherited by Charles V, King of France. This king himself, owned seven or eight, according to an inventory made in 1380. The one left him by will he subsequently had ornamented with precious stones.

The silverware of Chancellor Duprat, which an expert declared to be worth 33,848 pounds, a considerable amount in those days (1536,) included only one fork, while it contained two dozen spoons.

The inventory of the possessions of the Prince of Condé, (1588) records but one fork. It is described as silver coated with gold, but was reserved exclusively for the use of the prince.

The first inventory in which a number of forks are mentioned is that of Gabrielle d'Estrées, (1599). It includes twenty, of which eight were made of silver, the others being of iron with coral handles. But these forks were used only for toasting bread, and Gabrielle, like the Prince of Condé, sovereigns and common people, all ate with their fingers.

It is a strange fact that the introduction of forks for table service, at first provoked scandal. A curious pamphlet attacking the minions of Henry III, speaks indignantly in the following strain: "In the first place," says the anonymous writer, "they never touch meat with their fingers, but use forks, which they raise up to the mouth while stretching out the neck. They eat their salad with forks, for it is forbidden to touch meat with the fingers, no matter how difficult it may be, and they prefer touching their lips with this little instrument than with their fingers."

Before the introduction of the fork, there existed a sort of code of fine manners for the use of persons of culture. Among other things it is ordained that when something is offered at table, it is proper to take it with three fingers, and also, it is considered a breach of fine manners to touch one's nose with tho hand in which the meat is held.

At the present time in certain countries the fingers constitute the only forks in use. The Turks and Arabs still adhere to this primitive custom; in China two little sticks are employed wherewith the favorite rice is eaten. But, in general, the fork in one shape or another is now used, and it is not the lack of this instrument, but the tempting viand to plunge it into, which is a desideratum.—*Exchange.*

TRIBUNALS OF COMMERCE.

Some thirteen years ago, the writer brought before the Dominion Board of Trade the question of the desirability of establishing Tribunals of Commerce on the French system in this country, and considerable discussion of a very favorable character, both in the press and in the Board of Trade followed. No steps were taken of a practical character, much to our disappointment. The reason did not lie very deep. Once discussing the matter at the time with a very prominent counsel learned in the law, since deceased, he, after fully admitting all the advantages of the system, and the great saving both of money and time to commercial men likely to result from its establishment, quietly set me back by asking: "And who, then, will pay me my $25,000 a year? You can't have this Court in Canada, my young friend."

I am encouraged, however, by noticing the successful introduction of a reform almost as important in its character, both in Ottawa and Toronto, of the partial adoption of the Torrens' system of registering land titles, and in the hope that the same liberality which has induced the legal profession to permit the introduction of that system, may be extended so as to permit the greatest boon which the Legislature could extend to the merchants of Canada by the establishment of Tribunals of Commerce.

In favor of their establishment I would briefly urge three principal grounds:—

1. Because of the *absolute success* of the system in France, where there now exists over 100 such Tribunals.

2. The *great need*, owing first to the fact that customs of trade are not expressed in law; second, to the necessity of rapid adjustment. As affairs are at present, in the great majority of cases which would be submitted to a commercial court, any kind of a settlement is accepted in preference to coping with the difficulties and delays of the present system.

3. The *principle of special courts* has been found necessary and advantageous in other directions, such as probate, admiralty, divorce, bankruptcy and railways.

It will be argued that there are existing now facilities for arbitration which should cover the ground, but every one probably knows who has had to deal with ordinary arbitrations that they are not possessed of sufficient powers, have not the advantage of sufficient practice, nor are they in any sense equivalent to a court presided over by a legal assessor and assisted by experienced merchants who would value, as they are found to do in France, the honorable judicial position conferred on them by their associates in trade.

Now what does this court accomplish for the trader? Just this: It enables him to deal with a difference immediately—the case coming on as rapidly as the parties can be notified. It is then immediately dealt with and decided when the evidence is on the spot, and if not on the spot, the rules enable any distant evidence to be taken with great simplicity and inexpensiveness.

The custom of trade is determined by the commercial judges, and has the effect of law.

No lawyers are permitted to practice in the courts, and every party to a suit is supposed to deal with his own case. In France, however, the practice is, to some extent, to employ an agent who devotes himself to commercial cases, and whose charges are a matter of agreement with tho client, and not recognized by the court.

The forms are as simple as those of an ordinary commercial arbitration, and in purely commercial cases the decision is final.

The advantages over the present system are very positive:—

1st. They make it possible to adjus

GOLDIE & McCULLOCH,

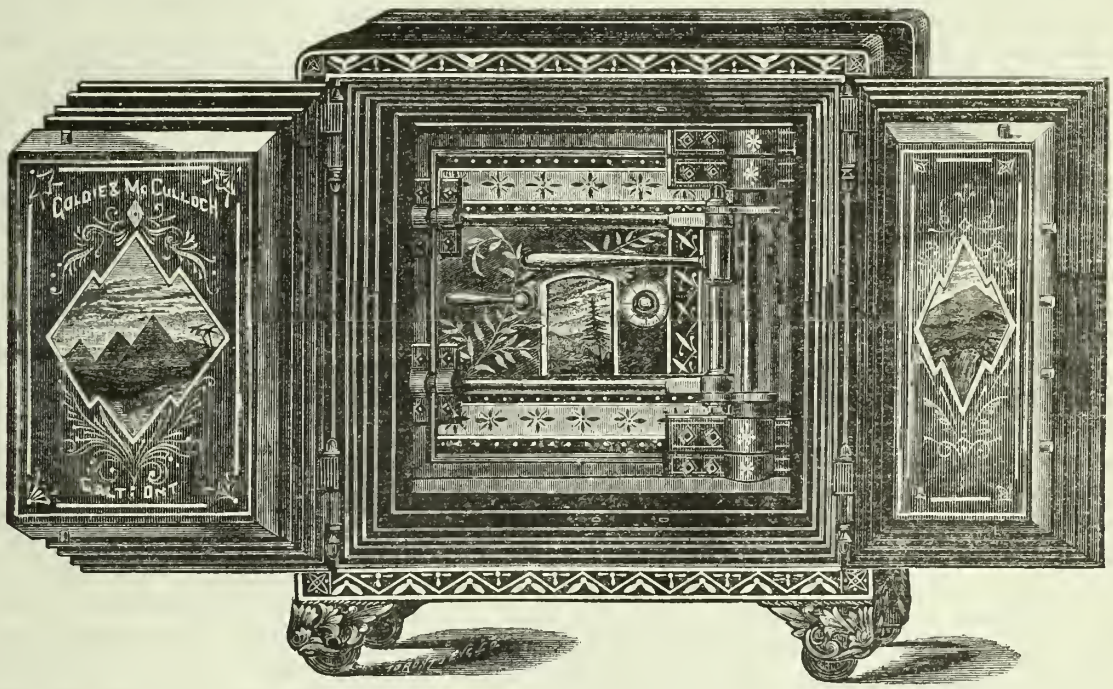
1844. ESTABLISHED 1844.

—MANUFACTURERS OF—

FIRE & BURGLAR-PROOF SECURITIES OF SUPERIOR KINDS

—ALSO—

SOLE AGENTS for the celebrated Sargent Time and Combination Locks. These world-renowned Fire and Burglar-Proof *Locks* are used by many other noted Safe makers, and are universally admitted to be the best locks made.



The above cut represents our NEW STYLE of JEWELERS' SAFES. They are lined throughout with extra heavy steel linings, and are both Fire and Burglar-Proof.

Although we have only recently commenced building this new style of safe they seem to be just what the Jewelry trade were in great need of, and they may already be seen in the stores of the following Jewelers:

E. L. WEISS, Madoc.
S. F. CULVERHOUSE, Thorold.
G. W. BEALL, Lindsay.
G. GOWLAND, Toronto.
R. W. MUNCASTER, Peterboro.
A. W. PRINGLE, Port Hope.
SMITH BROS., Kingston.
W. HARKNESS, Meaford.

WAREROOMS—NO. 56 KING STREET WEST, TORONTO.

NEXT DOOR TO THE MAIL BUILDING.

GEO. F. BOSTWICK,

REPRESENTATIVE.

all differences by the existence of such a court, and injustice need not be submitted to on account of the dread of the expense, loss of time, and delay of an ordinary suit.

2nd. The expense is shillings, where it is pounds in the ordinary courts.

3rd. And the time occupied is hours where it is now days.

When we look at our courts all loaded up with cases, at our overworked judges, utterly unable to keep up with the mass of work required at their hands, and finally, at the fact that often after a suit has been running its expensive course in the courts for weeks, it is suddenly discovered that it can better be settled by reference to experts, it must be the anxious thought of every merchant: How can we prevail upon our Legislature to grant us the great boon of Tribunals of Commerce in this Canada of ours ?

W. H. Howland, in *The Merchant.*

SUMMARY OF WATCH-CLEANING.

The greatest care is necessary in taking the watch down and separating its parts. First, remove the hands carefully, so as not to bend the slight pivots on which they work; next, remove the movement from the case, and take off the dial and minute wheels ; then let down the mainspring by placing your bench key upon the arbor, or winding-post, and turning as though you were going to wind the watch, until the click rests lightly upon the ratchet ; then with your screwdriver press the point of the click away from the teeth and ease down the spring ; next, draw the screws, or pins, and remove the bridges of the train, if a bar movement, or the upper plate, as the case may be ; then remove the balance with the greatest care, to avoid injuring the balance spring. The stud, or small post, into which this spring is fastened, may be removed from the bridge or plate of most modern watches without unkeying the spring, by slipping a thin instrument, like the edge of a blade-knife, under the cover of it and prying upward ; this will save much trouble, as you will not have the balance spring to adjust when re-setting the balance. If the watch upon which you propose to work has an upper plate, for instance, an American or an English lever, loosen the lever before you have entirely separated the plates, otherwise it will hang and probably be broken. The watch being now taken apart, brush the dust away from its different parts and subject them to a careful examination with your glass. Assure yourself that the teeth of the wheels and leaves of the pinions are all perfect and smooth ; that the pivots are all straight, round, and highly polished ; that the holes through which they work are not too large and have not become oval in shape ; that every jewel is smooth and perfectly sound, and that none of them is loose in its setting. See also that the escapement is not too deep or too shallow ; that the lever or cylinder is perfect ; that all the wheels have sufficient shake to avoid friction, but not enough to derange their coming together properly; that none of them works against the pillar plate ; that the balance turns horizontally and does not rub ; that the balance spring is not bent or wrongly set, so that the coils rub on each other on the plate, or on the balance, in short, that everything about the whole movement is just as reason would teach you it should be. If you find it otherwise, proceed to repair in accordance with a carefully weighed judgment and the processes known to you, after which, clean ; if not, the watch requires only to be cleaned, and, therefore, you may then proceed with this manipulation at once.

If you do it with benzine, we would highly recommend to you a home-made improved benzine jar, which is made as follows :

Take a circular piece of finely perforated metal, a coffee strainer answers very well. Then fit it inside your benzine glass, rivet in five or six wire feet, not more than a quarter of an inch long, so that you will have a small space between the perforated metal and the bottom of benzine jar ; fill the jar with the best benzine to be had—the spirit must at least be a quarter of an inch above the perforated metal ; lay the watch plates, etc., in this perforated metal, and the benzine, which holds the thick oil and other impurities in solution, will speedily precipitate them to the bottom, and their further contact with the work is prevented by the perforated plate, and when dried they are perfectly clean. Or, take a small, wide-necked bottle, fit a cork, and insert a brass wire ; turn up the end like a fish-hook, so that it will dip half an inch into the benzine, hook on the wheels, balance, and small pieces, and immerse them into the spirit, which will operate as before described. A little attention to small auxiliaries is often the difference between a quick workman and a slow one. Workmen of equal industry and ability often produce widely different results from the neglect of a small outlay in useful tools.—*Exchange.*

THE ANTIQUE CRAZE.

The collecting of " antique " and works of art has become a fully developed mania on the continent, and we fancy that our shoddyites are not exempt from it. A well defined and full equipped branch of art has, for the last few years, sprung into existence ; old objects of art have been multiplied by electro-plastic, copying, etc., until they are almost worn out in the process, and the imitations flood the market. The most eminent European artists have left off producing modern objects of art, for which they receive nothing, and engaged in the manufacture of the antique, for which they are paid double and triple.

Under the heading of " Old Enamel," one of our Amsterdam exchanges brings the following anecdote, which may be of interest to collectors of objects of art and antiquities, to enjoin on them an extra amount of caution.

The enamel manufacturer, Soyez, of Paris, made the following remarkable statement about " old enamel " a few days ago, to the committee of inquiry: " It is daily ordered of me, and I make it under one condition, that I be permitted to state upon it from what original it was copied. This is generally refused, however. The originals are then sent to Amsterdam where they are copied, and come back to Paris to be sold at art auctions, and sometimes they fetch wonderful prices. Such a copy was not long ago brought to me for repairs ; it represented the murder of the Duke de Guise. "Can you repair the piece ?" I was asked. " Certainly," I responded ; " I will repair it in the same manner in which I made it originally." " You ? I bought it for 10,000 francs ; it was begrimed and dirty all over, and you do not believe the trouble I had to clean it." " I know that ; but in order to fully convince you I will show you the design from which I made it." I know a collector of antiquities in Amsterdam, who owns perhaps two million francs' worth of snuff doses and enamels of Limoges, Leonard Limousin and Pierre Reymond. In order to complete a dozen, he paid for one plate of the latter 3,000 francs, and the same plate, which bears the name of my firm, was made by me, and I sold it for 150 francs.

Verily, the fools are not all dead yet!

Exchange.

ONE OF THE GREATEST IMPROVEMENTS EVER MADE IN WATCH CASES.

An Adjustable Bezel for Hunting Cases !

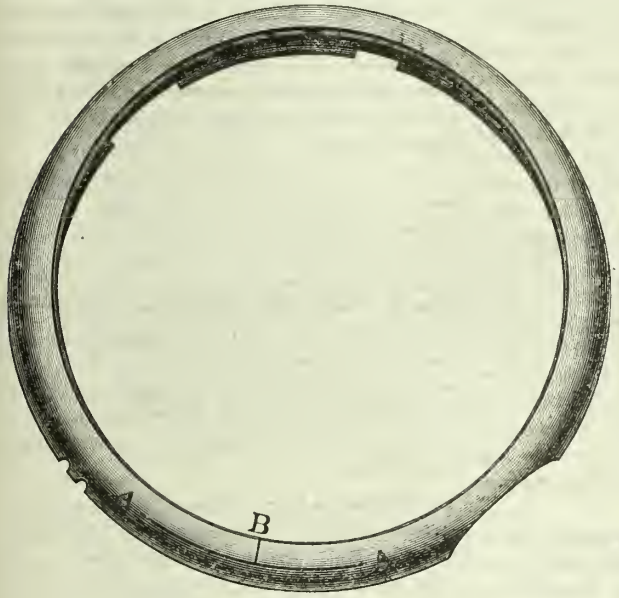
THE FITTING OF GLASSES MADE EASY.

THE KEYSTONE FACTORIES STILL AT THE FORE.

The fitting of crystals in Hunting Cases has always been an annoyance. The great variation in sizes of glasses (for frequently at least three different sizes are found in one package, all numbered alike), defective edges, and difference in shape between the edge of glasses and groove in the bezel, all tend to make easy and proper adjustment a difficult task, and often the attempt costs more, in the breaking of glasses, than is received for the job.

Again, the groove in bezels is often of a size between glass sizes; consequently one size glass will be too small, the next too large, and the effort to fit them must end in an irritating failure.

To obviate these drawbacks is the province of the



KEYSTONE ADJUSTABLE BEZEL.

As will be seen in the above cut, the bezel is slitted vertically (B) and laterally (A) for a short distance in such a manner as to give it elasticity or spring without impairing its strength, but permitting the ready and effective insertion of crystals of different sizes, defective edges, or not perfectly round. To illustrate: An adjustable bezel for which a medium 19 11-16 glass is the correct one will not only take any glass in a package of 19 11-16, but it is also adapted to a 19 12-16 if required.

The arrangement which secures this very desirable result is so minute as to be comparatively invisible to the naked eye, and in no respect mars the uniformity of surface of the bezel. The liability of dust to work in upon the dial is no greater than with the ordinary bezel, as the lateral cut (A) is made below the top of the dial-plate.

The advantages of this great improvement are so plain, reducing to the smallest extent possible the danger incident to fitting glasses, that it is but reasonable to assume that

THE KEYSTONE ADJUSTABLE BEZEL

(the name of the great improvement) marks the introduction of an invention at once ingenious, practical, and exceptionally valuable.

This improved bezel is patented, and can only be obtained on Boss, Keystone and Leader cases, but without any advance in price.

THE KEYSTONE WATCH CASE FACTORIES:

19th and BROWN STREETS, PHILADELPHIA.

NEW YORK, 14 JOHN STREET. CHICAGO, 100 STATE STREET.

COULDN'T UNDERSTAND THE GAME.

An amusing story is told of an American millionaire who recently honored London with a visit. As he was walking down one of the busiest streets one morning, his eye was attracted by an organ-grinder who was solemnly and lugubriously playing at the corner of the street. The top of the organ was covered with a smooth green cloth, and it was this green cloth that at once appealed to the intellect of the transatlantic Crœsus. For him the green cloth suggested only one thought, and that thought was gambling. He fancied himself in the presence of some peripatetic roulet player, and he could not resist the temptation of taking a turn. So he stopped opposite the musical Italian and tossed a gold coin cheerily on the green surface of the hurdy-gurdy. The astonished foreigner stopped playing, grasped the coin, pocketed it, removed his hat, grunted out some voluble Tuscan thanks, and resumed his music. "Lost that time," the millionaire murmured to himself, and produced another coin. He tossed it again upon the board, from which it was again no less promptly and no less gratefully removed by the delighted musician. The millionaire shook his head. "Ah, luck's against me," he remarked, as he sent a third gold coin to gleam for a moment upon the green surface before it rapidly disappeared in the Italian's pocket. Another and another coin went the same way, without wearing out the patience of the American. But at last, when some six sovereigns had transferred themselves from his keeping to that of the organ-grinder, the American bent forward, and in a tone of the intensest curiosity, whispered in the ear of the amazed Italian, "Say, stranger, what do you call this game, any how?"—*Whitehall Review.*

EFFECTS OF GASES OF THE BODY ON WATCH OIL.

The oil used by watch and clock makers is always an element of some uncertainty to them, and one, also, of considerable anxiety. One specimen of oil evaporates too rapidly, while another becomes gummy and thick, and instead of acting the part as a lubricant, it actually becomes a clog and an impediment, and finally stops the watch altogether.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

A THREE WHEELED WATCH is the latest thing in horology in the U.S. A factory costing $35,000 has been built in Jersey City for their manufacture. Next!

ASSIGNED.—Mr. H. Hale, jeweler, of Brantford, has assigned in trust for the benefit of his creditors. He has had an uphill fight of it for some years past and has done his best to pay his creditors in full—it now seems unsuccessfully.

SATISFACTORY.—A visit to the principal wholesale jewelry houses in Toronto, will satisfy anyone that the fall's trade has been decidedly ahead of that of last year. Every one of the merchants look pleased over what they have done, and are sanguine of prospects ahead.

"DRIVES."—Smith and Fudger have some splendid "drives" in electro-plated ware that every one should see. Any one who understands the value of goods naturally asks, "how can they be made for the money"? and the answer to this query is, "they are not made for the price they are sold at but are offered under cost." Of course such goods are quickly snapped up.

"HEPINSTALL, THE JEWELER," of St. Thomas, if the local papers are to be relied upon, is pushing business for all it is worth, and making a success of it. In addition to all kinds of jewelry, Mr. Hepinstall has made a specialty of spectacles, his "Boss" brand being the "Ne Plus Ultra" of that line. "Hep." evidently is a firm believer in printers' ink, the free and judicious use of which has no doubt been a considerable factor in his success.

OUR sanctum was honored during last month by a visit from our esteemed friend, Mr. Maurice Schwob, of Montreal, President of the Canadian Jobbers' Association in American Watches. Mr. Schwob, who has just returned from a three months' trip to Europe, looks the picture of health, and we should say has added ten years to his life by the holiday.

SPECIAL NOTICE.—We desire to inform the trade that we will in future insert *free* in a special column, all advertisements of jewelers wanting assistants, or of watchmakers wanting situations. We want to make THE TRADER as useful to the trade as possible and if they make use of the publicity its columns afford for the purposes above stated, we are satisfied that it will be to their advantage.

ENTERPRISE.—The new catalogue just issued by the Acme Silver Co., of Toronto, is the best thing of the kind that we have yet seen printed in Canada, and compares very favorably with the best class of American work. This Company have a lot of new and very artistic goods, and the demand for them is so great that they are compelled to run overtime in order to keep abreast of their orders. They seem bound to go ahead.

MR. A. S. WORMWOOD, representing the Illinois Watch Company, has been in the city for the past few days showing our jewelers the good points of the watches made by his company. Mr. Wormwood is a good talker and favorably impressed the trade with whom he came in contact, and the Illinois Company should certainly look for an increased trade as a result of his Canadian tour.

SENSIBLE.—R. Harkness, jeweler of Meaford, has done a very sensible thing in purchasing from Mr. Bostwick, representing Messrs. Goldie & McCulloch, a first-class burglar-proof safe, with composition iron and steel lining one inch thick, and a three inch door of the same material. Mr. Harkness can now afford to sleep easy at nights, as any burglar who gets into his safe will have to be as well acquainted with the combination as he himself is.

MR. ANDREWS, the well-known jeweler of St. Marys, Ont., has just about completed what is probably the finest jewelry store in Canada—outside of Toronto. Everything about his new place is of the finest quality and latest design, and it will be a credit to St. Marys. We congratulate Mr. Andrews on his enterprise, and wish him a prosperous career in his new place of business. As is usual in all first-class concerns, the show cases were made by Millichamp, and the trays, boxes and trimmings by the Hemming Bros.

"HE IS NOT THE AUTHOR."—In our last issue our printer made us say that Mr. E. Bulwer, Manager of the Simpson, Hall, Miller & Co. plate works at Montreal, had paid us a visit. The name should have read, Mr. E. Bulmer. Mr. Bulmer does not romance, he confines himself to facts and figures, and any one who has ever had much to do with his invoices can testify that he is usually correct in his statements. In this he differs from the great romancer, and is, we consider, a gainer by the comparison.

A HANDSOME CATALOGUE.—One of the handsomest catalogues we have ever seen is that of Simpson, Hall, Miller & Co., for the season of 1885. The covers are lithographed in colors and are emphatically a work of art. The illustrations of the plated ware are high-class work, and are printed in imitation of steel engraving. Altogether the book is first-class, and will no doubt prove itself a great help to jewelers and others who are compelled to order their goods by catalogue.

"A BRACELET KING."—Every person has an ambition of some kind or other; that of Mr. A. C. Anderson, of Lowe & Anderson, is apparently to be "the bracelet king of Canada." Mr. Anderson has just returned from Providence and Attleboro where he claims to have scooped the market in rolled plate bracelets and to be able to give the trade the largest assortment and the best value in such goods that has ever been shown in Canada. On this account his friends now dub him the Bracelet King. Next.

"THE GENIAL GRIPSACK," is the name of a new article that the Hemming Bros. of this city have just introduced for the use of jewelry travellers. In finish they are equal to anything of the kind we have ever seen, and are ingeniously arranged (as the Irishman would say)

LOWE & ANDERSON,

WHOLESALE JEWELERS

AND IMPORTERS OF

- AMERICAN WATCHES -

Our Stock is now complete in all Departments.

It is new and fresh, having been bought late in the season.

Our prices are right and the Trade are assured it is to their advantage to look at our Travellers' samples if unable to pay the house a visit.

Letter or wire orders punctually attended to.

LOWE & ANDERSON,

16 WELLINGTON STREET,

TORONTO.

P. S.---We beg to notify the Trade that the prices of Illinois Movements in our new Price List are incorrect. We hope soon to issue a corrected list of those movements.

so as "to give a great deal of room in a very small space." Every traveller should have one. This enterprising firm is also showing a new line of "Hair tanned buckskin" watch and set cases in natural colors, which are a curiosity even in this year of our Lord.

SOMETHING NEW.—Some very wise person has said that there is nothing new under the sun, but the philosopher who said it never saw the new adjustable watch case bezel that the Boss case people have just put upon the market. The makers claim that this patent bezel not only saves watch glasses but prevents the profanity that is engendered by a watchmaker breaking half a dozen glasses before he can get one to fit. If only to help morality, this new bezel should have the hearty support of every law abiding citizen and be extensively patronized by clergymen and others interested in the elevation of the race.

CUSTOMS SEIZURE.—The Hamilton customs authorities last week seized the stock of T. J. Carrol & Co., jewelers of that city, on suspicion of smuggling. It is to be hoped that the Hamilton officials will be more active in getting the justice of this seizure made apparent than the Winnipeg authorities are. If this or any other firm are proven to have smuggled goods, they should be rigorously dealt with; but if it cannot be at once clearly proven, they should not be needlessly hampered and their business as good as ruined by the greed of officials who only suspect that the law has been evaded.

GET VACCINATED.—We are not alarmists, but in these days when small-pox is so rife throughout the country and may break out at any moment in the most unexpected places, it is the duty of every person to get vaccinated and thus keep themselves free from the disease and check its spread. The editor has had his left arm in a sling for about a week (metaphorically speaking) on account of his being vaccinated, but if he had to keep it that way for a month he would prefer it to a week of genuine small-pox. He considers an ounce of prevention better than a pound of cure especially in regard to the small-pox, and therefore advises all the readers of THE TRADER to follow his example and get vaccinated.

WORTHY REPRESENTATIVES.—We were favored last week by a visit from Messrs. J. L. Sweet, representing the firm of R. F. Simmons & Co., the well-known manufacturers of rolled-plate chains, and C. E. Settle, representing S. E. Fisher & Co., the best known firm of bracelet makers in the United States. These gentlemen were visiting Toronto for the first time in the interest of their respective firms, and expressed themselves as being highly pleased with this city and the trade they were doing. Both of the above firms enjoy an enviable reputation for the excellence of their manufactures, and they are also to be congratulated upon the live and gentlemanly representatives that they send to this part of Her Majesty's dominions. Glad to see you gentlemen. Come again.

SIGHT FOR THE BLIND.—Although the days of miraculous healing have passed away, science has done much to alleviate the sufferings of humanity. There is probably no greater affliction than loss of sight, and spectacle manufacturers should, therefore, not only be classed as merchants but also as philanthropists. At least this is our opinion every time we come across Mr. H. J. Levetus, of the Montreal Optical Company. Mr. Levetus not only acts the good Samaritan to those afflicted with loss of sight, but looks every inch a philanthropist of the first water. We don't know whether Mr. L. sells spectacles for the purpose of making money out of them or not, but we can testify from a personal inspection of his stock that he carries the largest and best line of such goods in Canada.

BY ALL MEANS.—The Report has been for some time in circulation to the effect that Mr. Johnstone, Commissioner of Customs at Ottawa, was to be superannuated, and that Mr. Mingay, Collector at Winnipeg, was to be appointed in his place, with a revertion of the latter's position to Mr. Bowell, a son of the Hon. Minister of Customs. If general crankiness and red tapeism are recommendations for the commissionship, and report speaks true, Mr. Mingay possesses special qualifications for the position, and we trust he may get it. We do not know, however, that the change from Mr. Mingay to Mr. Bowell would be any relief to the merchants of Winnipeg, as the general opinion there seems to be that they hunt in couples. We have often said before that too much politics is the curse of Canada, and that in filling such offices it is not fitness that is considered so much as political exigency.

AN INJUSTICE.—We have before called attention to the arbitrary manner in which the Customs authorities at Winnipeg use jewelers suspected of smuggling goods. We understand that the stock of Mr. Perret, which was only seized on suspicion of being smuggled is still in the hands of the authorities, although nearly three months have elapsed since the seizure was made and Mr. Perret says that almost his whole stock was purchased of Canadian jobbers. Toronto jobbers who visited Winnipeg and interested themselves in the case were treated with scant courtesy and as good as told to mind their own business, although they had no end to serve except to see fair play to both parties. Such proceedings as these smack of tyranny and hardly harmonize with the liberty of the century. The Winnipeg Customs authorities should be made to understand that merchants have rights as well as themselves and that they might as well steal a merchant's stock outright, as seize it and keep it for an indefinite length of time. Fair play is bonnie play and they will try their little game once too often for their owu good.

WHO LIT THE FIRE?—Charlie Ellis, while on his last eastern trip, came near being the cause of one of the biggest fires on record. Feeling cold, and seeing a large stove in his sample room filled with paper, he touched a match to it and speedily succeeded in getting up a roaring fire, very much to his own and his customers' comfort. His exuberance did not last over a couple of minutes however, for by that time the servants up-stairs came tumbling down stairs in all sorts of *dishabille*, each one dragging their valuables after them, while an excited crowd speedily filled the yard and tried to assist the firemen by giving them the benefit of their advice. The flames were, after considerable exertion subdued, and an investigation brought to light the fact that the pipe which led from the stove in Mr. Ellis' sample room did not go any nearer heaven than just through the floor above. It was a most absurd thing for any hotel keeper to leave a stove in such a condition, but Charlie says that his experience with fires has been so varied and disastrous that next time he lights one he will find out how it is going to affect his future existence before he touches the match. If Charlie gets into many more such scrapes we will have to dub him the Handy Andy of the jewelry business.

A DARLING RUMPUS.—The action of Mr. H. W. Darling, president of the Toronto Board of Trade, in endeavoring to get railway companies to confer the same privileges upon members of the Board of Trade as upon commercial travelers has evoked no little opposition from that energetic and very necessary corporation. We do not see that anything is to be gained by the adoption of Mr. Darling's scheme except perhaps the saving of a few dollars to some wholesalers who do not seem to have the faculty of keeping their travellers more than a few months at a time. On the contrary we see a great deal to condemn in this attempt to undermine an Association which has proved itself of incalculable benefit not only to the travellers, but to wholesale houses and the railways as well. We have no idea that Mr. Darling's scheme will carry through, and it certainly does not deserve success. We think the Board of Trade would be well advised if they keep themselves free from railway favors and attend strictly to their legitimate business. If Mr. Darling must have scope for his bottled up energy, let him direct it to something practical such as, a new bankrupt act, tribunals of commerce, or even the shortening of our present credits. Any of these things are practical and necessary and in our humble opinion the president of the Toronto Board of Trade would be better employed in securing their adoption than in trying to injure an organization like the Commercial Travellers Association of Canada.

IN A TIGHT PLACE.—Now that the Privy Council of Great Britain have decided that Louis David Riel has had a fair and impartial trial by a legally constituted court, the question arises will the Government allow the law to take its course, or will they interfere and save his neck for the purpose of keeping themselves in power. It is a tight place for them, on one side the "Grit devil," and on the other the deep sea of solid French race opposition. If Sir John can steer the government bark safely through between these rocks, he will accomplish something well nigh impossible. If THE TRADER might venture to give him a piece of disinterested advice, we would counsel him to simply let the law take its course. We have nothing but good feeling for our French Canadian fellow countrymen, and the question as to whether Riel is French, Irish, English or Scotch should never be thought of at all. It should be, does he deserve hanging, and if so, let him hang. We think there can only be one answer to such a query and we also think that this is a crisis in our national career. If Sir John Macdonald has the firmness to do what is right in the present case, we are satis-

THE

R. F. S. & Co.

ROLLED PLATE CHAINS

—ARE THE—

BEST.

fied that although extremists may howl, every fair minded man will support him regardless of party. We want to know nothing about any race in Canada except Canadians. Whatever we may have been before we came to this country, we are Canadians now and it is the duty of every honest man in such a crisis to put country before party and support what is right even though the heavens should fall. If ever a man deserved hanging Riel does, and we think it would not only be mistaken clemency on the part of the government to pardon him, but it will introduce the principle of bringing into our courts of justice a pandering to national prejudice that will certainly work mischief in the long run. Our French Canadian fellow citizens must be taught that it is not revenge but justice that Canada wants, and that she is bound to have justice in each and every case no matter to what nationality the culprit belongs or what influence is brought to bear in his favor.

WORKSHOP NOTES.

CEMENT.—A cement for meerschaum can be made of quicklime mixed to a thick cream with the white of an egg. This cement will also unite glass or china.

PEGWOOD.—Watchmakers generally buy this article of watch-material dealers. A small shrub known as Indian arrowwood, to be met with in the northern and western states, makes an excellent pegwood. It is to be cut when the sap is down and split into quarters, so as to throw the pith outside of the rod.

STAINS FROM MARBLE CASES.—To remove stains from marble cases, clock dials, etc., take equal parts of fresh oil of vitriol and lemon juice; shake up these substances very thoroughly in a bottle, wet the spots with the mixture, and in a few minutes afterward rub with a soft linen cloth and the spots will be found to have entirely disappeared.

TOOLS RUSTING.—The rusting of bright steel tools is due to the precipitation of moisture from the air. It may be prevented by keeping the air surrounding the goods dry, and chloride of lime, having a peculiar affinity for attracting moisture, is, with great benefit, used for the purpose by placing a saucer full of it in the case containing such tools or bright steel.

TRANSPARENT SIGNS.—A signmaker of Hamburg has adopted the following novel method for heightening the effects of a glass sign: He places colored and white glass splinters between two sheets of glass, on one of which the name is written, and protects everything else with a coat of varnish impenetrable to light. The rays of light passing through the name and figures will be decomposed in the prismatic hues, and produce a striking effect.

TO POLISH STEEL.—A subscriber desires to know, "What is the best mixture for white metal polisher for steel, for putting on a good black color?" If the steel is of moderately good temper, use a zinc polisher with diamantine; for soft steel a tin polisher is better. The diamantine should be mixed on glass, with very little watch oil. Diamantine mixed with ordinary oil soon becomes gummy, and is unfit for use in a day or two, and if brought into contact with metal while mixing, turns black.

THE MIXING OF POLISHING MATERIAL.—Crocus should be thoroughly beaten upon glass or a polished steel stake, forming it into a stiff paste with very little oil. Far too much oil is generally used, and the mixture is made thinner than it should be. Olive or sweet oil is not suitable, and if used, the polishing stuff becomes gummy in a few days. Refined sperm oil answers well. Diamantine should be mixed in the same way, as dry as possible, so that when it is used the polisher is only just dampened with it.

TO HARDEN GOLD SPRINGS.—Gold detent, thermometer, suspension and balance springs can be imparted a higher degree of elasticity. Rolling hardens them, but they are rendered very brittle thereby. They can be made supple and elastic, not by hardening, as in the case of steel, but by annealing, care being taken not to exceed a certain degree of heat. The spring may be coiled on a block, and placed in a tube with a smooth steel lid, then heat the tube in the flame of a spirit lamp, and as soon as the steel is of a blue temper, remove the flame and allow the whole to cool.

OTHER NOTES.

A TROY lawyer gives as a reason for not going to Europe this summer, that a rich client of his has just died, and he was afraid the heirs would get the property.

THE latest novelty in purses in Paris is a baby's foot crocheted in silk, and furnished with a ring and clasp, like the old-fashioned long purses that a few persons still use.

A Buffalo physician, when asked the best preventative of smallpox to carry in the pocket, is said to have answered, "Camphor gum." It is the best thing to have on the person for that purpose and most all doctors use it.

THE microscopic edition of Dante, printed at Padua in 1873, was thought to be the smallest book in existence, but has had to give the place of honor to a newly-discovered "Officium" (Venice: Giunti, 1630), which in the original cover measures only 33 by 48mm, about an inch and three-tenths by one inch and eight-tenths. This last book may be described as the smallest volume in the world.

ON some of the German postal cards is a printed formula designed to save time in imparting news transmissible by this medium. It runs as follows: "Only a few lines to-day," then follows five lines, on which to write, then, "God be thanked, I am in good health and hope to hear that you are also. The weather is——: write soon, and give my love to all. In haste," and here follows the signature. There is even place reserved for a postscript.

THE latest municipal returns of Toronto are very gratifying and show that the city is rapidly increasing both in population and commercial importance. The population is now 111,800, an increase during the year of 7,524, and the assessment, upon which next year's taxation will be based, reaches $72,721,559, an increase of about three and a half millions over and above the figures of 1884. Since 1879 the assessed value of property in Toronto has increased by no less a sum than $23,000,000.

Jewelers' Safe

COMBINATION LOCK.

Size Outside:—5 Feet High; 3 Feet, 4 Inches Wide and 2 Feet, 6 Inches Deep.

FOR SALE,

CHEAP.

LOWE & ANDERSON

TORONTO.

C. W. COLEMAN,

10 KING ST. WEST, (up-stairs),

TORONTO,

WATCHMAKER TO THE TRADE

AND DEALER IN

Watch Material, Tools, Spectacles, &c.

Complicated Watches repaired, adjusted and cleaned. Broken or imperfect parts in every make of Watch replaced by new. GOLD DIALS re-figured.

Also Jewelry Jobbing, and manufacturing of Special Designs, Engraving, &c.

Spectacles at 65 cts., $1.00, and $3.00 per Dozen.

Samples of above three lines sent prepaid for 50 cts.

Orders to receive prompt attention must be accompanied with city reference or the cash.

T. WHITE & SON,

MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.

39 KING ST. WEST, TORONTO.

Canadian & Foreign Stones Polished and Mounted

FOR THE TRADE.

N.B.—A variety of Stones and Imitations of all kinds in Stock.

E. & A. GUNTHER,

Importers and Wholesale Jewelers,

COR. JORDAN & MELINDA STS.

Our Stock of Fall and Xmas Importations has arrived, and in addition to our very large and well-assorted Stock, we are offering Specialties in

Marble and Marbleized Iron Clocks, Black Ebony and Walnut Clocks.

Also Special Inducements in a Large Line of Regulators.

A CALL SOLICITED.

THE ACME SILVER COMPANY,

MANUFACTURERS OF

FINEST QUALITY QUADRUPLE-PLATED WARE.

Factory and Salesroom:

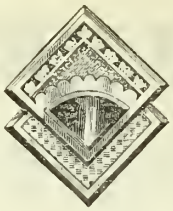
NOS. 9 & 11 CHURCH ST., TORONTO, ONT.

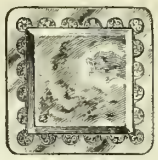


NO. 1013.—TEA SET AND WAITER. LIST $110.00.


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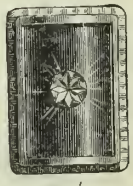

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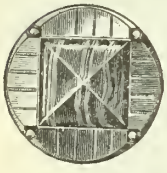

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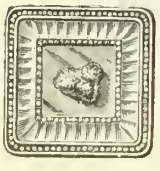

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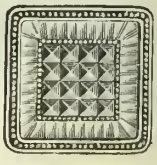

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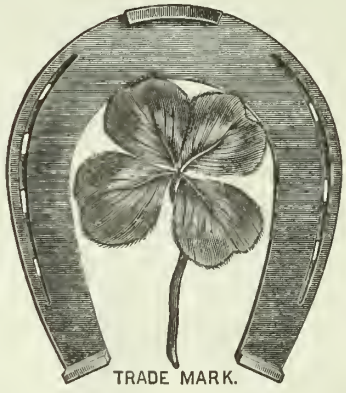
THE AMERICAN LEVER.

THE FAULTLESS
Cuff and Collar Button.

Perfectly Simple!



BUTTON OPEN.



Simply Perfect!



BUTTON CLOSED.

WE BEG to present herewith to the notice of Canadian Trade, Cuts of a few of our most popular styles of Sleeve Buttons.

All goods of our make bear on their post the imprint of our famous Trade Mark, the HORSE SHOE AND CLOVER, and no others are genuine American Levers.

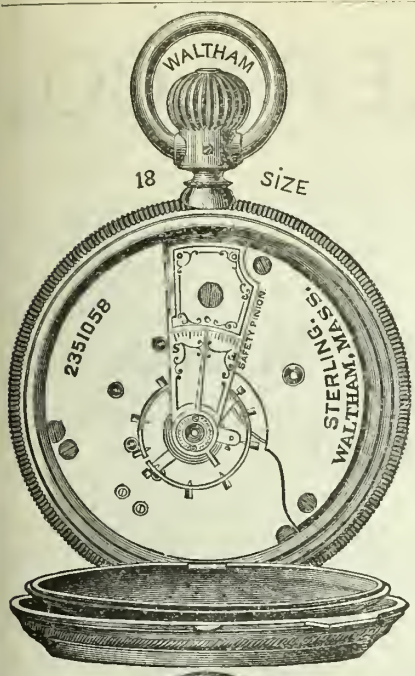
For sale by all leading Jobbers throughout Canada.

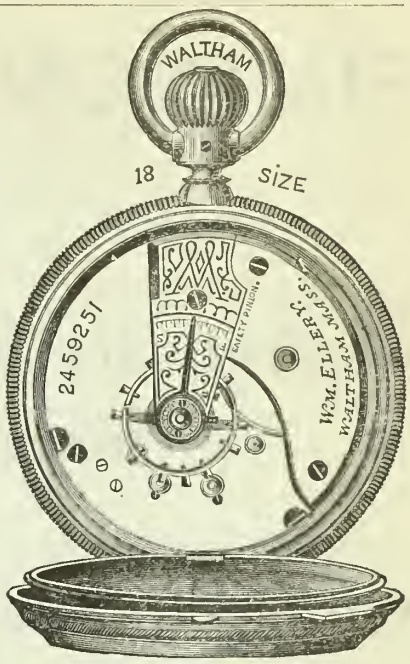
HOWARD & SON, MAKERS,

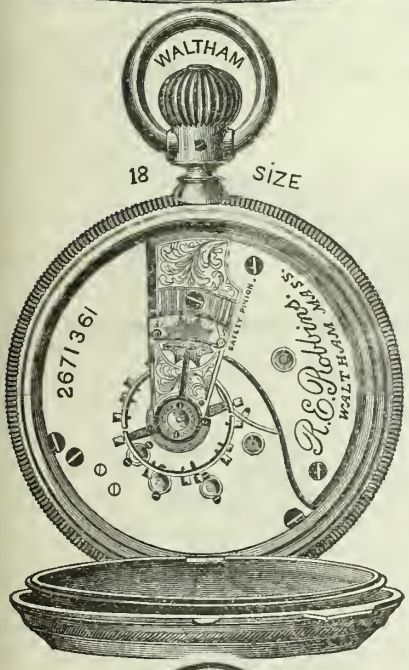
102 Orange Street, PROVIDENCE, R.I.

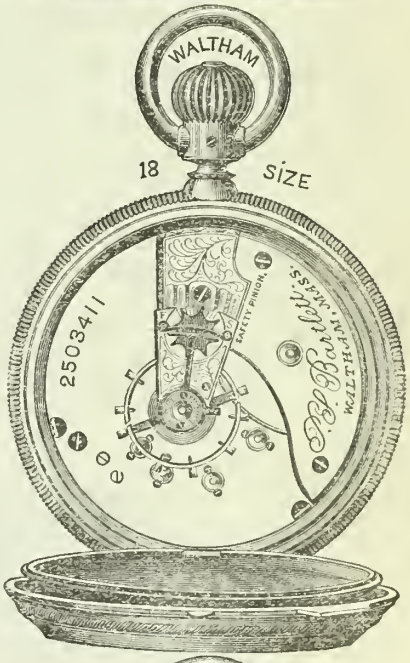
Salesroom, 176 Broadway, New York.

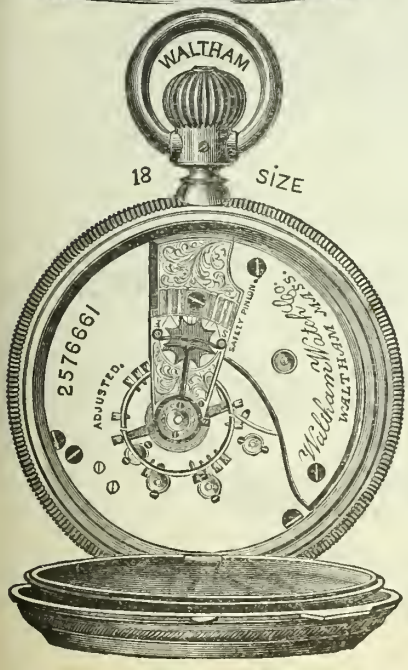
WE SELL TO JOBBERS ONLY.

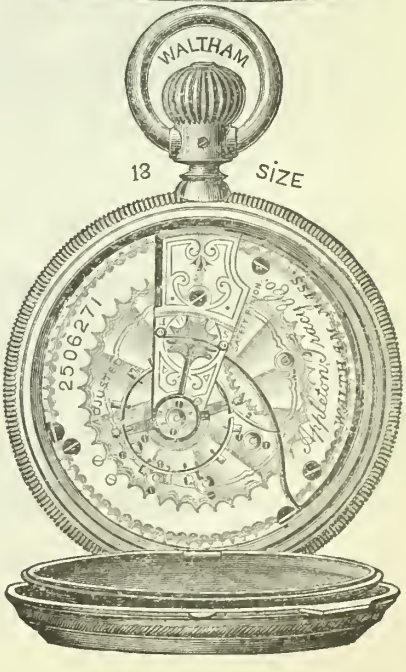












American Waltham Watch Co

WALTHAM, MASS.

WALTHAM

FULL PLATE MOVEMENTS

—FOR

OPEN FACE STEM WINDERS,

—MADE TO—

SET BY THE PENDANT ONLY,

Doing away with Inside Hand-Setting Lever.

A Complete Assortment of Gold and Silver Cases on hand to fit any of the above Pendant Setting Movements.

All Pendant Setting Cases will take any American Full Plate Movement with Female Winding Pinion.

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GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

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SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

THE TRADER.

TORONTO, ONT., DECEMBER, 1885.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.

Published on the first of every month, and sent free to every Jeweler and Hardware Merchant in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,

57 *ADELAIDE STREET WEST,*

Toronto, Ont

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must be sent to the office not later than the 20th of each month.

Editorial.

CO-OPERATION AMONGST RETAIL JEWELERS.

This is a measure which we have advocated in THE TRADER for years, and we quite agree with "Equity" in the present issue that very many abuses could be remedied by vigorous and concerted action on the part of the retailers themselves. This correspondent advances the idea that the formation of district associations would be far more advantageous to the retail trade than a general association, and we do not know but what his contention is correct. Such organizations would be more readily formed and probably more easily worked than a general association, and we are inclined to think that if these district associations were once got into good working order it would not be a very difficult task to effect some arrangement whereby delegates from each could be formed into one central orgauization, which could deal with all questions of general importance, leaving to the local bodies the task of seeing that the details were properly carried out. Such associations would, we think, be found very useful to the trade in many ways, and we propose iu our next issue to go into this subject at length, and show in what way they could be made of almost incalculable benefit to the trade generally. Space prevents us from replying fully to "Equity's" query about "personal smuggling" in this issue, but we shall ventilate it thoroughly in next month.

PROTECTION TO RETAILERS.

As will be seen by the correspondence in another part of this issue, the interest in the subject of protection to retailers has augmented rather than abated during the month which has just passed. The outcome of this discussion in the columns of THE TRADER has already been to get some of the most prominent of our wholesale jewelers to agree to the principle of protecting their customers in exactly the same manner as they themselves are protected by the manufacturer, and to pledge their influence in getting it adopted by the Canadian Association of Jobbers in American Watches. As we pointed out in a former issue, this was to be expected from our Canadian Jobbers, who have always shown a disposition to protect their customers in the retail trade by every means in their power.

There is hardly auy doubt that when this question of protecting retail jewelers by refusing to sell to outside trades comes before the Jobbers' Association it will carry almost unanimously. The principal point of difference however, will, we think, be probably found in the answer to the question,

WHAT IS A RETAIL JEWELER?

On this point there is, and no doubt will be, considerable difference of opinion, but we quite agree with both of our correspondents that the keeping of a stock of watches and jewelry commensurate with his business should be made the principal test of whether a man should be allowed to buy such goods from the wholesale merchant. This general principle is, we think, broad enough to unite all differences on this subject, whether amongst wholesalers or retailers, or both combined. If asked iu fairness to define who should come under the head of legitimate retailers, we should say:

(1) Practical Watchmakers actively engaged in business.

(2) Firms that make watches and jewelry their exclusive business.

(3) Firms that, although selling other goods, carry a commensurate stock of watches and jewelry, aud make it a regular branch of their business.

Class 1 would embrace a large number of practical watchmakers who, on the start, do what may be termed a "watch repairing" business, but who often develop into first-class men aud carry large stocks of goods. This class we regard as the germ of the jewelry business, and well worthy of encouragement as well as fair play.

In Class 2 may be found some of the largest and best appointed establishments in Canada, whose principals are neither practical Watchmakers nor Jewelers, but simply merchants who sell watches and jewelry just the same as they would dry goods or groceries. This class, as a whole, is the backbone of the trade, and as the summit of class one's ambition is to get into class two, it is evident that they are legitimate dealers in every sense of the word.

Class 3 is the one over which there will be kicking, if there is any difference of opinion at all. A little reflection will, however, show that this class have fully as good a right to recognition as either of the others, and cannot be excluded without a great deal of injustice to many practical men now actively engaged in business. As everyone knows, the bulk of jewelers sell plated ware, cutlery and optical goods, which it must be conceded, are not exclusively jewelers goods, for the two first mentioned lines may be found in any hardware or crockery store the country over, while optical goods in all large cities is an entirely separate business. In addition to these, however, a great many first-class jewelers regularly sell fancy goods, and in quite a few cases stationery is made an adjunct as well. Now we ask is the jeweler who sells stationery and faucy goods anymore legitimately a jeweler, or worthy of recognition by the Jobbers' Association, than the stationer or fancy goods dealer who regularly carries a stock of watches and jewelry commensurate to the size of his business. We think not, and on reflection we think that most of our readers will agree with us. If *practical workmanship* were made the test, as we have shown, it would bowl out quite a number of class three, and not a few in class two who make the sale of watches and jewelry their exclusive business. If being "exclusively engaged in the sale of watches and jewelry" were made the test, it would prevent the recognition of class three, many of whom are practical jewelers, and a large number of class one, who, although practical watchmakers, simply

do a repairing business and carry no stock whatever.

THE STOCK TEST.

From this it will be seen that, with the exception of class one, which everyone will readily admit is entitled to recognition, the "stock" test is the true one with which to answer the query, "What is a Retail Jeweler?" The fact that such a merchant is not a practical watchmaker has nothing to do with the question at issue, but is entirely a personal matter with the merchant himself. Everyone knows that a practical workman carrying stock has always a big pull over a competitor, with an equally large stock, who has no practical knowledge of the business, and if persons of the latter class desire to invest their good money as an experiment in the watch and jewelry business, and learn from experience that all is not gold that glitters, why should they be deprived of an opportunity to purchase a little experience. Such ventures usually work their own cure, and unless the person making it is naturally adapted for the business he will very soon get tired enough of it to quit just as quickly as possible. As one of our correspondents points out if such merchants were not recognized unless they employed a watchmaker, and the business was worth anything to them, they would very soon employ one, and thus not only compete for sales but for a share of the repair work as well. We could enlarge much more on this subject but think that enough has been said by us for the present

RIEL.

Whatever may be the faults of the present government, they certainly deserve credit for their firmness in carrying out the death sentence in the case of Louis "David" Riel, the leader of two rebellions, each of which has cost Canada millions of money to put down. Riel was a dangerous man; but when to this is added the further fact that he had not only induced untutored and almost savage Indians to rise and massacre the harmless whites that dwelt amongst them, but had actually participated with his own hand in the murder of Thomas Scott, surely justice and expedience alike demanded that his career should be stopped by the hangman. Now that the last act of the drama is played out, and the curtain has fallen so far as Louis Riel is concerned, it should be the endeavor of every good and loyal citizen, (professional agitators who make a living by agitating, excepted), to try and allay the feelings of hostility between the French and English races, which this episode in our history has unfortunately engendered. While this is the duty of every loyal citizen, those who are endeavoring from mercenary or party motives, to make capital out of Riel's execution, by fanning the flame of national jealousy and animosity, incur a fearful responsibility the extent of which as yet they do not fully comprehend.

It has seemed to us a sad commentary on the patriotism of our press to see the cold-blooded manner in which some of our leading journals have handled the question of Riel's execution. The *Globe* has notably been one of the most glaring offenders and by its action has proved itself unworthy of the respect much less the support of any Canadian who has one single spark of patriotism in his composition. On this as on many questions lately it has been non-committal. While it has had many long dissertations on the iniquity of Sir John Macdonald and appeared to be quite satisfied that he at least should hang for his share in the late rebellion, it has had no decided opinion as to Riel's guilt and what his punishment should be. Its managers knew that Sir John was between the devil and the deep sea and they took care that no word or act of theirs should give him the slightest indication of what honor and the interests of the country demanded at his hands. They knew that justice and the true welfare of Canada demanded that Riel should be punished for his crimes, but they were more concerned that the premier might be able in some way to get himself out of the scrape without losing prestige, than that justice should be done in the premises. They apparently did not care for right in the matter so long as it embarrassed the government; as they themselves used to say about the *Mails* attacks on a former minister of agriculture for Ontario. "It was anything to beat McKellar."

Although they had no advice as to the disposal of Riel, and were only concerned lest the government might not hang him, now that the execution has been carried out, they are profuse in their sympathy for the late rebel and his friends. They have suddenly discovered that he was a patriot, an insane one 'tis true, but no less a patriot, and that it was a disgrace for any civilized country to hang a crazy man, even though he were twice rebel and murderer to boot. If the government were wrong in punishing the leader of the rebellion, what arrant simpletons were our brave volunteers in risking their lives in putting down at the point of the bayonet and at a large sacrifice of valuable lives, a rebellion, that one would now infer from the *Globe's* editorials was not only just but perfectly proper. From their editorials lately we should judge that it was not Riel, Dumont, Poundmaker, Big Bear and their followers that should have been put down, but John A. and his cabinet. Instead of our brave volunteers facing the hardships of the north shore of Lake Superior, they should have taken C. P. R. palace cars to Ottawa and cleaned out the present government and put Riel and Company in their place. Such attacks as these from their standpoint may be wise ones, but we very much doubt it; they can do no possible good and can only bring the Liberal party into disrepute.

In such an emergency we think it is the bounden duty of every loyal citizen to strengthen the hands of the government in their endeavor to vindicate law and order, no matter whether they are politically in accord with them or not. Such questions should never be made political questions and the newspaper that in such a crisis seeks only the advancement of its own party to the detriment of the country should be branded as disloyal and unworthy of confidence.

For ourselves, we may say that we don't run THE TRADER on party lines. We look at all questions from a patriotic and commercial point of view and propose to let politics severely alone. We have always been and are to-day opposed to the present government in politics, but when we see them trying their best to do right, although it may be but rarely that in our opinion that they do so, we feel bound to give them any moral support that we can furnish. We believe in country before party every time, and if the party with which we have been identified for over thirty years is disposed for the sake of gaining power to seek the aid of rebels and their friends we cannot allow ourselves to go along with them. We would prefer eternal opposition for the Liberal party of Canada in preference to seeing them secure power by the aid of such disloyal allies as the friends and fellow-countrymen of Louis Riel are now



ILLINOIS WATCH COMPANY,

MANUFACTURERS OF

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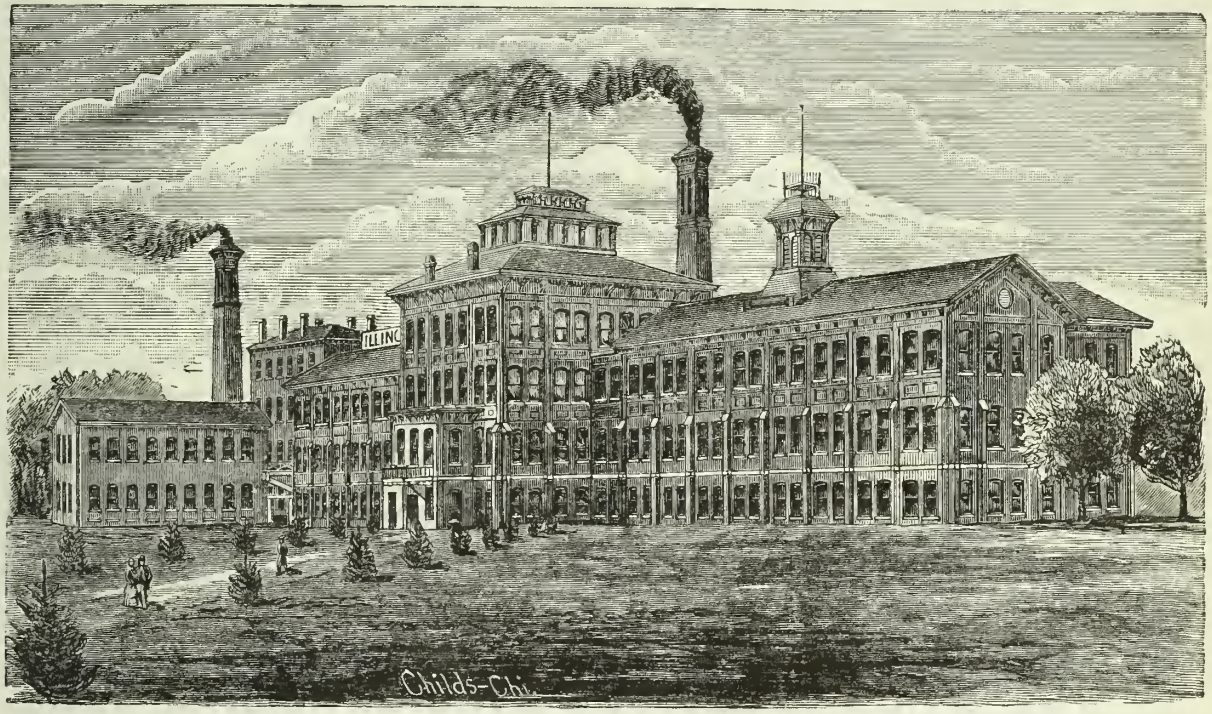
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We solicit the careful and critical inspection of the Jobbing and Retail Trade of all Canada upon our new, improved and popular movements, which we now have ready for the Holiday Market.

Our "No. 5" is the best adjusted movement ever offered for the money. It has fifteen jewels in settings, Oreide Screws in the balance, and Patent Regulator. It is an accurate timer, and wherever it is in use, it gives perfect satisfaction.

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These movements are all new. They have all the latest improvements. We warrant them. Every Jeweler in Canada, wishing for something fresh, novel, attractive and certain to please and satisfy his Trade, should ask his Jobber for one of the new and improved Illinois Watch Company's Movements. All Movements have Patent Pinion, and all are Quick Train.



The Illinois Watch Company

WARRANTS

EVERY MOVEMENT.



Don't Fail to see this Page next Month.

showing themselves to be. The Liberal opposition can find plenty of indictments against the present government without making political capital out of the race hatred that will be sure to follow if the present agitation in Quebec is fostered and encouraged. We warn them that if the Riel question is the only common bond of cohesion between the Liberal party and the French people of Quebec that it will prove a very rotten foundation upon which to build. Canada is strong enough to stand a certain amount of nonsensical bluster from the people of Quebec, but if it goes too far, she will have to put the foot down firmly, and tread out with an iron heel all such disloyal sentiments as have lately been expressed in that Province. Confederated Canada is here to stay, and if the French people imagine that because they can't have everything their own way and run the machine to suit themselves, that they can break it up, they will find out their error very speedily to their cost. If it is to be a war of races, which God forbid, they must certainly go under and they will then find that the English speaking people have gained sense since Wolfe's time, and that in the new *regime* which will surely follow, they will find themselves shorn of many of of their national laws and privileges, which makes their province so far behind the spirit of the age. The cure may be rough but it will certainly be effectual.

We see no reason why there should be any excitement about Riel's execution and had he been of any other nationality than he was, there would have never been a word said about it. Our French Canadian fellow-subjects seem, however to have taken his execution as an insult to their nationality, and at the present time it seems useless to argue with them. Perhaps when their excitement has had time to effervesce they will see that they have been wrong in so warmly espousing the cause of a traitor and murderer. For their own sake, and for the sake of Canada we trust that such may be the case. We want to live at peace with every one of our fellow-countrymen, no matter what their race or religion, and we believe that at such a juncture as this, it is the duty of every loyal citizen to do what in him lies to heal the breaches that this unfortunate rebellion has created, and to foster instead of trying to disturb the growth of a national life which only can make us great and prosperous.

THE C. P. R.

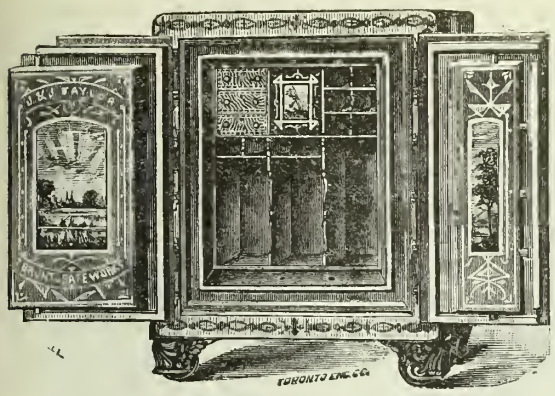
Our great trans-continental railroad is now an accomplished fact, and at the present moment one can go by an all-rail route on Canadian soil from Port Moody in British Columbia to Halifax in Nova Scotia. From "ocean to ocean" is no longer a flight of rhetoric, but the simple statement of a fact that should make every true Canadian feel a glow of honest pride as he realizes that these bands of steel which serve to connect the uttermost ends of our vast dominion, have also practically turned another page of our national history and must, in the immediate future, exercise no small influence in moulding our political destiny.

We have in time past had something to say about the folly of the Government in spending so many millions of the public in building this road and then making it a present to a private corporation. From our standpoint we have always held that the Canadian Pacific Company had, in common parlance, "a soft snap," in this contract, and they would have been very foolish to have paid for its construction out of their own pockets when they could get the country to foot the bill. However, the blunder has been perpetrated and we must now make the best of a bad bargain, and with this we dismiss our strictures on the contract and turn our attention to the road itself and its value to the people whose money has paid for it.

In spite of the dire prognostications of one section of the press, that the construction of the road would be bungled, and that it would be almost useless for practical purposes, we think that the road, when fully completed, will be the equal of any on this continent. And why should it not be so? Money was no object to the company, who had only to ask for a few more millions in order to have them. Our opinion is that the entire road has been well and solidly built, and as regards the part constructed by the company themselves, it has been cheaply built. The fact that the first through train from Montreal to Port Moody averaged twenty-four miles an hour over the entire journey without accident, is a very strong proof of its substantial construction. Anyone that ever travelled over any part of the C.P.R. can testify, that as far as depots, rolling stock and other equipments are concerned, it already stands second to none in the world. In our opinion, its sleeping, palace and dining cars are the most elegant we have ever seen.

But after all this comes the important question, "Will it pay?" If we are to believe the Opposition press, especially the *Globe*, it wont pay for grease for the wheels. They therefore argue that all that the company ever intended was simply to make all they possibly could do out of its construction, and then, when it came to the losing game of running it, throw it back on the hands of the Government. Looked at through party spectacles, this may appear to be the situation, but we fail to see, if such had been the company's intention, why they spent such large sums of money in thoroughly building and equipping the road, when they could have made so many millions more by doing the work in the cheap and useless style. We think that this at least proves that the company, whatever may have been its faults, did not intend to cribbage all they could during its construction and then, when they had squeezed it dry, throw the concern back on the country's hands. But, say some of their enemies before enumerated, even if they have acted on the square so far and continue to run it in the same manner, the thing must ultimately collapse, because it is simply a physical impossibility that it can pay. It may not pay to run it, although our opinion is that it will pay the company, and very handsomely too. We must remember that the people of Canada have, in money and lands, practically paid for the construction of this colossal railway, and that all that the company had really to pay for was the rolling stock and other equipments. When this is taken into consideration it will be seen that the real amount of capital upon which it has to pay a dividend is very small in comparison with any other railroad in America of anything like the same proportions. Further than this, the Government, in addition to its many other favors, has given it a practical monopoly of the carrying trade of the great North-West for twenty years, by prohibiting the construction of competing lines which could in any way seek to interfere with its traffic.

The route of the C. P. R. west of Ontario is through one of the finest farming and grazing countries in existence, and which, in a very few years, must of necessity become one of the



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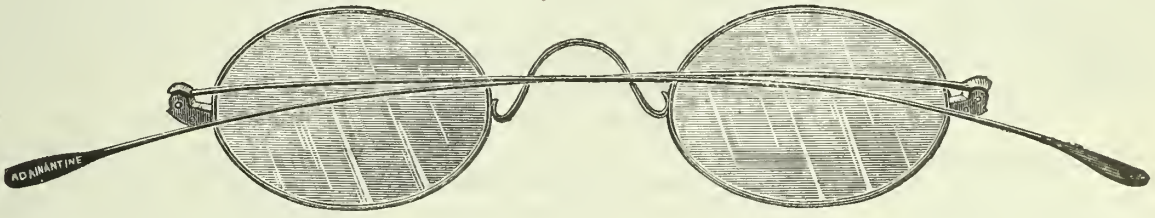
Beg to notify the Trade that they have dissolved partnership. Each will hereafter carry on business on his own account.

The Montreal Optical and Jewellery Company, L'd.

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BEG TO CALL THE ATTENTION OF THE TRADE TO THEIR CELEBRATED

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WHICH ARE USED ALL OVER THE DOMINION, AND ASKED FOR EVERYWHERE ON ACCOUNT OF THEIR EXCELLENCE OF FINISH AND DURABILITY.

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principal granaries of the world. All that this vast country wants is settlers, and the principal object of the company for years to come will be to get as many emigrants to take up land there as they possibly can. Every settler in that country will be compelled to use their road, for all their products must find their way to the seaboard over it, and all their imports must reach them in the same manner. As regards the through trade there exists a great variety of opinion. Our own idea is that the through traffic will be much more extensive than its opponents are disposed to concede. At its terminus is to be found the largest and best supply of coal on the whole Pacific coast. The trade winds and ocean currents also conspire to make it the most favorable port on the Pacific slope for traffic between the American and Asiatic continents. Before long, passenger trains will run from Vancouver to Montreal in four days, and it will be quite possible to travel from Liverpool to the Pacific ocean by the aid of our Canadian Transcontinental line in ten days. With such possibilities before us for the curtailment of time and distance, we think that the prospects for a fair share of through traffic are not of the worst description.

In conclusion we can only say, that as Canadians we are proud of the work just accomplished. Although a bad bargain for Canada, we trust that now it is built, we shall get all the service possible from it. It should be, and we think it will be a strong factor in knitting the different provinces closer together and assist in the creation of a national sentiment that will help materially to make the Dominion of Canada a great and prosperous country.

Correspondence.

To the Editor of THE TRADER :

SIR,—

In your last issue a letter appears from one who signs himself "Protection." In his letter he asks how he is to be guided in placing goods for his firm so that none may handle them but those who have a legitimate right to do so. I think the answer to that is: that all who carry a stock of clocks, watches and jewelry should be considered as legitimate dealers.

"Protection" says, Mr. Beale is quite as much a stationer as a watchmaker or jeweler. Allowing such to be the case, it does not follow that the other stationers are entitled to be classed as watchmakers and jewelers if they do not carry a stock.

The great trouble is just this: If outsiders are allowed to buy an odd watch or piece of jewelry, they give it to their customers to entice them to buy other goods from them, thus preventing the regular dealer from selling his goods and hurting his trade. I would ask "Protection," as a commercial traveler, how he would like to be told by one whom he calls upon, that they can buy movements and cases at the same rate as the firm for whom he travels. I fancy both he and the house he represents would think the manufacturers were mean men to take the trade out of the hands of the jobbers.

"Protection" wants the watch butchers killed off—a plan that will not benefit the jobbers, as by that the watches would wear too long. He appears to speak rather slightingly of Mr. Beale. I am not acquainted with either of the gentlemen, but I should suppose that Mr. Beale has trodden upon his corns. Mr. Knox tried a Horological School. Is "Protection" a graduate from Knox College of Horology? If so, I do not wonder at his superiority over the common watch butchers. But, joking aside, it is not the qualifications of watchmakers as workmen we have to do with. The public will judge that, and the incompetent workmen will have to get out of the trade. The real question at issue is simply: Are the wholesale men willing to give the legitimate dealer the same protection as the manufacturers give them? And are the retail dealers willing to have a uniform price for movements and cases, and allow none to sell below those prices—just as the jobbers do—and bind themselves by the same rules? If so, let the retail and wholesale men agree to the prices for the different grades and cases, and if any are found selling below those prices shut them off from American movements and cases. Some may want more profit than the regular prices; if so, the public will be the judge. I see Messrs. Lee & Chillas speak in the last TRADER, and I know others who are just as willing as they are.

Is the retail trade in earnest? If so, let them move in the matter is the advice of a

RETAILER.

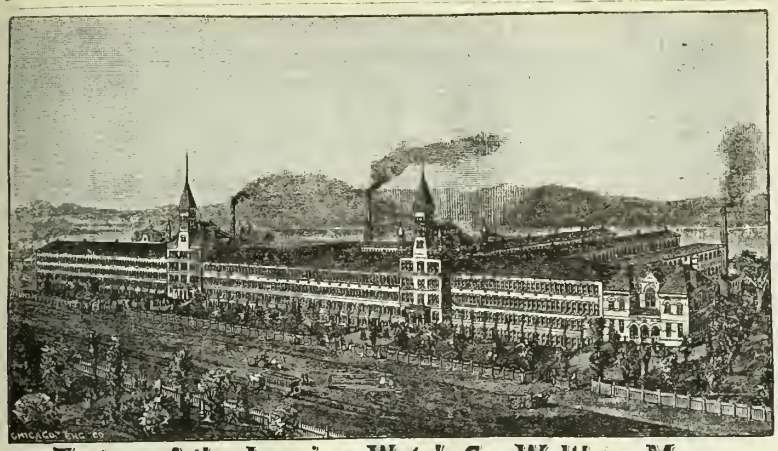
To the Editor of THE TRADER :

SIR,—In connection with the discussion now going on in your columns *re* watchmakers' grievances, I think the matter should be discussed from a broader stand point.

The design of the scheme advocated in certain sections is to stop the supply of watches from dealers not practical watchmakers. Well, Mr. Editor, before any man has the right to cause any branch of another man's business to be taken away on the score of its "interference," he should first give up all lines not strictly within *his own business*. We all know what a watch is, and jewelry has been described as articles made of metals and stones for personal adornment. In what sense is a pickle castor an article of personal adornment, or what connection with putting a main spring in a watch? As a matter of fact, silver ware belongs to the house furnishing or hardware trade, spectacles to the optical man or druggists. Besides these, jewelers sell musical sundries, pipes, plush goods, etc. It don't meet the case to say that jewelers *generally* sell plated ware, and have done so, *as a rule*, for that is only saying that they, *as a rule*, sell lines not strictly within the limits of their business.

If watchmakers have the right to add lines within the scope of the hardware trade, then, for exactly the same reason, the hardware man has the right to add lines within the watchmakers' trade, and so on. I say then, on the ground of personal freedom, any man has an undoubted right to buy a *stock* of watches, jewelry, silverware, stationery, hardware or any other line or lines he chooses, and to sell them without hindrance, whether he knows how to repair a watch or not. Understand, Mr. Editor, I claim the carrying of stock to be necessary, not merely selling from list or sample. The practical man has always an advantage, and, under a system of uniform prices for staples, he would have a still greater advantage. Even as it is, there are comparatively few general dealers throughout Ontario, in places having a practical watchmaker, who deal in watches, and any attempt to cut them off would only compel them to employ a watchmaker and thus repairing as well as sales would be distributed. The remedy is not in cutting them off, but in making a uniform price list.

I quite agree with watchmakers, in



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JOBBERS IN WATCHES, & IMPORTERS OF ENGLISH & AMERICAN JEWELRY,

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Where they will be glad to see their customers.

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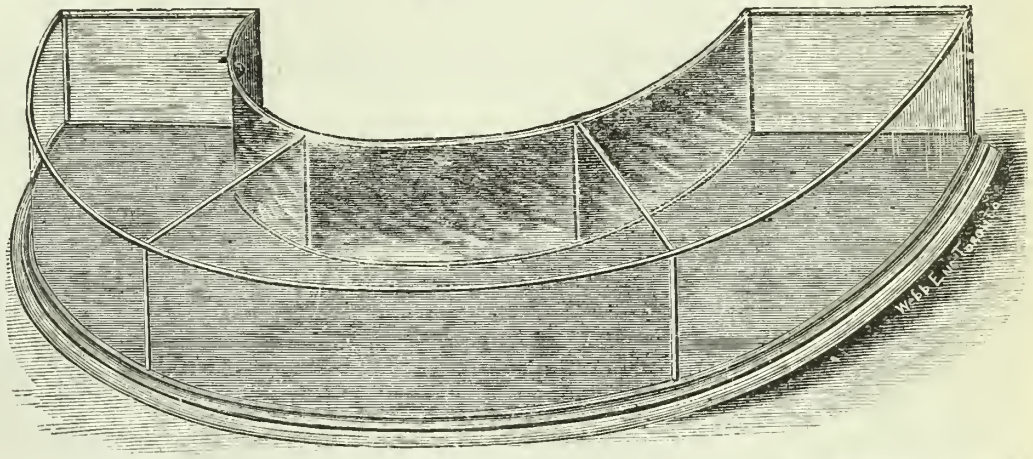
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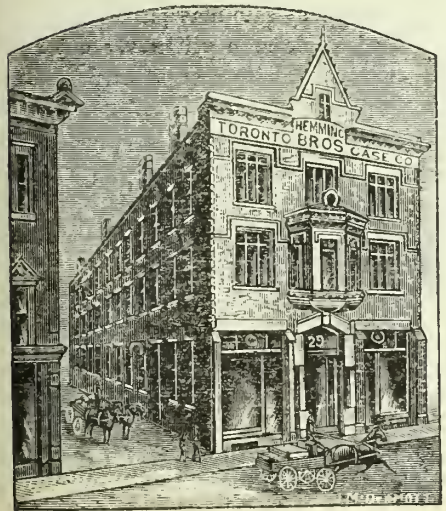
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1885 INDUSTRIAL EXHIBITION, TORONTO. 1885



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The only Medal ever awarded in Canada for

JEWELERS' FINDINGS AND FANCY PLUSH GOODS.

WRITE FOR ANYTHING YOU REQUIRE IN OUR LINE. WE CAN FILL YOUR ORDERS FROM STOCK AND SEND SMALL PARCELS BY RETURN MAIL.



their objection to allowing general dealers who carry no stock, to sell watches from list or sample, thus making a vexatious opposition for many persons, but this is fast being remedied by the wholesalers.

Within recent times watchmakers have had four controllable grievances. First, the supplying of city dealers at lower rates than country dealers, thus enabling the city men to flood the country with catalogues and lists, at prices which the country dealer could not afford to sell at, on account of his paying more for his goods. This has been remedied by the Manufacturers' Association. Country and city dealers are now on the same footing so far as the cost of watches is concerned. Second, the selling by job bers at retail to outside dealers, who sell from list or sample, carrying no stock. This is being remedied by the J obbers Association. Third, the bringing in of watches by private parties from the U. S., for the use of themselves or their friends, avoiding the duty. And now, Mr. Editor, let me digress so far as to say, that you would be doing the trade generally a great favor if you would fully explain the law on this point. Many citizens and indeed many jewelers themselves believe that this kind of smuggling is within the law. If so, we can only "grin and bear it," but, if, as I believe, it is contrary to the law, the watchmakers have the remedy in their own hands. Let any one interested bring a few cases to justice and the evil will be considerably lessened. Fourth, the spirit of hostility among watchmakers in the same town and section. That spirit which causes one to run down a purchase made elsewhere, and name a sum, as its value, about the wholesale cost, simply because it was bought at the opposition store; that spirit which causes them to cut an article to the cost to take a sale from the other man. Many are not guilty in this respect, but I ask, Mr. Editor, is there a single watchmaker who does not know of such things being done? The remedy for this lies in strangling that spirit. Let the watchmakers and dealers in each district come together and agree on a general price list for all staple articles, and let every one abide by it to the letter. Should any refuse to accept this list, "boycott" him by informing the wholesale trader of the fact. The price list should be a fair one between dealer and consumer, and, I believe, there is not a wholesale firm in the Dominion who would not willingly back up the district against the individual in such a cause. Should, however, any wholesale firm refuse, "boycott" that firm by all refusing to patronize them. This plan would very soon bring any dissenting dealer into line. For this and all general purposes section associations would be more advantageous than a *large general* association, but space won't admit of my naming reasons in detail.

My object in this letter, Mr. Editor, is to bring the whole matter under discussion, with the hope that the result will be a broad comprehensive scheme, acceptable to the Manufacturers' Association and conducive to the welfare of the trade. The necessity exists and the watchmakers can formulate such a scheme. Will they?

Yours truly,

EQUITY.

Selected Matter.

THE SCIENTIFIC SALESMAN.

Fine salesmanship requires brains. The mere art of selling goods is simple enough, but the knowledge of moving large quantities, of understanding how to deal with customers, to make them feel well disposed, to retain this feeling and continue their patronage, is as much a science as any taught by scholars or studied by students.

In the first place, true salesmanship requires a keen and ready insight into human nature. There are no two men alike and each one of us has peculiarities. It is necessary to study these peculiarities. One is jovial and hearty, and wants to be treated in the same spirit. Another is quiet and dignified, and must be handled with gloves. A third likes to chat and cannot be hurried, while his neighbor may be short and quick in his manner and anxious to get through. Some need to be treated to lead them into a buying mood, while others would take such an offer as a signal insult. Hence, the salesman must be thoroughly acquainted with all his customers, must know their peculiarities, and treat each in such a way that he will feel well disposed towards the salesman. The personal characteristics of a salesman, of course, constitute an important element. Some men possess the knack of making themselves popular, and popularity is one of the essentials in the science of selling goods.

One of the most important aids towards the sale of goods is sincerity. Let the buyer be convinced that he is being dealt with in a fair and honest way, and he will not hesitate to buy liberally if he is in a mood to buy; if he can be got to accept the recommendation of the salesman on one article, he will most likely accept it on others; but let there be a suspicion of trickery or underhand work, and he will be strongly influenced to keep aloof.

A conversation with a most successful dry goods salesman in this city brought out some points that are worthy of mention. An evident desire to help the buyer in selecting goods, and pointing out the best patterns, goes a long way. "After two or three well posted men in the trade have looked through my line," remarked the salesman referred to, "I can pretty well see which are going to be the popular styles, and I give subsequent buyers the advantage of the first selections, and truthfully inform them that such and such patterns are taking. The result is that they obtain goods that move more readily; they sell them and re-order; a superstition arises that there is luck in the goods, and they always remember me, and give me a hearty welcome and a good order." Nothing will so disgust a man as to see styles grow old upon his hands, and nothing will so hinder the chances of the man who sold them in subsequent transactions. Hence, sincerity and an honest lookout for the welfare of customers are not only necessary to accomplish sales, but also the best policy in the long run. The dealer who has once been "stuck" and discovers it, as it will not take him long to do, never forgives the one who has sold him the goods, and so the one lucky sale may prove the last.

A wise salesman will never enter into an argument with a customer, be it on religion, politics, or any other subject. If you disagree at the start, you are very sure to disagree just as much at the finish, and usually stir up considerable excitement and some feeling of animosity, with nothing to show for it. The safe plan is to steer clear of all forms of controversy.

A few words of advice once given by an older brother to a young man just about to start out on the road are well worthy of repetition here, and, we fancy, should apply in the main to the young salesman behind the retail counter as

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

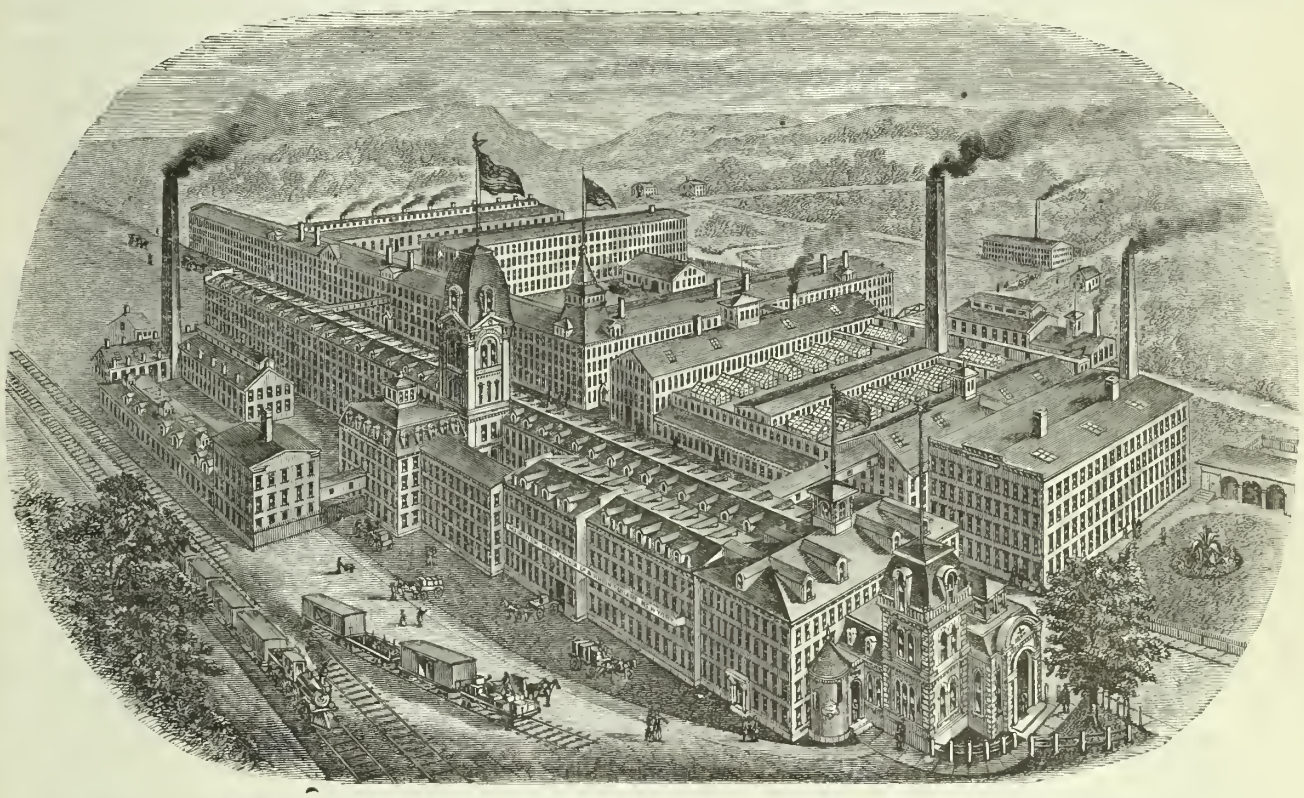


HIGHEST HONORS OVER ALL COMPETITORS.

—AND—

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WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK.

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

well as to the commercial traveller:—"First of all be courteous and obliging, if a man is busy do not bother him; if there is any little favor you can do him, do it unasked. Always be as cheerful as you can—I don't mean blustering or boastful. Do not endeavor to sell him anything you know he cannot sell and another man can. When you know he has goods enough let him alone, and above all, get his confidence, so that when you say a thing he will believe it. Always try to get a chance to show your goods, but never forget that you are a gentleman, and do not assume familiarity with people unless you really know them. If you follow these rules, and have the right goods, you must succeed."—*The Merchant.*

MY WATCH.

When I was unmarried, and could do as I pleased, I never carried a watch. I never could understand the value of a watch, except as an article that might be hypothecated in a pecuniary emergency. I could always ascertainthe time, because every church and sample room boasted a clock, and what was the use of purchasing what could be had for nothing?

By my system of consulting these public time-pieces I always managed to make my connections right. I never entered a theatre after the curtain had risen, or reached the station at the moment when the train was vanishing.

I was made happy in more ways than one by not having a watch. I didn't have to tell fifty people the hour every day; and I never worried about the safety of the contents of my vest pockets in a crowded horse-car.

One night I was awakened rather suddenly. I felt a strange hand under my pillow. It was a burglar's, feeling for my watch.

"I have no watch," I remarked, as politely as I could; "but you'll find a dollar brass clock in the kitchen, if you want to know the time."

In his great hurry he passed through the window, and I shuddered as I heard him trickling down through the arbor below.

But after marriage it was different. I was told that I should wear a watch, in order not to appear poverty-stricken in the eyes of the world. I argued that it would place me on a par with weasel-headed clerks whose bangs and eyebrows meet. I was told that if I wore no watch everyone would think I had one drawing interest for an avuncular relative.

This seemed a very subtle argument in favor of having a watch. And, besides, it completely upset me. I imagined that on the same basis people would fancy I had all sorts of things in pawn that I didn't wear, such as a seal-skin overcoat, diamond rings, etc.

As a tentative measure, I got what I call to this day a "patent-medicine watch," because I bought it in a drug store. It was an advertising scheme to attract people to the patent medicine. I should much prefer to swallow the contents of a drug store than carry one of those watches a week. It had to be wound up every night, and took nearly all night to wind it. It didn't keep very good time, but I continued to wear it, that I might wind it for exercise. It superseded my dumb-bells until the stem wore the skin off my thumb and forefinger. When buried in profound meditation, it was my custom to take the watch out and wind it in an abstracted manner, just as others in a similar mood pick their teeth or whittle. I stated at home that I merely purchased the patent medicine watch to learn how to take care of and manipulate one before getting a more expensive specimen.

This bit of news gave great satisfaction. I was looked upon as a good-natured, self-sacrificing being, who would soon wear a long watch chain stretching all the way across the chest, and emptying into two pockets. As a reward I was presented with a watch.

The first day I wore it I was told I was wrong by a man who had just set his watch at some jeweler's. So I changed mine to make it agree with his. It seems it lost time, and I missed my train that night, a thing I had never done when I did not possess a time-piece.

Every few minutes I was asked the hour, to get me accustomed to pulling it out, and inside of a week I had acquired an artistic negligence and indifference of manner that was pronounced beautiful.

But the watch became eccentric. The eggs that were timed two minutes by it came out as hard as cobble-stones, and trying to regulate it by tapping it against my boot-heel, I thoroughly disorganized it, and was obliged to leave it for a week with a jeweler, who lent me in its stead, a great silver machine that I was ashamed to take out of my pocket in daylight.

In short, when I got it back I did nothing but miss trains, It was never right. It was either too fast or too slow. Sometimes I would start for the cars thinking I had ample time, and reach the station after their departure; or else I would start on a run and half kill myself to get there in time, only to ascertain that I had arrived half an hour too soon.

It would take too much ink to tell how many sorrows and tribulations that watch brought upon me. I protested against wearing it many a time, but my protests were in vain. Finally I concluded that I would allow myself to be martyred, so I still carry it, but not for use. I wind it up about once a month, and never look at it. I go by the clocks I see around me, as I did before, and catch my trains and make all other time connections right. I don't like to say anything harsh of it, because it is a nice watch, and it would be simply perfect if it could only keep the right time.—*Puck.*

HOW CROOKS WORK.

The following narrative, told by a jeweler, is full of interest, and opens up another clever scheme of those who hate to work for a living:—

"I had a novel experience not long since with one of the crooks. Not, however, as a victim, but in the way of business. Two young fellows came into my shop, and one asked me if I engraved rings. I said that I did. 'Then,' said he, 'cut some letters in these for me,' piling out of his pocket upon my showcase a handful of rings. 'What letters?' I asked. 'Oh, anything you like, M. to R. and F. to B. and C. to W., and all that sort of thing.' I saw at a glance what the rings were and told him: 'The engraving will cost you ten cents a letter which will be three times the value of the rings, which are only base metal, very thinly plated.' 'That's all right,' he replied very placidly; 'I know what they are.' 'Come,' I said; 'there is something crooked about this. What do you mean to do with those rings?' 'Well,' he answered, 'I don't mind making a clean breast of it to you. Me and my pal here have tried hard to get along working, and we don't seem to make a go of it. We can't get no work. Now we're going to play the smarties for a living awhile until we strike something better. Those rings are for the dropped-ring trick. It is pretty well played out

GOLDIE & McCULLOCH,

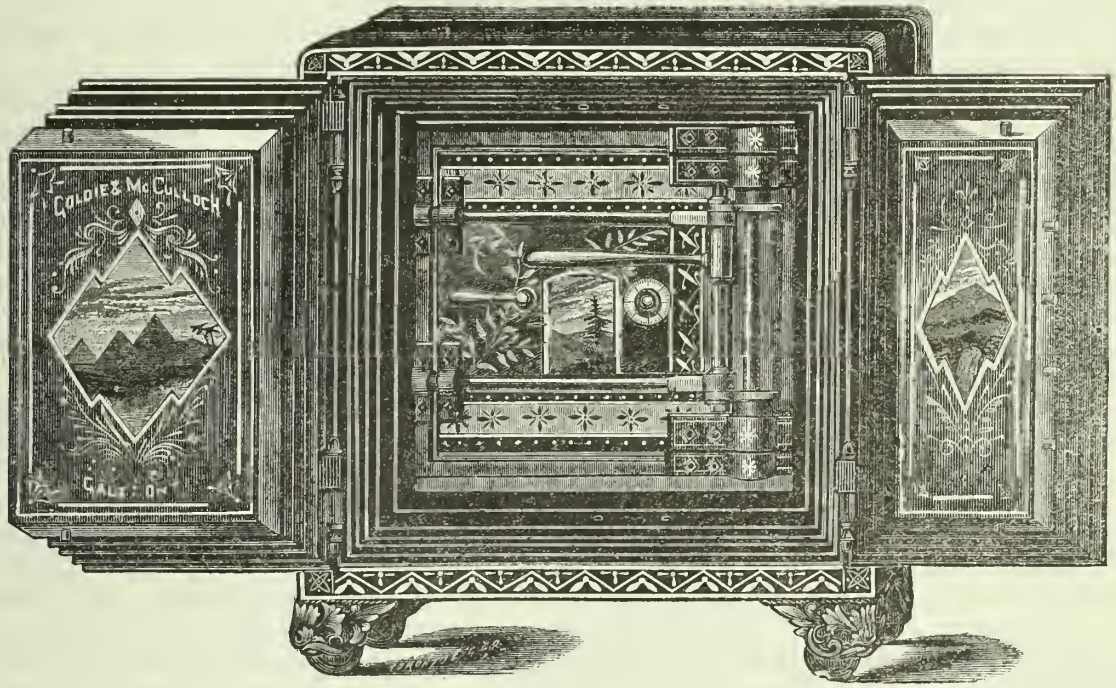
1844. ESTABLISHED 1844.

—MANUFACTURERS OF—

FIRE & BURGLAR-PROOF SECURITIES OF SUPERIOR KINDS

—ALSO—

SOLE AGENTS for the celebrated Sargent Time and Combination Locks. These world-renowned Fire and Burglar-Proof *Locks* are used by many other noted Safe makers, and are universally admitted to be the best locks made.



The above cut represents our NEW STYLE of JEWELERS' SAFES. They are lined throughout with extra heavy steel linings, and are both Fire and Burglar-Proof.

Although we have only recently commenced building this new style of safe they seem to be just what the Jewelry trade were in great need of, and they may already be seen in the stores of the following Jewelers:

E. L. WEISS, Madoc.
S. F. CULVERHOUSE, Thorold.
G. W. BEALL, Lindsay.
G. GOWLAND, Toronto.
R. W. MUNCASTER, Peterboro.
A. W. PRINGLE, Port Hope.
SMITH BROS., Kingston.
W. HARKNESS, Meaford.

WAREROOMS—NO. 56 KING STREET WEST, TORNTO.

NEXT DOOR TO THE MAIL BUILDING.

GEO. F. BOSTWICK,

REPRESENTATIVE.

here, though the fools ain't dead yet in New York, not by a large majority. But it's bully game yet out in the country, in towns of 1000 or 2000 inhabitants. One of us sees a lady walking along in a quiet sort of street, and going up close to her, pretends to pick up a ring, and says to her: 'Excuse me, lady, but did you drop this ring?' holding it out to her. Well, you may believe me or not, but it's God's truth that three out of five of them, after hesitating just a little, will say, 'Why, yes. Dear me! how could I have let it slip off my finger and not notice it?' Then one of us that is working her says that he is hard up, and hints at a little reward for his honesty. We hardly ever get less than a dollar, and sometimes two or three that way. If the lady don't bite on the bait that it's hers, then we try to sell it to her, saying that we are looking for work, tramping through the town poor and hungry, and would rather have a two dollar note than a pound of gold rings to wear. Either she says to herself that it's a good chance to get a heavy gold ring for one-fifth of its value, or, if she's a real straight one, she thinks: 'I know pretty much everybody in town, and can find out who lost it, so I'll return it to the owner and get my money back with thanks for saving a keepsake.' So, however the lady figures it out, we are mighty likely to get the two dollars, and then we dance along to look out for somebody else's daughter.' 'Then you play this trick only on women?' I asked. 'No,' he said, 'mostly on them because they are the easiest; but where we see a fellow that looks like a subject we give him the crop with the glove and ring.' 'What do you mean?' 'Drop a lady's little kid glove, with a ring nicely tucked down in one of the fingers and, pick it up near him. When he says it ain't his we accidentally-like find the ring and shake it out before him. That is pretty sure to throw him off his guard, and when we come the necessity dodge on him he goes to the slaughter like a lamb. Sometimes we get a V that way. Men that look real good, clerical-like, are pretty sure meat for us, but they're not liberal in buying."—*Exchange.*

ANDREW CARNEGIE, the Pittsburg millionaire philanthropist, has just made a magnificent present to the men in his employ. It is a large house and land, worth $25,000 or $30,000, to be used as a library and meeting place, with a handsome sum of money to purchase the necessary books.

IMPROPER FAMILIARITY.

A correspondent of the *Jewelers' Circular* calls attention to a practice that he has sometimes found objectionable, which is that travellers occasionally make too free with his employees. On more than one occasion he has returned to his store after a brief absence to find a travelling man engaged in conversation with his salesman or his watch repairer, and making himself as familiar with them as though they were old friends or boon companions. All work is suspended while this chat is going on, and the employer is losing the services of his paid assistants. Then there is always the suspicion that the suave and chatty traveller is slyly pumping the employees as to the business affairs of the dealer, seeking to obtain information regarding him in a surreptitious manner. Of course, the dealer is antagonized at once, and does not hesitate to say no when solicited to purchase from the samples the traveller is so anxious to exhibit. The correspondent says, further, that it is not an uncommon thing to find a traveller hobnobbing with employees after business hours, visiting saloons with them and "seeing the sights." All this, dealers naturally regard as an underhand way of obtaining information about themselves and resent it accordingly. They are suspicious, too, that these interviews may be preliminary to the workman setting up in business as a competitor, and that the traveller is encouraging him to "branch out for himself" in order that he may have another customer to sell to. A dealer will resent anything that he regards as an intermeddling with his affairs, and many a traveller who has been surprised at the cool reception a dealer has given him and his failure to obtain an order, may find the reason in the fact of his being found in conversation with the employees. The correspondent says he has several times refused travellers solely for this reason. The head of a house likes to have his position recognized, and any attempt to exalt a subordinate into prominence is sure to arouse the opposition of the one who regards himself as slighted. Travellers not only injure themselves, but the business of their employers, by following this reprehensible practice. Another complaint we have frequently heard made against travellers is that they are prone to make the store of the dealer a loafing place while they are waiting for a train or for some other cause. A courteous dealer feels bound to entertain his visitor, thus losing time that should be devoted to business, but he feels all the time that he is being imposed upon. Of course, these offenses against good business practices are unintentional, resulting from thoughtlessness; but they betray a lack of consideration not creditable to him who indulges in them. But no man has a right to be thoughtless or inconsiderate in business matters; business has its laws and customs, and a plea of ignorance is of no more avail regarding them than it is regarding the general laws of the country. If a traveller knows the customs of business, he has no excuse for offending against them; if he does not know them, he has no right to be on the road. Among the most pertinent business mottoes are these: "No talking with employees;" "No loafing on these premises."

PROMPT PAYERS.

A reputation for prompt pay is worth more to the retail trader than his store, stock or the good-will of his business. Unlike the intangible "good-will" of the law merchant, it cannot be the subject of barter. The inexorable laws of the world of commerce, which created this invaluable property have also made inalienable. Go where he may, through town, county, or State, the retail merchant who is known as good pay, possesses a talismanic influence which makes him the peer of the merchant princes of the commercial world. The choicest stocks of manufacturers and jobbers are at his command. Prompt pay and good credit go hand in hand. Good credit piles the shelves of the trader with fresh, bright goods, and prompt pay repairs the breaches made by the army of buyers in their inroad on the stocks of the smiling trader who counts in his capital the indefeasible advantages of a reputation for prompt pay. In the past year prompt pay has done great things for many of our interior traders. If changes in terms of sale have become necessary, they have never pressed with much severity upon the trader known as good pay. He comes into the market as a buyer, on a first-class basis. His request is a command to the jobber. His goods are always shipped promptly, and are never detained on the road. If he buys by sample his goods are uniformly up to the standard of the sample or several degrees

[ADVT.]

PROTECTION TO RETAILERS.

A HEARTY RESPONSE FROM THE JEWELRY TRADE OF THE DOMINION TO SMITH & FUDGER'S CIRCULAR.

Letters of Congratulation and Approval from all Parts, in French and English.

JEWELERS THOROUGHLY ALIVE TO THE IMPORTANCE OF THE ACTION.

THEY HOPE THE EXAMPLE OF SMITH & FUDGER WILL BE FOLLOWED BY ALL JOBBERS, AND ALL WITH ONE CONSENT PLEDGE THEMSELVES TO SUPPORT THE MOVEMENT.

On the 1st of November a circular was issued by Messrs. Smith & Fudger, of this city, announcing what has proved to be the most popular movement for the regulating of the retail watch and jewelry trade which this country has known for many a long day. Readers of the TRADER need not be told that there has of late been a growing dissatisfaction on the part of watchmakers with the existing state of affairs which enabled shop-keepers of almost any denomination to purchase watches and jewelry in Montreal, Toronto or Hamilton at wholesale price, and so become rivals of the watchmaker, over whom they had the advantage of being able to take a smaller profit because they carried no stock of watches, and gave no guarantee with watches sold. That this grievance was not confined to Canada may be seen by reference to recent issues of United States trade journals, and a similar announcement to that of Smith & Fudger was made in October by a leading firm in Chicago. Dealers in this country may congratulate themselves that any advantages enjoyed by their neighbours across the line may be their own also, as doubtless the jobbing trade here will follow the example of Messrs. Smith & Fudger, which is wise and timely, and in the best interests of both wholesaler and retailer.

We annex a copy of the circular, and a few of the complimentary letters received in reply thereto. This matter now rests largely with the retailers themselves, as what Messrs. S. & F. have undertaken to do will be on their part faithfully carried out. Would it not be worth the while of *every jeweler in the Dominion* to show his approval by dropping a line of encouragement to the enterprising firm who have inaugurated this new movement, and it might not be amiss to include a small order as tangible evidence of appreciation.

CIRCULAR.

To the Retail Jewelry Trade:

Believing it to be in the interest of the Retail Jewelry Trade that protection be afforded against the unfair competition of dealers who carry no stock, we have concluded that from this date (Nov. 1st, 1885) we shall sell only to such as are legitimately in the Watch and Jewelry Trade. We shall urge upon the Association of Canadian Jobbers such legislation as shall prohibit its members from selling to any dealers who cannot be classed under one of the following heads:

WATCHMAKERS ACTIVELY ENGAGED IN BUSINESS.

FIRMS OF WHICH AT LEAST ONE MEMBER IS A WATCHMAKER, OR WHO EMPLOY A WATCHMAKER.

FIRMS THAT MAKE WATCHES AND JEWELRY THEIR EXCLUSIVE BUSINESS.

We shall absolutely refuse to sell any goods at retail, and shall use our vote and influence in the Association to prevent retailing by any of its members.

Since our firm has been established, we have endeavored to prevent any intermingling of the watch and jewelry business with other lines. This has heretofore been difficult, but we are now about making such further alterations in our premises and in our methods as shall guarantee the complete isolation of our watch and jewelry business from any other lines in which we may be interested.

We confidently invite the continued and increased patronage of the trade. Feeling satisfied that our course is the proper one to pursue, we shall stand by it to the letter. We will thank our customers if they will write us whether or not they approve of our action. All suggestions and criticisms will have careful attention and consideration, and we hope that our endeavors will be supported by the trade until finally *all* watches and jewelry will find their natural channel to the consumer, viz.: through the watchmaker and jeweler.

Yours respectfully,

SMITH & FUDGER,

48 Yonge Street.

Toronto, 1st. Nov. 1885.

From the Capital.

OTTAWA, Nov. 6, 1885.

To Messrs. Smith & Fudger, Toronto.

DEAR SIRS,—Your circular to hand. If you could bring such a thing about, so as to induce every wholesale house to join you in your determination not to sell to anyone but the "legitimate trade," as you express it in your circular, you will, I am sure, deserve the thanks of every watchmaker and jeweler in the dominion.

I am, dear sirs,

Yours very truly,

A. ROSENTHAL.

From the "Limestone City."

KINGSTON, November 1885.

Messrs. Smith & Fudger.

GENTLEMEN,—In reply to your circular sent, respecting the protection of jewelers, we beg to say, we think it a good idea, and are pleased to see the wholesale men are taking the interest they are in the protection of the retailer. It is time some such steps were taken, as the watch trade of late years has fallen into the hands of unscrupulous dealers, who would sell at any price, thereby not allowing the legitimate dealer a chance to make a living and pay one hundred cents on the dollar. Thanking you, gentlemen, for your timely interference in such an important matter.

We remain,

SMITH BROS.

From the Forest City.

London, Nov., 1885.

Messrs. Smith & Fudger.

Gentlemen,—I have much pleasure in adding my signature to the intended change advocated by the wholesale jewelers, and know that it would be of much benefit and a justice to legitimate retailers.

Andrew Morphy.

From the Eastern Metropolis.

Montreal, 6th Nov., 1885.

M.M. Smith & Fudger, 48 Yonge Street.

M.M.—Je vous félicite de la bonne idée que vous aver eu dans la circulaire que je veins de recevoir et concours complétement dans les idées que vous emettez, esperent que vous aurez tout le succès possible.

Je demeure, M.M.,

Fortier et Cié.

Hamilton Speaks.

5 James St. N., Hamilton, Nov. 18, '85.

Messrs. Smith & Fudger.

Dear Sirs,—In reply to your circular to the retail jewelry trade of Nov. 1, 1885. I am well pleased with the maxims it contains, and hope you will be able to get the rest of the Association to agree with you in carrying them out, as it would benefit both wholesale and retail dealers.

I remain, yours very truly,

Thomas Lees.

Brantford Concurs.

Brantford, Nov., 1885.

Messrs. Smith & Fudger.

Dear Sirs,—Your circular received and I must say I fully endorse its contents, and I hope, at the next meeting of the Association, that your vote and influence may succeed in making the motion unanimous, which, if *faithfully carried out*, must prove a benefit to retailers. But a greater evil to the trade exists than the one you mention in your circular, and that is the *long* and *loose* credit that is given to parties, which is very discouraging to those who pay one hundred cents to the dollar.

Yours very truly,

G. H. Fawkes.

Congratulations From St. Thomas.

St. Thomas, Nov. 7th, 1885.

Messrs. Smith & Fudger.

Dear Sirs,—Your circular to hand and contents noted. You say you will stand by it to the letter, and so say I. I will not buy a dollar's worth of any house that sells to others than those mentioned in your circular if I know that they do so. I approve of your action in every respect, especially for being *the first to take it up.*

Yours truly,

A. B. Remey.

Stirling Testimony.

Stirling, Nov. 19th, 1885.

Messrs. Smith & Fudger, Toronto.

Gentlemen,—In reply to your circular (in the interest of the retail watch and jewelry trade), I must say that I highly approve of the action you have taken in our behalf, for it cannot be otherwise than a benefit to all retailers of watches, and hope they will look at it in the same light that I have.

Respectfully yours,

W. H. Calder.

From the Far West.

Minnedosa, Nov., 1885.

Messrs. Smith & Fudger, Toronto.

Dear Sirs,—*Re* circular: You wish opinions as to above. It is a step in right direction. Retailers would no doubt co-operate. There is a difficulty in sparsely settled districts, where there is no watchmaker for hundreds of miles, as in the N. W. T. A great assistance, I think, would be a differential rate to the trade, with a refusal to serve store-keepers when a watchmaker is within 20 miles, whether served by one firm or another, and a definition as to what goods properly belong to the watchmaking and jewelry trade, viz.: such goods as spectacles, silver and electro-plated ware, gold rolled plate and gilt jewelry, &c. Being out here and having some experience in these unsettled districts, would write fuller upon it if you desire it.

Yours, &c.,

Wm. Pearson.

On the Grand Trunk East.

Whitby, Ont., 9th Nov., 1885.

Messrs. Smith & Fudger, Toronto.

Gentlemen,—Your circular of the 1st. inst. came to hand, and your intended action relative to the protection of the legitimate Watch and Jewelry Trade meets with my most hearty approval. I would suggest that your limit be extended so as to include any working jeweler who may desire to engage in the retail business beyond that the limit should be inexorably fixed.

The retail trade will, I am sure, support those wholesale houses that speedily and heartily adopt this measure.

Those engaged in our business who regard it as a highly honorable trade, and who desire to free themselves from the unsavory imputations, under which the respectable part of the trade suffers, from the conduct of the peddler and the auctioneer, will hail the movement as one likely to help to "that consummation most devoutly to be wished for."

I am, yours very truly,

John S. Barnard.

Cobourg, Nov. 7th, 1885.

Messrs. Smith & Fudger, Toronto.

Gentlemen,—We received circular yesterday,(Friday)and were very much pleased to know some one was trying to protect the watch and jewelry trade; but we are of the opinion nothing of much value will be accomplished till all wholesale houses refuse to sell to certain firms in your city who advertise single watches at wholesale prices. You look in last Saturdays *Mail* and you will find watches advertised at less than we pay for them. We are at a loss to know how this is done. Kindly inform us how anyone can sell watches at such low prices. We think if a stop could be put to it by the Canadian Jobbers in some way it would be about the best thing that could be done to protect the watch and jewelry trade. However, we think the steps you are taking are very good, if carried out, and we wish you every success.

We remain, yours truly,

W. H. Scott & Co.

BRIGHTON, 21st Nov., 1885.

Messrs. Smith & Fudger, Toronto.

GENTS,—Respecting your circular of the 1st inst., I beg to assure you of my hearty sympathy with the object of the same, and am of the opinion that if the Jobbers' Association adopt the platform you have laid down it will be beneficial to the trade.

I am, yours truly,

W. W. PORTE.

From the Ottawa District.

ALMONTE, Nov. 10th, 1885.

Messrs. Smith & Fudger.

GENTLEMEN,—Your circular of the 1st inst. to the retail jewelry trade came duly to hand, and in reply would say that I heartily approve of your action in the matter, and I am sure that all wholesale dealers engaged in the same kind of business that you are would be benefited by strictly adhering to such an action; the retail dealers would also be benefited, and would have more confidence in the wholesale men, and in saying this I believe I speak the sentiments of the majority of the retail dealers.

Respectfully yours,

J. H. THRALL.

From a House of 25 Years Standing.

GANANOQUE, ONT., Nov. 9th, 1885.

Smith & Fudger, Toronto.

DEAR SIRS,—Allow me to congratulate you on the course you have adopted (circular of Nov. 1st, 1885). I fully approve of your action in this matter, and will give you a liberal portion of my trade.

Yours truly,

G. N. ASSELSTINE.

From the Western Peninsula.

MITCHELL, Nov. 10th, 1885.

Messrs. Smith & Fudger, Toronto.

DEAR SIRS,—Your notice of protection to hand. I think it is only just and fair that we should be protected against wholesale houses selling retail. I think the retailers will be only too pleased with the action you have taken.

Hoping all other houses will follow the same example.

I remain, yours truly,

E. F. DAVIS.

Repairing Needs Protection.

PORT ROWAN, Nov. 13th, 1885.

Messrs. Smith & Fudger.

GENTLEMEN,—With regard to the circular you issued, I am afraid the undertaking is too great a job, as nearly all Millinery, Fancy Goods and Fancy Dry Goods men carry jewelry and sell to the general stores. If the trade can be confined to the jewelers in small places, the trade would pay well in places the size of this. If the jobbers selling material would confine themselves exclusively to those having a jewelry business it would benefit us greatly; but nearly all jobbers sell material to anyone and fix watches at trade list prices for a farmer if he gets their address and sends his watch down. The repairing is what we depend upon mostly for our living, and that is cut to pieces by outsiders. If the Secretary of the Association of Canadian Jobbers could get a list of these outside repairers, and forbid the members selling material to them it would help us more than what jewelry is sold, if carried out to the letter.

Yours, etc.,

H. B. WICKENS.

PORT COLBORNE, Nov. 12, 1885.

To Messrs. Smith & Fudger, Toronto.

GENTS,—*Re* your circular to the retail jewelry trade, I hereby endorse all said therein and believe that trade would be benefited by the united action of wholesale houses. I think I have the neatest fitted up watch store between here and Toronto, and, for a practical watchmaker, won't take a second place. I have outlasted opposition for the last thirteen years, and firms who do what they can to put down these jewelry peddlers, will receive my humble support.

Yours, &c.,

H. R. CUDDON.

From the North.

COLLINGWOOD, 9th Nov., 1885.

Messrs. Smith & Fudger, Toronto.

DEAR SIRS,—We are pleased to note in your circular that you have determined to confine your wholesale prices to the legitimate trade in watches and jewelry. We do not think it justice to dealers making those goods their specialty that they should be sold to outsiders. Your circular gives us confidence in asking a fair profit henceforth.

Yours truly,

F. H. NETTLETON & Co.

MARKDALE, 17th Nov. 1885.

Messrs. Smith & Fudger, Toronto.

SIRS,—I am pleased with your resolutions as per circular issued to retailers. I have no fault to find with your firm. During the two years we have done business, I have not found you interfering with me, directly or indirectly, and I purpose to stick to you.

Yours truly,

W. A. BROWN.

MOUNT FOREST, Nov., 1885.

Messrs. Smith & Fudger.

GENTLEMEN,—Your circular to hand and contents noted. Mr. Dale is unable to write, but he wishes me to tell you that he hopes that you and all other wholesale dealers in jewelry, &c., will adhere to the rules laid down in your circular. Just anyone being able to get a watch or article of jewelry wholesale has been the greatest annoyance to him, so much so that he has made a point of dealing as little as possible with any wholesale dealer he has found who did so. He says he has had the greatest satisfaction doing business with you in every other way.

Yours respectfully,

MRS. R. J. DALE.

From Otto Young & Co., who Inaugurated the Movement in the United States.

CHICAGO, Nov. 16, 1885.

Smith & Fudger, Cor. Yonge and Wellington Sts., Toronto.

GENTLEMEN,—Your favor at hand. In reply say that you will not only find this method the right one, but will also find it profitable.

We have this day forwarded to your address one of our pamphlets, wherein you will notice a portion of the commendatory replies received from our circular from Oct. 1st.

Yours very truly,

OTTO YOUNG & CO.

Per K.

EXCERPT FROM THE CIRCULAR OF OTTO YOUNG & CO. TO THE RETAIL WATCH AND JEWELRY TRADE.

Since issuing our notice to the jewelry trade of the United States, dated Oct. 1st, in which we notified them that we would hereafter strictly confine ourselves to and sell only to the legitimate jeweler, as defined in our circular, we have come to the conclusion that the step we then took was the right one, but unless we have the co-operation in this important move of the principal manufacturers and jobbers, together with the retailer, we alone will not be able to obviate the existing evils. We, perhaps, have benefited ourselves, by having obtained the good will of the watchmakers and jewelers, and thereby may eventually gain trade. However, this was not our main object, and certainly is not now, after having perused several thousand answers to our circular.

To place the jewelry business on a better footing, it first becomes necessary to state specifically the causes of its retrogration, and then the great question is before us, how to find the remedy.

Evils, as existing between retailers, we shall not now attempt to discuss; nevertheless, we have no doubt that they are numerous. We, therefore, shall confine ourselves strictly to the inconsistencies existing among manufacturers and jobbers in their dealings with the retail trade. The principal causes of complaint are that some of the manufacturers, and nearly every jobber, have been too anxious for business, and have been short-sighted enough to overlook the fact that there is only a certain amount of goods consumed; whether these goods have been distributed by the legitimate jeweler, or through other channels, the amount of goods finally disposed of remains the same. If anybody is entitled more than another to the final distribution of watches and jewelry, it is the person who has been educated to the business, viz., the watchmaker and jeweler. He has made that line of goods his exclusive study, not only as a merchant, but also as a mechanic, consequently has the necessary knowledge, and therefore is entitled to what profit there is in the distribution of these goods.

The promiscuous and careless distribution of catalogues and price lists, together with the quoting of net prices, has done great injury.

The invitation by jobbers to other merchants to embark in our line, having been accepted by a great many, has divided the trade, and the consequence is to make the volume of trade so much smaller for the retail jeweler.

Many jobbers, not being satisfied to do a wholesale business, also sell all they can at retail, and in many instances make very little or no difference between the wholesale and retail price.

Having specified the evils as existing in the trade, the more difficult task of how to find a remedy, is before us.

After due deliberation, and having taken ample time to mature our ideas and thoughts, if they should not meet with your approval, we will ask you to at least credit us with an honest desire to benefit the whole trade.

We will now proceed to the fountain head, the producer, *i.e.* the manufacturer.

The manufacturer has the power, makes the goods; they are his, and he can sell them to whom he pleases, and he can also make it a condition, and say if you want my goods you must only sell them to such parties as we shall designate, and if you do not agree to this we will not sell you, or if you agree to our conditions and do not live up to them, we will not sell you again. We consider this plan entirely feasible in a great many lines of goods. As you all know, the manufacturers of watch movements, and several lines of cases dictate to the jobbers now the price he shall charge to the retail trade, and if they can do that successfully, why can't they go one step further, and say to whom they shall sell?

Would this be an encroachment on the rights of jobbers? We say no! and will state our reasons for that answer.

Who are jobbers is the next question. Jobbers are individuals or firms who are supposed to conduct a wholesale business; that means buying goods in wholesale quantities and selling them again at a profit in such quantities as the retailer desires to purchase.

Does he receive concessions in prices from the manufacturer simply because he purchases a large quantity? No! Not only for that reason, because there are a great many retailers use larger quantities of goods than what a small jobber does.

Does he pay his cash to the manufacturer when he receives the goods or within a few days, should he for that reason buy goods cheaper? Some pay cash, but the majority of jobbers take time; therefore, that is no reason why he should receive goods at a lower price than the retailer, even should he not use as many goods as some of the larger retailers.

The principal reason is, the jobber is a convenience whom the manufacturer uses to distribute his goods, and as such he is entitled to receive fair returns for his capital invested, and for the labor that he bestows upon his business. He, the jobber, is also a great convenience to the retailer, because the retailer can buy of him, or perhaps several of them, the full line of goods that he deals in, while if the jobber was not in existence, it would involve too much time to get a suitable stock of goods together, and some purchases between retailer and manufacturer would be so very small that it would not pay to open the account.

Therefore, the jobbers are necessary, but not indispensable, and if they confine themselves to their legitimate calling, they become not only a great convenience, but also a benefit to the whole trade.

The line that we have drawn as to who is a legitimate jeweler, we shall strictly adhere to, and until such time as the retail trade will organize, and until they will define (perhaps with the co-operation of manufacturers and jobbers) who are entitled to the sale of these goods.

ONE OF THE GREATEST IMPROVEMENTS EVER MADE IN WATCH CASES.

An Adjustable Bezel for Hunting Cases !

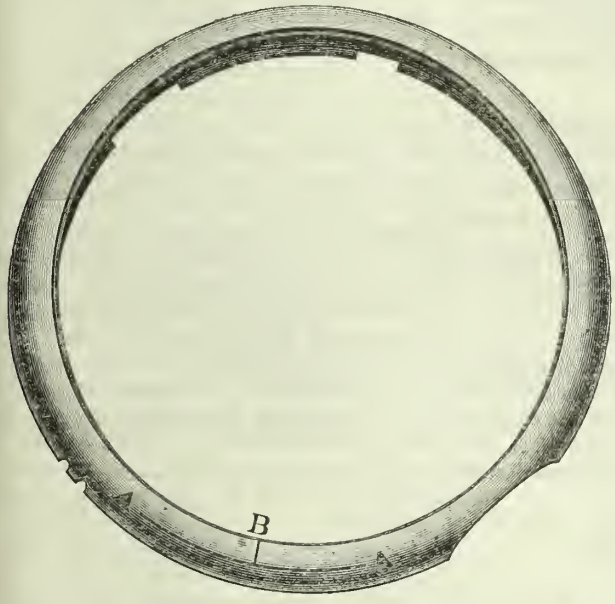
THE FITTING OF GLASSES MADE EASY.

THE KEYSTONE FACTORIES STILL AT THE FORE.

The fitting of crystals in Hunting Cases has always been an annoyance. The great variation in sizes of glasses (for frequently at least three different sizes are found in one package, all numbered alike), defective edges, and difference in shape between the edge of glasses and groove in the bezel, all tend to make easy and proper adjustment a difficult task, and often the attempt costs more, in the breaking of glasses, than is received for the job.

Again, the groove in bezels is often of a size between glass sizes; consequently one size glass will be too small, the next too large, and the effort to fit them must end in an irritating failure.

To obviate these drawbacks is the province of the



KEYSTONE ADJUSTABLE BEZEL.

As will be seen in the above cut, the bezel is slitted vertically (B) and laterally (A) for a short distance in such a manner as to give it elasticity or spring without impairing its strength, but permitting the ready and effective insertion of crystals of different sizes, defective edges, or not perfectly round. To illustrate: An adjustable bezel for which a medium 19 11-16 glass is the correct one will not only take any glass in a package of 19 11-16, but it is also adapted to a 19 12-16 if required.

The arrangement which secures this very desirable result is so minute as to be comparatively invisible to the naked eye, and in no respect mars the uniformity of surface of the bezel. The liability of dust to work in upon the dial is no greater than with the ordinary bezel, as the lateral cut (A) is made below the top of the dial-plate.

The advantages of this great improvement are so plain, reducing to the smallest extent possible the danger incident to fitting glasses, that it is but reasonable to assume that

THE KEYSTONE ADJUSTABLE BEZEL

(the name of the great improvement) marks the introduction of an invention at once ingenious, practical, and exceptionally valuable.

This improved bezel is patented, and can only be obtained on Boss, Keystone and Leader cases, but without any advance in price.

THE KEYSTONE WATCH CASE FACTORIES:

19th and BROWN STREETS, PHILADELPHIA.

NEW YORK, 14 JOHN STREET. CHICAGO, 100 STATE STREET.

above it. If a job lot of goods is to be sold at a bargain, prompt pay is given the first opportunity to purchase. If there is an advantage to be first in the field with some new article or some new line of goods, the jobber and manufacturer naturally secures that advantage to prompt pay. Prompt pay is a power, as these few points very plainly proclaim.—*Exchange.*

HANDY THINGS TO KNOW AND KEEP.

Here are some figures and rules very handy to know and have at hand, in the mind or on paper. We advise every young reader to learn most of these "by heart" so thoroughly as to always think of them in an instant. Do it while your minds are young and impressible, and they will stay by you like the marks in the clay of brick, or dough of bread or cake before it is hardened by heat. Older people who do not preserve their papers can cut this out and keep it handy for ready reference.

A Rod is 16½ feet or 5½ yards.

A Mile is 320 rods.

A Mile is 1760 yards.

A Mile is 5280 feet.

A Square Foot is 144 square inches.

A Square Yard contains 9 square feet.

A Square Rod is 272¼ square feet.

An Acre contains 43,560 square feet.

An Acre contains 4840 square yards.

An Acre contains 160 square rods.

A Section, or Square Mile, contains 640 acres.

A Quarter Section contains 160 acres.

An Acre is 8 rods wide by 20 rods long.

An Acre is 10 rods wide by 16 rods long.

An Acre is about 208¾ feet square.

A Solid Foot contains 1728 solid inches.

A Pint (of water) weighs 1 pound.

A Solid Foot of water weighs 62½ pounds.

A Gallon (of water) holds 231 solid inches.

A Gallon of milk weighs 8 pounds and 10 ounces.

A Pint (of water) holds 28⅞ solid inches (28.875).

A Barrel (31½ gallons) holds 4⅛ solid feet (4.211).

A Solid Foot contains nearly 7½ solid pints (7.48).

A Bushel (struck) contains 2150 solid inches.

A Bushel (heaping) contains 1¼ struck bushels.

A Struck Bushel contains about 1¼ solid feet.

A COMMON ERROR.

How frequently do storekeepers carelessly recommend and urge their customers to buy an article they happen to have in stock, or close at hand, or on which they make a little more profit, instead of the article the customer actually wants, and which the merchant knows he came for. In doing this the dealer, though he may be recommending a more meritorious article than that enquired for, takes all the responsibility and risk of the transaction upon himself; for, while the customer buys, the chances are he goes away dissatisfied, and when he has used the article in question, if it does not answer every purpose and expectation, he naturally feels that the storekeeper has cheated him, and loses confidence in him. These little acts committed by storekeepers, without dreaming of injuring themselves, create a sentiment in the community which, in the process of time, undermines their business.

Many dealers have found out, when it was too late, that by recommending base imitations or substitutes, when the genuine was in demand, they have lost a good customer and friend. Verily, "honesty is the best policy."—*Exchange.*

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending in to this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

BUSINESS NOTES.

Mr. A. C. Anderson, of the firm of Lowe & Anderson, has just returned from Manitoba, where he has been pushing business for his firm.

C. D. Edwards, the safe manufacturer of Montreal, after a long up hill fight, has again been compelled to assign. It looks as though Ontario enterprise and competition were too much for Quebec safe manufacturers.

Dissolution.—Most of our readers will be surprised to learn from this issue of our paper that the firm of Thayer & Ellis, Wholesale Jewelers, has been dissolved by mutual consent. Each of the partners will carry on business on his own account in this city.

Mr. Chas. H. Taisey, the Manager of the American Waltham Watch Co., at Boston, dropped in to see us when on his last visit to the city. He looks well and reports the prospect for Waltham watches as being brighter than ever.

Music Hath Charms.—We received a few days ago from Mr. E. W. Whitney, the genial Canadian representative of S. Brainard & Sons, musical house, a choice lot of high class music published by his firm, for which he has our best thanks.

A Large Failure.—The firm of C. T. Picard & Co., wholesale watch importers of Montreal, have made an assignment. Their liabilities are principally in Switzerland. The prospects are at present that the firm will be able to get a settlement with their creditors and resume business.

Flattering.—*The Merchant*, of this city, which we regard as one of the ablest of our mercantile exchanges, does us the honor to reprint in full in their editorial columns, with some flattering comments, our editorial article on "Tribunals of Commerce," published in our November number.

The Lightning Traveller.—Mr. R. Russell, representing the firm of Lowe & Anderson, has been dubbed by his friends "The Lightning Traveller," as they claim that he covers more territory than any jewelry man in Canada. As he sells goods from Halifax, N. S., to Regina, N. W. T., his claim seems to have a pretty solid foundation.

New Jewelry Paper.—*The Jewelers' Weekly* is the name of a new publication lately issued in New York in the interests of the jewelry trade. This new accession to the craft is very tastefully printed, and its editorial and other original matter well worthy of perusal. It aims to give the jewelry trade of the United States trade news weekly instead of monthly, and should win success on its own merits. The Trader wishes it long life and prosperity.

T. C. Carrol, jeweler, of Hamilton, has lately had both the sheriff and the customs' inspector looking after his stock; the former to satisfy unpaid creditors, and the latter to see that Her Majesty's customs had not been defrauded of revenue. It is openly hinted that Carrol himself gave the information which led to the customs' seizure, in order to keep his creditors out of their money, but fortunately they were too quick for him, and the scheme miscarried.

Works of Art.—The lithographed show cards now being sent out by Messrs. P. W. Ellis & Co., to their customers, are beautifully executed in colors, and are artistic enough, if properly framed, to adorn the walls of any house in the country. Not being wealthy enough to spend twenty dollars each for framing them, we have hung them on the walls of our sanctum, as sent out by the firm. We need hardly say they are much admired, and that we have had to buy a revolver to keep our visitors from carrying them away.

A Good Sheppard.—We had a flying visit from Mr. John Sheppard, the New York manager of the Boss Case, about a week ago. Mr. Sheppard has been over in England all summer, initiating the Britishers into the secrets of the Boss Case, and we should judge with tolerable success. A filled gold case appears to be a curiosity in that quarter of the world, and he was often met with the query, "Well, what is your bloomin' case made of anyhow?" Mr. Sheppard reports this fall's trade in filled cases as the best they ever had.

Recovery of Stolen Goods.—We are very glad to learn from undoubted authority that Mr. A. M. Gilpin, jeweler, of Uxbridge, whose

HOLIDAY GOODS.

HAMPDEN,

ELGIN,



WALTHAM,

ILLINOIS MOVEMENTS.

GOLD CASES.---Waltham. A. W. C. Co.

FILLED CASES.---James Boss. B. & B. Dueber.

SILVER CASES.---Keystone. A. W. C. Co. Dueber.

TIMERS in Gold, Silver and Nickel Cases.

JEWELRY.---Gold, Silver and Rolled Plate.

STERLING SILVER.---Spoons and Forks, Napkin Rings, Card Cases, Etc.

MARBLE CLOCKS.---Trip Hammer, Visible Escapement and Gong.

CANES.---Gold, Gold Filled and Silver Headed.

LOWE & ANDERSON,

16 WELLINGTON STREET, TORONTO.

safe was burglarized about a year and a half ago, has, through the efforts of Detective Rogers, been enabled to get almost the entire stock back again. Detective Rogers has done some splendid work during the past year and is one of the rising men in his profession. If success is any criterion of ability, he should soon be at the top of the tree. We congratulate Mr. Gilpin on the fortunate recovery of his valuable stock.

Captain Howard.—We had a call from Captain Howard, of "Gatling Gun" fame, a few days ago, while on his way to Ottawa to interview the Government regarding the establishment of a cartridge factory in Canada. He has selected a place at Lachute, Que., for his operations, and if the Government grant him some small and very reasonable concessions, he will at once proceed to erect and equip the buildings required for such an undertaking. Probably no man in America has had more experience in the manufacture of cartridges than Captain Howard, and if he once gets fairly going in Canada, it will soon make us independent of outside factories for such goods. If his ideas are carried out, the volunteer force should be greatly benefited by the change in the quality and price of the ammunition they use.

The Captain of the Ill-Fated Algoma.—We regret to learn that Captain Moore, the captain of the Algoma that was lately wrecked on Isle Royal, in Lake Superior, is lying at Port Arthur almost at the point of death, from injuries received during the shipwreck. At the time of the catastrophe some unfavorable comments were made by the papers regarding Captain Moore's conduct, but subsequent evidence has fully vindicated the Captain's reputation for courage and self-sacrifice. All accounts now agree that but for Captain Moore's heroism and devotion, that not a man would have been left to tell the tale.

Messrs. John Segsworth & Co., the well-known wholesale jewelers of Toronto, have removed to their new warehouse on Wellington Street east, next door to the Bank of British North America. Their new premises are very centrally situated, on the ground floor, and when fully finished will be one of the best in the city. We are sure that neither Mr. Segsworth, nor the trade who patronize his firm, will regret the want of the two pair of stairs that graced the approach to the old premises. If any more jewelers locate on Wellington street we shall have to get up a petition to the Council to have the name changed to "Maiden Lane."

A Dishonest Express Messenger.—An express messenger named Greene, connected with the National express company, was last month arrested by the customs authorities and committed to stand his trial for systematically smuggling into Montreal large amounts of valuable jewelry and other things without paying a cent of duty. It is said some extensive firms there are involved in the swindle on the exchequer with the prisoner. This is one of the cases in which the customs authorities should have a thorough investigation and punish the guilty parties. A few months in gaol would do these smugglers no harm, and would act as a deterrent to others of that ilk.

A Good Thing.—We have been shown the model of a spectacle and eye-glass case patented by the Montreal Optical and Jewelry Co., which they intend putting on the market early next year. The importance of this case to jewelers can hardly be estimated, as it enables them to keep their stock in first-class order, avoid duplicating unnecessary numbers, and always know when they are out of any line of goods. Jewelers as a rule do not seem to recognize the importance of keeping up the spectacle trade, and consequently the country is overrun with pedlars, who very often make sales that they would not make if the jeweler kept his stock nicely. Spectacles are a good paying line, and if kept in a show case such as invented by the M. O. & J. Co. will give very little trouble to the seller.

A Good Investment.—A well planned but unsuccessful attempt to burglarize the banking house of A. W. McIntyre, at Dutton, Ont., was made since our last issue went to press. Mr. McIntyre personally seems to have closed his bank about eight o'clock on Saturday evening, and on Monday morning when his clerk opened the doors he was surprised to see a number of tools scattered around the office and the door of the vault broken. An examination showed that the burglars had been foiled in their attempt to break into the safe which was in the vault. It was one of Goldie & McCulloch's steel burglar-proof safes. A hole had been drilled into the door a short distance, until the steel was reached, but the cracksmen, although apparently professionals at the work, could get no further and had to abandon their task. There was $5,000 in the safe at the time, and that the fellows did not secure this rich booty is to be ascribed to the excellence of the safe which is of novel construction and especially made to resist any such attempts that might be made upon it.

Bull Proof Safes.—Everyone has heard time and again of burglar proof safes, but a bull proof safe is a new wrinkle in the safe line. A few weeks ago while a large herd of cattle were passing along Front street, a wild bull who had been cavorting around much to the terror of our citizens generally, suddenly took the notion into his head to explore the interior of Messrs. J. & J. Taylor's show room and put their safes to a practical and unusual test. Dashing through the door he fiercely attacked a monster safe just ready for shipment and battered it with his head to his heart's content. It was no go, however. The safe stood its ground in great style and didn't scare worth a cent. The upshot of the engagement was that his bullship finally got discouraged and made a hasty exit through the plate glass window without stopping to give the firm a certificate of the durability of their safes or paying for the damage he had done. Messrs. J. & J. Taylor can now announce that their safes are fire, burglar and bull proof, and look to a discriminating public with renewed confidence for a liberal share of their patronage.

Mummy's Eyes.—The other day while we were talking to Mr. P. W. Ellis, the well-known jewelry manufacturer, that gentleman produced something from a recess in his cabinet and asked us if we could tell what it was. The nearest guess we could make was that it was the half of an onion that had been pickled in curry and then hardened by some process; an absurd guess, but it was the best we could do. Mr. Ellis then informed us that it was one of a number of petrified mummy's eyes, which had been left with him by a returned missionary from Peru, for the purpose of having them mounted up as ornaments. He explained that these eyes are taken out of the mummies that are to be found in the old burial mounds of that country. It appears that the mummies—unlike those of Egypt—were not regularly embalmed, but owing probably to some peculiarity of the soil have become completely petrified. These eyes, which are of an opalescent yellow color, are now used in the manufacture of jewelry, and it is said that when polished and properly mounted they have a pleasing effect. Perhaps our taste may be depraved, but if Mr. Ellis ever wants to present us a testimonial as a slight token, etc., we fancy we would just about as leave have a first quality diamond of the same size as a mummy's eye. Probably that is where he and ourselves would differ.

Don't Wear an Overcoat.—The London, England, *Lancet*, probably the highest medical authority in the world, in a recent issue condemns the practice of wearing overcoats as injurious to the health and asserts that more colds are contracted from this cause than any other. It recommends the wearing of one coat of sufficient thickness to keep the body comfortable, and that instead of wearing an overcoat in cold weather that a heavier undercoat be substituted for the lighter one. This advice may be all very well for the editor of the *Lancet*, but if he were in the same financial condition as the editor of The Trader whose funds only enable him to sport one coat of any kind at a time, he would vote the ordinary Canadian overcoat a great invention. The public generally, let alone the editors of trade papers, are rarely millionaires, and until they arrive at that stage of independence so that they can buy as many coats as there are days in the year they had better follow our plan and hang on to the reliable old overcoat.

Our Old Friend Sam Hughes, editor and proprietor of the *Victoria Warder*, of Lindsay, has some very kind things to say about The Trader in a recent issue of his paper. He also refers in a very kind manner to the enterprise of P. W. Ellis & Co., of this city, also old friends of his. We notice Mr. Hughes has got himself into some trouble by his outspoken remarks about the small-pox epidemic at Montreal. We back the *Warder* up in its remarks anent the French people and the small-pox, and if people are so thin skinned that they cannot bear to hear the truth kindly but pointedly spoken, then the sooner they are translated to a brighter and better world (provided always that their mode of exit does not interfere with the health of their neighbors)the better for the country. Talking about French bigotry in reference to vaccination as a preventive, if the disease is not speedily stamped out in that city we shall advocate the interference of the Dominion Government and the application of such rigid measures as are used to stamp out

THE

R. F. S. & Co.

ROLLED PLATE CHAINS

—ARE THE—

BEST.

the foot and mouth disease amongst cattle or the cholera amongst hogs. If such people have no regard for their own lives they should at least be made to have some regard for that of their neighbors. Like all Ontario people we have nothing but sympathy for our fellow countrymen in Montreal, but we should like to see them wake up to the realization of the fact that this is the nineteenth century and that small-pox is a preventable disease if cleanliness and common sense are exercised.

A Strange Case.—Davis & Petty were a firm of jewelers doing business in the town of Lindsay, Ont. Mr. Davis, the senior partner, becoming tired of the business sold out his interest to his partner, who paid him part in cash and part in a patent right to sell the Culp Motor in a specified district of Ontario. Mr. Culp, who is a brother-in-law of Petty's, then took a chattel mortgage on the entire stock belonging to the business (which has since been carried on in Petty's name) as security for a previous account and the new liability incurred by the advances of cash and patent right made to Petty when buying out his partner's interest. At the time the above transaction was effected the firm of Davis & Petty owed money to several other wholesale houses besides S. T. Culp, and these jobbers have therefore found themselves out in the cold, Mr. Petty refusing to pay any money except to the holder of the mortgage. A few months ago these jobbers entered an action at law for the purpose of setting the mortgage aside as illegal, on the ground that the transaction although apparently between Davis and Petty was in reality between Davis and Culp. They contend that Mr Culp had practically bought out Davis' interest and then sold it to his brother-in-law and thus constituted himself a partner in the business. The case was tried a few weeks ago and a decision rendered against Mr. Culp and in favor of the other creditors of the estate. This decision of the court we understand Mr. Culp has appealed against so that it has now to go before a higher court for a final settlement. The case is a very important one to the trade, and its decision will be looked forward to with a great deal of interest. We shall have something further to say about this when we know how the appeal has been decided.

One Year's Work and its Results.—Such is the heading of an open letter to the people of Lindsay, and recently published in the *Victoria Warder*, by Mr. George W. Beall, jeweler, of that town. After referring to the fact that it was just one year since he had lost his all from burglary, and that he never knew how many friends he had until his time of trial came, Mr. Beall tells how generously his creditors dealt with him and how staunchly his friends stood at his back and helped him through. This letter has the true ring about it, and we reprint the following extract from it to show not only that Mr. Beall has great cause for thanksgiving but that honest and upright dealing with the public is bound to bring its reward. He says: "The past year has been one of unusual anxiety to all business men. I have certainly not made a fortune, but I have great cause to be thankful for the moderate prosperity attending me, when so many wealthier and stronger houses have barely held their own, and others failed and have been wiped out of existence altogether. I have gained confidence in myself; I have proved myself worthy of the confidence and trust reposed in me by my friends who helped and assisted me with the use of ample capital. I find my store filled with the finest and most valuable stock of watches and jewelry ever brought to this town. I owe no man an overdue account; no man has had to ask twice for his money." We are glad to be able to congratulate Mr. Beall upon his past success and future prospects, because we are satisfied he fully deserves them. When he was robbed he did not sit down and commence to whine, but faced the situation like a man and made up his mind to retrieve his fortunes as soon as possible. In the face of the fact that jewelers not a thousand miles from Lindsay, who have had no drawbacks of such a kind as he has experienced and are still unable to pay their honest debts, Mr. Beall's success seems like an emphatic endorsation of the old adage that "Honesty is the best policy," and we are sure that the trade generally will join with us in wishing him continued success.

Skipped.—Probably nothing in the jewelry trade has occcasioned more comment than the closing up of the Woltz Bros.' business and the skipping out of A. S. Collver, the late proprietor of that business. The facts of the case appear to be that Mr. Collver owed the firms of I. Joseph & Son, and Schwob Bros., both of Montreal, somewhere in the neighborhood of $20,000, they having sold the business of Woltz Bros. to him for that amount last spring and taken his unsecured notes therefor. Finding that the speculation was not likely to be a successful one for himself, Collver opened negotiations with the firms above mentioned for the purpose of selling the business back to them. Failing to come to terms at once, Collver in the meantime, while negotiations were still going on with Messrs. Joseph and Schwob, sold the entire business to a distant relative of his, Mr. Frank L. Culver, of Bay City, Michigan, for the sum of $9,000, and then discovered that he had important business across the line. If this sale is a legal one it leaves all his creditors out in the cold and is one of the sharpest things that has been done in Canada since we landed in the country. Messrs. Joseph and Schwob are hard at work at present fighting the validity of the sale and with apparent ground for success. They say that if there is law and justice in Canada they will see this case through if it takes all there is in the estate to do it. In the meantime the sheriff has possession of the business and will continue to hold it until the case is finally decided, which will probably not be before January next. While we have nothing to say about the present proprietor who may have bought the stock in all innocence of the true state of affairs, it must be confessed that on the face of it the whole thing looks like a job to do the creditors out of their money. Considerable sympathy has been expressed for Mr. A. S. Collver, on the ground that before he went into the Woltz business he was an independent farmer worth some $60,000, and that he has lost it all in this very business by magnanimously giving up his security when the Woltz Bros. failed. While this may be the case, and Mr. Collver has paid dearly for his experience, we cannot see how any honest person can condone such a palpable swindle on his creditors as this act of his undoubtedly is. We have no language too strong with which to characterize such conduct, and for the good of the trade generally, if for no higher motive we shall be glad to hear that the sale has been set aside, and that Mr. Collver has been made an example of.

WORKSHOP NOTES.

Bows.—Whalebones can be reduced in strength or rendered more uniform by being filed with a fine rasp, or by scraping their surface with a piece of broken glass. If, instead of fixing a brass end with a hook to the bow, it is desired to form a hook of the whalebone itself, hold the extremity in boiling oil for a short time, when it will soften; then form the hook, maintaining the whalebone in the required position until sufficiently cool to set. Recently, a form of bow has been introduced that consists of a brass handle into which slides a steel wire bent into the requisite form; the strength of course, depending on the thickness of steel wire used.—*Saunier.*

Plaster of Paris Casts.—The article is copied in soft yellow wax. Then take gypsum flour, as much as you think necessary, and stir it with water into a liquid paste. Take a fine camel's-hair brush, and cover the cast first with a thin layer of this paste, then fill the cast full with it, and let it harden. If you do not take the precaution of first coating your cast, you will never have a clean copy; will always be full of air blisters and holes, originating from the confined air. Should the gypsum flour be old and refuse to set, add one or two drops of sulphuric acid, and it will act as if fresh.

To Temper Case Springs.—Draw the temper from the spring, and fit it properly in its place in the watch; then take it out and temper it hard in rainwater,(the addition of a little table salt to the water will be an improvement), after which place it in a small sheet-iron ladle or cup, and barely cover it with linseed oil; then hold the ladle over a lighted lamp until the oil ignites; let it burn until the oil is nearly, not quite, consumed; then cover again with oil, and burn as before; and so a third time, at the end of which plunge it again into water. Main and balance springs may in like manner be tempered by the same process; first draw the temper and properly coil and clamp, to keep it in position, and then proceed in the same manner as with case springs.

To Test a Balance Spring.—A correspondent writes: "I send you the following method for mounting a hair spring, which I think is as good as any I have ever seen or read: I select a spring of the proper size, fasten it on the upper pivot of the balance with a small piece of beeswax; then with my tweezers, taking hold of the coil that lies between the regulator, I vibrate the balance, resting the lower pivot on the glass top of the movement box, in which there is a movement running, the balance vibrates the same number of times as the one I am at work on. You will perceive the result. The going

An Open Letter to the Trade.

OFFICE OF

THE ACME SILVER CO.,

9 & 11 Church St., Toronto, Ont.

We have received (from friends and customers, during the past two months) information that two representatives of a foreign plating concern, located in Canada, have been spreading reports detrimental to THE ACME SILVER COMPANY.

Among these reports are the following that, (in the interest of our customers), we are compelled to notice:—

"That we do not produce first-class goods, but that all of our goods are light plate.

"That we are not manufacturers, but only have a repairing and plating shop.

"That we have no financial standing, and will not exist six months."

To those who have handled our goods, or have been in our factory, no explanation or denial is necessary, but to such of the Trade that are not so well acquainted with us, we beg to say:

That these men are stating what they know to be false. One of these individuals represents himself as the agent of The Meriden Silver Plate Co., that has ceased to do business in Canada, and should therefore be treated as an imposter.

The well known reputation that the goods of the Meriden Silver Plate Co. attained, while under the management of the present officers of The Acme Silver Co, is a guarantee of their ability to produce goods equal to any in the market, and we can assure the trade that we shall be as careful of our own reputation as we were of that of The Meriden Silver Plate Co.

It is a well known fact, that as soon as a domestic Company attempts to compete for a share of the plated-ware trade of Canada, the foreign Company before alluded to, assail them with all manner of abuse, and circulate rascally reports, calculated to forestall the good opinion of the trade, and the representatives of this concern are only too willing tools in the hands of an unscrupulous management, and endeavor to make up for their lack of ability to sell goods, by misrepresenting and depreciating the productions of other makers. Both representatives and management, have rendered themselves liable for criminal action for libel, which, in self defence, we may have yet to enforce.

All makers of Silver Plated goods, buy more or less in metal from other factories. We are no exception to this rule, but the greater part of our goods are manufactured by us on our own premises from the raw material.

We are now putting in some new and improved machinery, and intend to further increase our line of home productions. All goods bearing our trade mark are plated quadruple plate on hard, white metal, and warranted for twice their cost, to wear as long, and give as good satisfaction, at far less price than those of most other makers.

If a demand for goods is any criterion of their appreciation, the trade must have a good opinion of our efforts to give them reliable goods at fair prices.

Our goods are stamped with our own name. We do not rely upon the posthumous reputation of a bygone age.

We are here to answer for the quality of our goods, and are content to accept failure or success, according to our merits.

Yours truly,

THE ACME SILVER CO.

balance is directly under the glass and the balance I hold is directly over, and the least vibration can instantly be detected. Move the tweezers until the beats are alike. The right place for the regulator pins is a little in front of the point where you grasp the balance spring. Since I have used above method, I have never had to pin a spring the second time."

THE BENCH OR BOARD.—Cl. Saunier says that the bench or board should be fixed in front of a large window that affords a good light. The various hooks, recesses, etc., for holding the bows, files, hammers, etc., as well as the drawers, should be well in sight, not only in order that the hand can at once take hold of whatever tool is required, but also to enable the workman to restore them to their place immediately after use. By doing so he will have no occasion to retain on the bench any but those tools that are frequently or constantly in use. It is an excellent habit, conducive both to well-planned and rapid work, and which can be easily acquired by a little attention during an apprenticeship, to place the same tools always in the same places, as the bench will then never be encumbered. By this means loss of time in turning over a number of objects in order to find one that may be small is frequently avoided. This observation is of minor importance to specialists who require but a small number of tools; but it is of the greatest importance to a workman who is engaged in the repairs of watches.

OTHER NOTES.

A Cincinnati man claims to have a wife so hot-tempered that he can light his cigar from the flash of her eyes. He made a good match when he married her.

A Thorndale doctor the other day got in a fresh supply of vaccine points and some of them happened to be exposed to view on his counter. A burly farmer from that neighborhood was in at the time and amused himself by using one of the points as a tooth pick, pricking his gums in the operation. It "took" in the most approved style, and the man is now in possession of a mouth that is crowding all the other features of his face out of shape.

TURPENTINE IN INFECTIOUS DISEASES.—H. Vilandt writes in the *Ugeskrift for Laeger*, concerning the value of oil of turpentine in the treatment and prophylaxis of diphtheria and the exanthematous diseases. He states that he has never seen any of these diseases spread from a sick child to other members of the family when this remedy was employed. In many of his cases no isolation could be attempted, as the mother was the only female in the family, and was obliged to take care of both the sick and the well, continually passing back and forth from one to the other. His method was to pour from twenty to forty drops of a mixture of equal parts of turpentine and carbolic acid into a kettle of water, which was kept simmering over a slow fire, so that the air of the sick room was constantly impregnated with the odor of these two substances. He claims also that by this means a favorable influence is exerted upon the exudation of diphtheria, although it is by no means curative of the disease, and should never be relied upon to the exclusion of other remedies.

ENGLAND
Gold & Silver Jewelry.
AMSTERDAM Diamonds. SWITZERLAND Watches.
AMERICA
Jewelry & Watches.

Mr. Campbell, representing us in Western Ontario, will be actively engaged among our patrons during the month.

Having secured the sole agency of many important English and American Special lines, we trust we may be enabled to gratify our customers, both in quality, style and price.

ROTHSCHILD & CO.,
8 KING STREET WEST, TORONTO.



No. 156 Gold Flowers and Leaves.

I ASK the attention of——
RETAIL JEWELERS
to the Goods illustrated by the accompanying cuts. My goods will be found to be unique in design, and of first-class finish, and those who have bought them, say that they are better for the money than any other they have ever had. My horseshoe silver brooch, although imitated by other makers, still remains the best in the market.



No 157 Gold Flowers and Leaves.

I make all the goods I sell, and having had eighteen years' experience in the manufacture of Jewelry in England, I consider myself well qualified to cater for the wants of the trade in this country.

My prices are very low, and I warrant every article I sell. Send for samples and prices, or call and see me when in the city. Engraving best and cheapest in the Dominion.

A. M. WELLINGS,
26 Adelaide St. East, Toronto.



No. 135 Gold Nails and Tips.

FOR SALE.

A good chance for a Watchmaker or Jeweler to step into a well-established business, one of the finest towns in Ontario—county seat. Location best in town. No old stock. Stock, Fixtures, Material, etc., will invoice $3,000. Will reduce it to $2,000 if purchaser wishes. Big run of work, enough for two men. Good prices for work. Reasons for selling: Am in other business and cannot attend to both. None but cash buyers or approved security need apply. Possession given at once.
Address,
J. F. BERINGER,
PICTON, ONT.

WATCHMAKER'S APPRENTICE,

Three years' experience, would go under instructions for six months or one year, strictly temperate, wages no great object.
Address A. S. R., Box 56,
LITTLE BRITAIN, ONT.

C. W. COLEMAN,

10 KING ST. WEST, (up-stairs),
TORONTO,
WATCHMAKER TO THE TRADE
AND DEALER IN
Watch Material, Tools, Spectacles, &c.

Complicated Watches repaired, adjusted and cleaned. Broken or imperfect parts in every make of Watch replaced by new. GOLD DIALS re-figured.
Also Jewelry Jobbing, and manufacturing of Special Designs, Engraving, &c.

Spectacles at 65 cts., $1.00, and $3.00 per Dozen.
Samples of above three lines sent prepaid for 50 cts.
Orders to receive prompt attention must be accompanied with city reference or the cash.

T. WHITE & SON,
MANUFACTURING JEWELERS,

Lapidaries & Diamond Setters.
39 KING ST. WEST, TORONTO.
Canadian & Foreign Stones Polished and Mounted
——FOR THE TRADE.——
N.B.—A variety of Stones and Imitations of all kinds in Stock.

XMAS ANNOUNCEMENT.

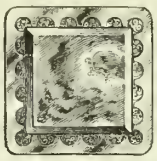
We are now showing pretty designs in Marble, Ebony and Black Walnut Clocks; also great varieties in American Nickel Clocks.
The very latest in Silk Guards and mounted Alberts, specially for the holiday trade.
Our stock is complete in all kinds of Watch Glasses.
Parties wanting to sort up with Xmas Goods will do well to call.
All orders promptly attended to.

E. & A. CUNTHER,
Importers and Wholesale Jewelers,
COR JORDAN AND MELINDA STREETS.


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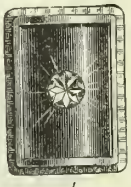
THE AMERICAN LEVER.


1601

THE FAULTLESS

Cuff and Collar Button.

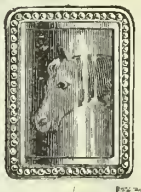

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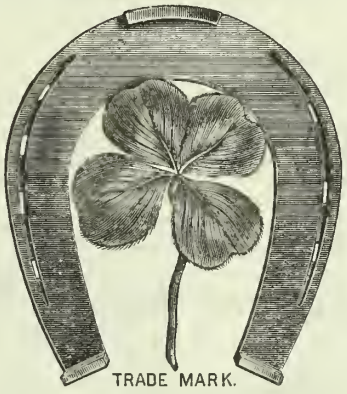

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Perfectly Simple!



BUTTON OPEN.



Simply Perfect!



BUTTON CLOSED.

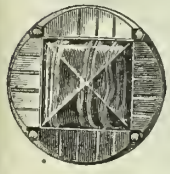

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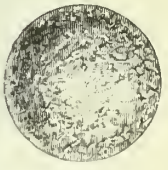

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WE BEG to present herewith to the notice of Canadian Trade, Cuts of a few of our most popular styles of Sleeve Buttons.

All goods of our make bear on their post the imprint of our famous Trade Mark, the HORSE SHOE AND CLOVER, and no others are genuine American Levers.

For sale by all leading Jobbers throughout Canada.


81/


603

HOWARD & SON, MAKERS,

102 Orange Street, PROVIDENCE, R.I.

Salesroom, 176 Broadway, New York.

WE SELL TO JOBBERS ONLY.


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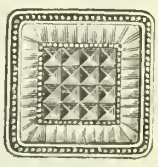

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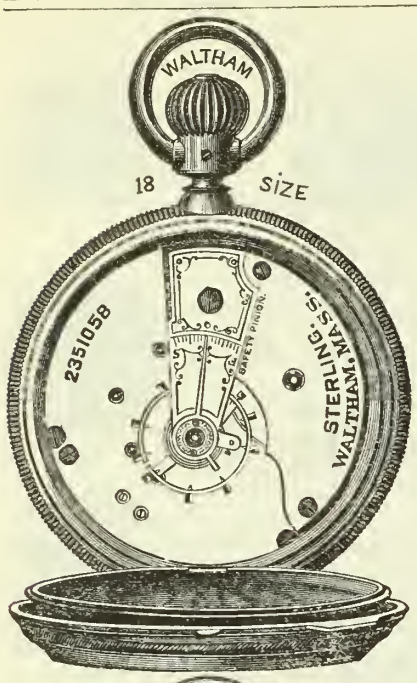

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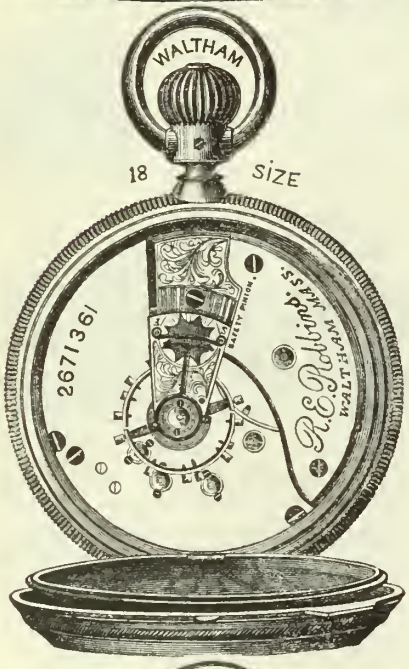

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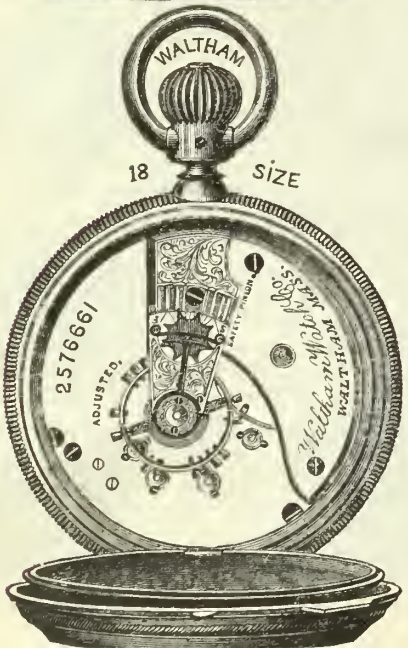

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728







American Waltham Watch Co

WALTHAM, MASS.

WALTHAM

FULL PLATE MOVEMENTS

—FOR

OPEN CASE STEM WINDERS,

—MADE TO—

SET BY THE PENDANT ONLY,

Doing away with Inside Hand-Setting Lever.

A Complete Assortment of Gold and Silver Cases on hand to fit any of the above Pendant Setting Movements.

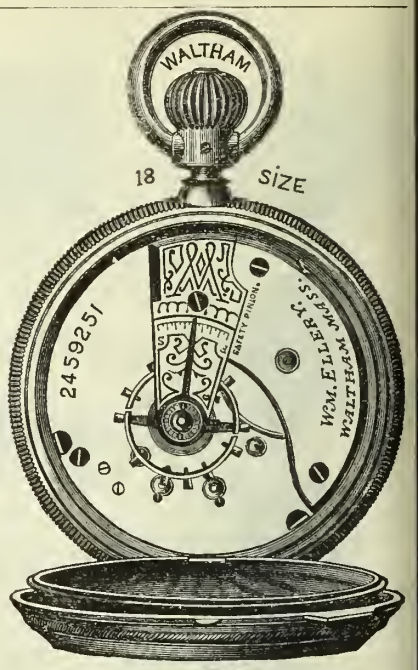
All Pendant Setting Cases will take any American Full Plate Movement with Female Winding Pinion.

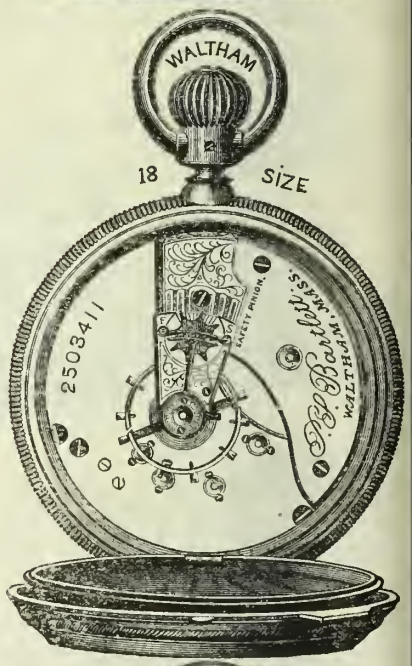
ROBBINS & APPLETON

GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

LONDON. SYDNEY.







SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.



Cheapness



Quality.



Durability.

Gold and Silver Watch Cases.

The attention of the Retail Jewelry Trade of Canada is directed to the Watch Cases, both of Gold and Silver, manufactured by the American Watch Case Company, of Toronto. Every Case made by this Company, and bearing any. of the above Trade Marks, is guaranteed to be of the quality stamped upon it, according to the U. S. Mint assay.

The American Watch Case Company invite the Trade to carefully examine their goods and compare them with those of other makers, and recommend them as being equal in quality, workmanship and finish, and lower in price, than any other Cases sold in this market.

These reliable goods can be obtained from any of the Wholesale Jewelers belonging to the Canadian Association of Jobbers in American Watches, at the prices and on the terms laid down in the Company's printed Price Lists. They are guaranteed to be the best value Watch Cases now offered for sale in Canada, and dealers will consult their own interests by insisting on getting them and no others, whenever they are in want of any goods of this kind.

Remember that by keeping Cases made by the American Watch Case Co., of Toronto, you are not only saving money, but dealing in Cases that are guaranteed to be as represented, and to give satisfaction to both dealer and wearer.

THE TRADER.

TORONTO, ONT., JANUARY, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

OUR NEW YEAR'S GREETING.

The year 1885 is now a thing of the past, and we have already crossed the threshold of the New Year 1886. There is no secession or retrogression in the march of Time, it is always "onward," "onward." Few of our readers, we trust, that look back upon the year that has just passed away, have cause for any other feeling but that of thankfulness for the blessings that they have enjoyed during its continuance.

As a people, we have ample cause for rejoicing. Although the early part of the year was overshadowed by rebellion and bloodshed, every true Canadian is proud to know that the loyalty and devotion of our citizen soldiers was amply sufficient to quell it in a very few weeks. While we are proud of their valor, and have emblazoned their deeds upon the pages of our national history, we must not forget to perpetuate the memory of the heroes who fell in defence of law and order, and to sympathize with those whom they have left behind. In some cases their widows and orphans are in destitute circumstances, and it should be one of the country's privileges to keep them from feeling the loss of their natural protectors. The rebellion, although unfortunate in many respects, has not proved entirely a curse. It has shown to ourselves and others that we are a power not to be despised; it has knit our provinces closer together and done much to promote a national feeling, and it has also brought our country more prominently before the world's notice than it ever was before.

Our people are beginning to have faith in their own country and its resources, and what is better, to have faith in themselves.

The opening of the Canada Pacific, giving as it does an all rail route through our own territory from ocean to ocean, cannot fail to be productive of great results in the near future.

The season's crop, taking everything into consideration, has been more than usually abundant, and prices are high enough to warrant a fair return to the farmer for his labor. Although trade generally has been somewhat depressed, we think that Canada has cause for thankfulness, inasmuch as she has not felt the depression nearly as severely as many other countries. Trade with us has been fairly good, and those dealers, who, profiting by past experience, have kept their expenses down and their business well in hand, have very little cause of complaint.

The outlook, although not particularly rosy, promises a fair return to those who run their business on strictly business principles. Someone has said that "success is the greatest of virtues," but be this as it may, success can almost invariably be conquered by those who go into the fight properly equipped and with the determination to win.

For ourselves, forgetting the dark days and remembering only the sunshine, we look back to the past with thankfulness, and as we think on all the way through which we have been led, we look forward to the future with renewed courage and hopefulness.

We trust that to every one of our readers, this year on which we are just entering may bring prosperity in a very large measure and health to properly enjoy it. To our readers, one and all, we metaphorically hold out our hand and wish them, in all sincerity, "the Compliments of the Season and a Happy New Year."

OURSELVES.

To most of our readers the present form of THE TRADER will be an unexpected, though we trust not an unwelcome surprise. We have long been of the opinion that the jewelry trade of Canada should have a representative journal worthy of them in every respect; but hitherto, financial reasons made the carrying out of the idea an impossibility. Without being egotistical, we think that, as far as regards paper and typographical work, THE TRADER will now bear comparison with any of the jewelry journals on the continent; it certainly is a great advance on anything of the kind ever before attempted in the Dominion, and therefore, all the more worthy of the support and co-operation of the trade. One unique feature of this journal is, that we furnish it to our readers free of charge, and all that we ask of them is to read it through. If they do that every month, and we aim to make it so interesting that they will do so on account of its merits, we shall feel ourselves amply repaid so far as they are concerned. The changes and improvements which our readers will notice in this number have not been brought about without large expense, which outlay we trust will be recouped by the increased advertising patronage that we expect to receive in consequence of the greater interest that our readers will take in the improved journal.

As we have said half-a-dozen times before, we have always aimed to make THE TRADER useful to the jewelers of Canada, and to run it in such a manner as to promote their best interests. What the measure of our success has been we leave to the trade themselves to say.

We have always advocated fair play as between the Manufacturer, Jobber and Retailer, and we are glad to know that in the greater protection now afforded to retail merchants, this journal has played no unimportant part. Our columns are now, and have always been, freely opened to the members of the craft throughout Canada for the purpose of discussing any trade abuses or topics on which they think an interchange of ideas would be profitable. While they have not taken advantage of the publicity thus afforded as fully as they might have done, we are glad to see that the practice is growing. It is of almost incalculable advantage to any trade to have an organ which circulates through its entire membership. By such means an interchange of ideas can be effected that could take place in no other way. We trust, therefore, that in the future

our columns will be more frequently used by jewelers than ever before, and that the discussions which follow therefrom will be productive of benefit all around. Our jewelers are as intelligent as those of any other country, and many of them—as the columns of our back numbers will testify—are capable of writing letters of which any person may be proud. This gift should be cultivated, and we therefore say to any of our friends : if you have anything that you want to say to your fellow-craftsmen put it on paper and send it to THE TRADER, and we will see that it is brought to their notice.

" Our Help Column " is a new feature that we think should be of great benefit to the trade. If you want to sell your stock, or any special article ; if you want a journeyman watchmaker or salesman ; if you want a situation yourself, we offer you the use of " Our Help Column " free of charge. As THE TRADER is sent each month to every dealer in jewelry and kindred goods in the Dominion of Canada from the Atlantic to the Pacific, our readers in want of such help will see that our columns offer them a publicity amongst the very people they want to get at, as large as all the ordinary newspapers combined. We offer its aid free of charge to the trade, and we trust that they will avail themselves of it as freely as it is offered.

We need hardly say to our readers that we trust that the advertisements of the many first-class houses who use our columns as a means of reaching them may be read with increased interest. Such advertisements are practically monthly messages from our manufacturers and wholesale dealers to the trade, and it is to the interest of every retail merchant to know who are the live men in the trade, and what are the right kind of goods to buy. To a wide-awake merchant our advertisements should be neither dry nor unprofitable reading, but he may find in them hints that may save him money when he wants to buy goods. We have always refused to insert the advertisements of houses of doubtful reputation or standing, and our readers may rely upon it that we shall be as careful in the future in this respect as we have been in the past.

JEWELRY AUCTIONS.

Never since we can remember has the jewelry trade in this city been so thoroughly demoralized. One firm after another has commenced auctioning off their goods, until at the present time of writing, there are no less than five reputable establishments selling off their entire stocks in this way, for the benefit of the general public and the ruin of their competitors. If there is any one thing that is more calculated than another to demoralize the jewelry trade, it is an auction sale of good stock by a reputable man; and the higher the standing of the firm running such a show the worse for the trade generally. While it may for the time being benefit the merchant who does it at the expense of his opponents who refuse to sell goods outside of the regular methods, we are strongly of the opinion that such sales act as trade boomerangs, which will assuredly rebound in such a way as to do the promoter more harm than the transient excitement and sales can possibly do him good. Such sales are usually a fraud. If fine quality goods are offered, money is sure to be lost by the seller; as a rule therefore, the goods offered in this way are specially got up for such trade, and are in the long run ruinous to the reputation of the person selling them. Because of the reputation of the house, people may be caught once, but they are rarely fooled a second time. To put the matter concisely and in plain English, if a merchant sells fine goods by auction on which he knows he is bound to lose money, it is because he is in difficulties and is forced to sell; if he sells by auction of his own option and for the purpose of making money out of such sales, he must and does sell inferior goods in order to make it pay. In either case the ultimate effect is a disastrous one so far as his regular trade is concerned. We regard auction sales by the Sheriff or other properly constituted authorities as bad enough, but when the members of the trade themselves deliberately set about such a thing, surely it is time to cry a halt. We have before had occasion to condemn in language as plain as we could make it, this demoralizing and unbusiness-like practice, and we think that if the retail trade form an association, one thing they should ask of the jobbing trade is, that they should refuse to sell a man watches and jewelry who deliberately demoralizes the trade by offering them to the public by auction. We think that such a rule would be to the benefit of the jobbers themselves, as it would encourage legitimate and careful dealers to lay in better stocks of goods with the feeling that they could fairly expect to sell them at a reasonable profit. As things are at present going on in this city legitimate dealers are finding themselves left almost out in the cold by the auctioneer merchants, and bound either to follow their example or carry over a lot of goods into stock-taking that they should have sold during the holiday season. We notice that a strong move in this direction is at present being made by the retail trade in the United States, and we think that if the jobbers do all in their power to carry such a reform through they will benefit themselves fully as much as they will the retail trade.

PROTECTION TO RETAILERS.

The retail jewelers of Canada will, no doubt, by this time, have made up their minds that, so far as the Canadian jobbers are concerned, they will henceforth be amply protected from those two trade abuses about which they have so long and bitterly complained, viz.: retailing by jobbers, and selling at wholesale prices indiscriminately to dealers other than jewelers. This is a matter for sincere congratulation, and we have no doubt but that the trade will very soon feel the benefit of this protection in the shape of increased sales and better prices. When the Canadian Association of Jobbers in American Watches have made it one of their rules that a persistent violation of the above articles of Protection to Retailers shall disqualify them from the benefits which accrue from its membership, all they can then do is to see that their own regulation is strictly carried out.

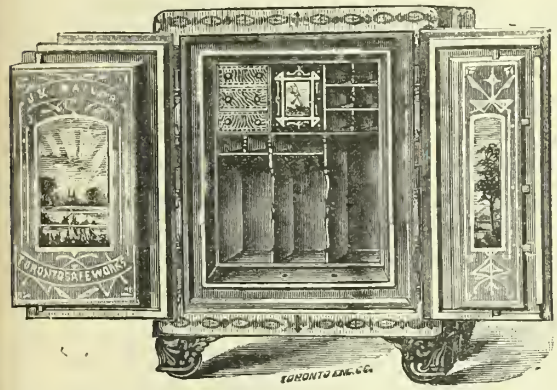
But while their part ends here, that of the retail merchants themselves only commences. If the jobbers enforce these safeguards ever so faithfully, it will go but a short way towards making the retail trade healthier, if the retail jewelers do not immediately bestir themselves on their own behalf. What our retailers want to do now, is to form district organizations for their own benefit and mutual interest, and we believe we are safe in saying that if they are willing to do so in a fair and impartial manner, they can do far more for themselves than any other body can do for them. In our opinion, the worst of all trade abuses is due to the actions of retailers themselves, and were they to mutually agree to reform these abuses, it would

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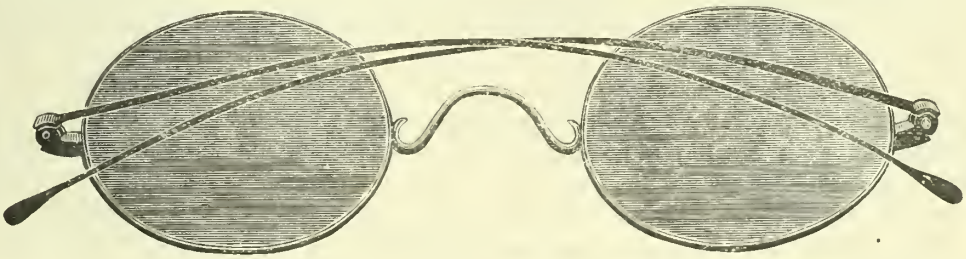
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make the jewelry trade a healthier and far better paying business than it now is.

Our correspondent, H D., whose letter will be found in another part of this issue, has had in his experience a practical knowledge of more than one of these abuses, and everyone who reads his letter must admit that such things can only be regulated by concerted action amongst the retailers themselves.

Nine-tenths of the abuses and drawbacks in the jewelry business are occasioned by the greed or shortsightedness, not of the jobber whose interest is identical with that of the retailer, but of the retailers themselves, and with themselves alone lies the remedy.

Will they band together and look into these matters and then take steps to counteract them, or will they sit quietly by with folded hands and expect others to do it for them?

So far, we are afraid our retail jewelers have quietly let things drift, and been content to kick only in a mild way; but all such kicking has been done by individuals and in the quietest manner possible.

Things in the retail trade have now reached such a stage that prudence demands that there should at once be vigorous and concerted action amongst the retailers themselves if they want to make their business financially healthy and worth following.

Of course we do not want our readers to infer that the jewelry business can't be made to pay under the existing circumstances, but we do wish very plainly to state, considering the skill and capital required for its successful carrying out, that on account of abuses that can easily be cured by united action amongst retailers themselves, it does not pay one-half as well as it should do.

As several of our correspondents have plainly pointed out, many of our jewelers are selling not only their goods, but their services as skilled mechanics at about cost, instead of at a fair living profit, and are thus spoiling their neighbors' business without doing their own any good.

This is not as it should be, nor as it might be were the trade to put their heads together and insist upon having a fair return for the skilled work of their hands and brain and the capital they have invested in their business.

In our opinion, retailers want to be protected against themselves as much, if not more, than anyone else, and the sooner they set about reforming these trade abuses, the better for them. The remedy lies in their own hands, will they apply it?

In this connection we have a suggestion to make. Perhaps in no place in Canada is the trade more cut up, on account of competition, than in Toronto, and certainly in no place are those curses of legitimate business, auction and discount sales, more frequently to be met with. Now then will the retail jewelers of Toronto, who have probably more abuses to contend against than any other city in Canada, set the example and organize for the purpose of putting the trade upon a common sense basis ? If there is not life enough in the members of the trade to help themselves, they must continue to suffer, but let it be in silence, for no one will take any heed to the complaints of those who, having the power, are either too timid or apathetic to help themselves.

We could, did space permit, enlarge considerably on this important subject, but we withhold anything further at present; in our next we propose to point out a few of the abuses that are demoralizing the retail trade, and show how they can be remedied.

CUSTOMS SEIZURES.

As long as people in their haste to get rich, will persist in smuggling, so long will the customs authorities, in the discharge of their legitimate duties, be compelled to make seizures of goods thus fraudulently brought into the country. Instead of being blamed, these customs authorities are deserving of credit, and honest traders should at all times render them whatever aid they can in helping to bring the guilt home to those parties violating the law. By so doing, they are not only crippling unfair and injurious competition, by making such competitors buy at the same prices as law-abiding merchants are compelled to do, but they prevent the demorilization of trade that is sure to take place where smuggled goods are put in cut-throat competition with regularly imported stock.

When we say, however, that the customs authorities are therefore entitled to consideration and respect in the performance of the necessary though disagreeable duty of seizing smuggled goods, we do so with the qualification that such seizures should be made on good grounds, and that the details are carried out in a business-like and gentlemanly manner. Customs officers are invested by the law with a great deal of power, and may, if they choose, exercise it in a very arbitrary manner, to the hurt and discredit of those whose goods they are compelled to attach. We are glad to say that so far as Canada is concerned, our Customs officials as a rule, are not only thoroughly painstaking and honest, but where seizures have to be made, it is done in such a manner as to cause as little friction and loss as possible.

We are sorry to say, however, that to this high standard there are some very notable exceptions, the worst of which is probably Mr. Mingaye, Collector of Customs at the City of Winnipeg. We have had occasion to refer to this gentleman before, for he has made himself a terror to every merchant, whether honest or dishonest, that has been unfortunate enough to have anything to do with the Winnipeg Custom House. Winnipeggers, as a rule, are not noted for tame submissiveness, but they seem to have put up with their collector's tyranny and impertinence until patience ceased to be a virtue, and a few weeks ago, their Board of Trade, many of whom are in political accord with Mr. Mingaye, unanimously passed a resolution "that in the interests of the mercantile community, as well as of the Dominion Government, the present Collector and Surveyor of Customs be removed."

It is probable that the Government will be compelled to listen to the appeal of their friends in regard to this matter, and that ere long the City of Winnipeg may be freed from one of the greatest martinets that ever infested it. If the Government can not afford to dispense with his services, we would respectfully suggest that he be translated to our northern border line and commissioned to prevent our Indians from smuggling fire-water and other luxuries from Alaska into the Dominion. The man is evidently a crank of the first water.

During the discussion in the Winnipeg Board of Trade at the meeting above alluded to, considerable stress was laid upon the seizure of Mr. Wm. Perret's jewelry stock by the collector, and the unjust and arbitrary manner in which he has acted towards that gentleman in the matter. Although this seizure was made about the middle of July last, Mr. Mingaye has steadily refused to proceed any faster than his own contrary

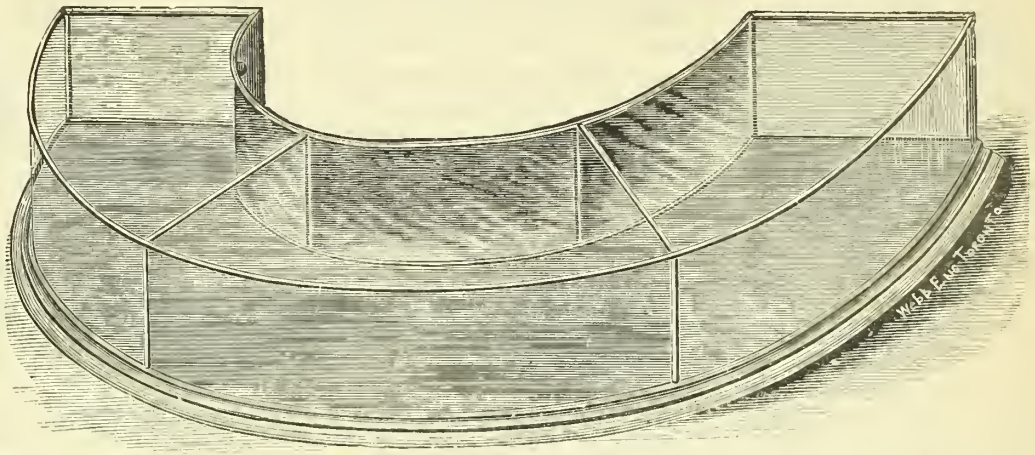
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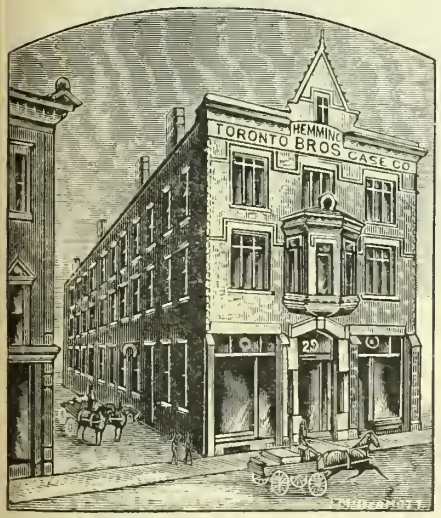
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pig-headedness was pleased to allow, and Mr. Perret has, time and again, been refused any chance to vindicate his fair name, by proving that the goods were legitimately bought from some of the most reputable wholesale houses in Canada. He denied point blanc the charge of smuggling preferred against him, and asked for an immediate investigation. He offered to produce invoices and witnesses if necessary to prove his contention that many of the goods seized were of Canadian manufacture, and that the rest of them were bought from Canadian dealers. For reasons known only to himself, Mr. Mingaye refused to allow Mr. Perret to have anything to say in the matter, and treated him with the utmost disrespect. Some of our Toronto wholesale merchants, of undoubted standing in their own city, when in Winnipeg, interviewed Mr. Mingaye in reference to the seizure, and tried to find out from him whether there was any ground for his action, but they were received by that gentleman in a most uncivil and boorish manner, and gruffly told to mind their own business and let "His Mighty Highness" alone. The probability is that Mr. Mingaye thought that Mr. Perret would get tired of waiting and finally compromise with the officers in order to get his goods back, but in this he was disappointed. Through the assistance of some wholesale friends in Toronto, the Minister of Customs was communicated with, and he instructed the collector to furnish to a Toronto jeweler, visiting Winnipeg on business, all the facts in the case, and on his getting possession of them, and giving the collector some pretty plain talk, Mr. Mingaye was kind enough to permit Mr. Perret to take possession of part of his goods, holding the balance, however, for further proof. The Toronto wholesale jeweler referred to informs us that he went carefully through all the goods seized, amounting to about some $6,000, and that, with the exception of a few hundred dollars' worth of old jewelry that had been cleaned and recarded, he had been able to completely identify every piece of the goods as having been legitimately bought from Ontario wholesale houses. The Customs officers were themselves so well satisfied about some of the goods that they, some time ago, gave up about $500 worth of them. Of English jewelry, which can only be bought from Canadian wholesalers, they had seized about $2,000. Of watch movements and cases, every one of which this gentleman had checked off and found to correspond with Canadian invoices, there were about seventy; thirty of which were gold and forty silver. The balance of the goods was old stock, the numbers of which had been lost in recarding, and which, he had no doubt, had been in Mr. Perret's store for years.

This gentleman also states that both himself and the Winnipeg retail jeweler who was called in to assist him to identify the goods were of the opinion that the seizure was a most unfair one in every respect. When the goods were taken from Mr. Perret's store, they were thrown promiscuously into valises, and fine colored gold lockets, brooches and earrings were mixed up in delightful confusion with steel watch chains and other common truck but little calculated to improve either their value or appearance. The opinion of these gentlemen, both of whom are practical jewelers of many years' standing, is that, even though Mr. Perret succeeds in getting all of his goods back again, they will not be worth within twenty per cent. of what they were when they were taken from his store. When to this is added the loss that Mr. Perret's business has sustained from the want of his stock, and the bad effect that such a seizure necessarily must have upon the buying public, we think that that gentleman has a good case against the Government for damages.

We have not now, and never had, any sympathy for smugglers, and would be pleased to see the authorities enforce the penalty to its fullest extent by putting all such people in prison for the second or any subsequent offence; but while we think thus strongly on the subject, we would also be careful to have the person accused of smuggling receive only the fairest kind of play, and be convicted only on the clearest proof. We do not think that the authorities should make seizures simply for the purpose of obtaining information, but should have some substantial grounds to work on before they commenced proceedings at all. Once a seizure is made, it should be pushed through at once; the whole charge against the accused should be squarely made, and if he could not refute it satisfactorily, the goods should at once be confiscated.

If Mr. Mingaye's action is strictly legal the sooner the law is changed the better, for as it at present stands, it lies in the power of such a man to ruin almost any merchant against whom he has a grudge.

The case of Mr. Perret is one of the most glaring acts of injustice that we ever heard of, and we can scarcely conceive it possible that such a thing could be done in the nineteenth century, and in such a free country as Canada. It smacks more of mediæval France than anything we ever heard of on this side of the Atlantic, and one cannot help recalling the Bastile and the *letters-de-cachet* of Louis and his favorite, when hearing of such tyranny.

There is an old saying that if you give a scoundrel rope enough, in the long run he will be sure to hang himself, and we think that Mr. Mingaye has practically been his own executioner, so far as personal reputation and prospects are concerned. When he is kicked out of his present situation, as he certainly deserves to be, the feeling amongst the merchants of Winnipeg will be one of extreme thankfulness, that they have got rid of a petty tyrant, whose place can be profitably filled by some fair-minded gentleman, who can be just to the Government and at the same time courteous to the public.

CORRESPONDENCE.

THE PEDDLER NUISANCE.

Editor TRADER:

SIR,—It is high time the retail jewelers were getting roused up and making an effort to put down the peddlers who are daily robbing the people and killing many a legitimate business. Who encourages the peddlers? Is it not the wholesaler who sells to the gents' furnishing stores, &c.? Then it is the duty of every retail jeweler who employs a journeyman watchmaker, or does the watch repairing themselves, to put their shoulders to the wheel and boycott all who will not agree to sell to none others than a legitimate jeweler. I have worked in quite a few towns and cities before locating here, but must confess this is the worst town for peddlers of every description I ever saw. Cheap plated-ware and snide jewelry, with slick-tongued peddlers, find many a victim in this border town.

In conclusion, I would say that I heartily approve of your ideas of protection to the retail trade, and trust that every

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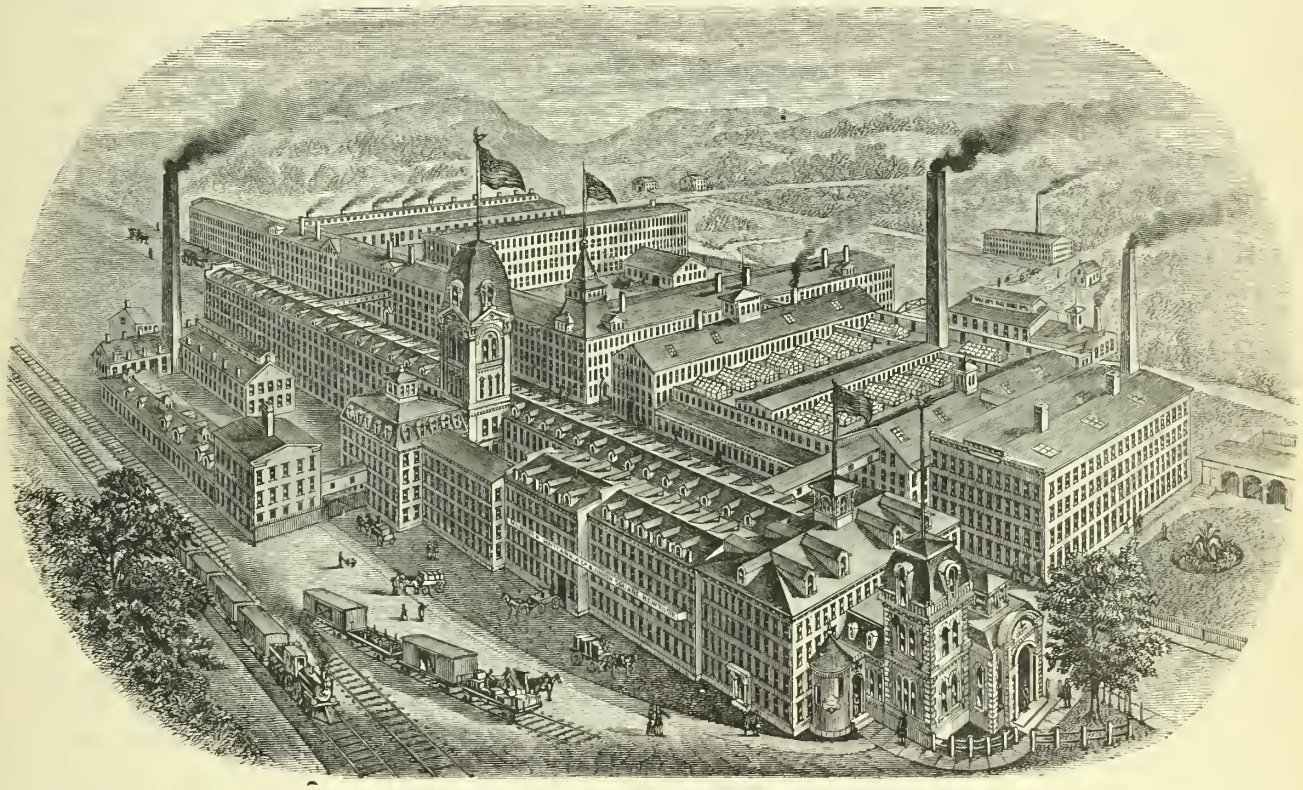
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WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

wholesale house will take the same stand as Messrs. Smith & Fudger have taken.

I am yours, very truly,

Niagara Falls, Ont., December 14th. D. FENWICK.

P.S.—I think another matter that should be stopped, is travelling agents selling watches, &c., to friends. Only last week I was trying to sell a gentleman a watch, when he told me he had promised to buy of an agent at wholesale price.

ANOTHER OPINION ON PROTECTION.

Editor TRADER :

SIR,—For the first time, I will take courage to express my feelings in regard to our Canadian jeweler's paper, THE TRADER. I really think the Trade would feel lost without its appearance. In answer to your editorials in December number, as regards co-operation amongst retail jewelers, I think it would be a blessing to the regular trade if such an organization could be formed and carried out ; but I think it would be another case against the honest dealer. For instance, the public will find the Trade has only one price for American watches, and then, as is generally the case, the customer has a second-hand watch which the jeweler has to take as part pay ; then comes the question, who will allow him most for the second-hand article ? If watches were always sold for cash, it would be easier to come to a uniform price ; but if the customer is positive our prices are uniform he has us by the forelock, and the man who allows him most for his old watch is his man. Then again, on the other hand, about ten months ago, a customer of mine came to me and priced my watches, and in particular a Wm. Ellery stem-wind, 5 oz. case, engraved, silver cap, American Waltham case, and then he sat down and wrote to one of the leading retail firms in Hamilton, fully describing the watch as I had described it to him. I read his letter, in fact he asked me to read it, and I told him I would sell him a watch as cheap as they would ; but when the answer came, he gave it to me to read, and behold the answer was $16. I told him it was a falsehood, and that they would never sell him such a watch for the money. However, he went to the city, and they pleaded a mistake, but they sold him a 4 oz. case, Wm. Ellery movement, stem-wind for $16, with a guarantee for two years, mainspring and case-spring included, which was at that time a profit over net cost of 70 cents for wholesale prices. Who will blame jewelers then to cry out against each other, when a large retail house is ready to take the bread from a country jeweler's table, even without any gain to themselves ? Now, Mr. Editor, the above statement, I believe to be correct, as my customer is a particular friend of mine, but in the above case he valued the dollars a little too much for me. Now, the question is, would such work as the above be stopped by an organization, or would such dealers try to draw trade to the city in case of such an organization ?

As to my ideas on protection to retail jewelers, and what is a retail jeweler, I think there need be no difference of opinion at all. I think all those that make jewelry their special line of goods are jewelers, and not those that make drugs, or hardware, or dry goods their specialties, and certainly not such men as I have here for opposition. My grievance against them is this, they have been importing jewelry of the shoddy kind for about three years, and lately they have gone into watches. My curiosity was to know, did they pay duty ? Their business called them to the U. S. quite frequently, so my only way open, that I could see, was to inquire of the customs officers whether they paid any duty, and after repeatedly inquiring of the officers, thanks to our Government officials, one made his appearance and dearly he made them pay for their dishonesty. So much for smuggling. I think it would be a good idea if THE TRADER would give us a little advice once in a while as to what steps to take in detecting smugglers on the small scale, for if they are found guilty, they will have to pay dearly, as in the above case. And now, Mr. Editor, in answer to your editorial on Riel, I think you have hit the nail squarely on the head. In answer to Retailer's correspondence, I quite agree with him in the first part of his article, but not in the latter part of it, because I believe it is utterly impossible for every retailer to have uniform prices in watches and jewelry. Once in a while we buy a watch or a piece of jewelry that does not take the eye of our customers, the consequence is the article lays around the shop and gets shop-worn or damaged, but yet a good useful article. Somebody may want it, but only if they get it cheap enough. Now, would it be right if I were obliged to keep the said article in case a man would offer me cost for the same. I think every retailer knows his own business best. All I ask of him is to be a man ; but a man selling staple and fresh goods at cost, in order to hinder somebody else from making a sale, I would surely not call a gentleman. I do not believe in selling one man a watch at cost and make the next one pay two profits, just because he is not so sharp on a deal as the first one.

Now, in reply to Equity, in December number, I cannot help but differ with him in the beginning of his article. In the first place, a watchmaker only ought to be allowed to sell such goods as he repairs, and silverware is more suitable in a watch shop than in a hardware store, but yet, as it is the custom, let hardware merchants keep silverware, because silverware merchants are not very plentiful, therefore, there will not many grumble. What we watchmakers want is only fair play. We cannot step into a wholesale clothing store and pick out a suit and pay wholesale price, nor get a pair of shoes, nor tea, coffee, sugar, nor anything of the kind. Why ? Because we are not dry goods merchants, nor hardware merchants, nor tinsmiths, nor grocers, nor shoe merchants, nor clothiers, nor druggists. We are simply jewelers ; we carry the most dead stock of any business there is, and one that is very often expensive goods. But would you, for one moment, think it just and right for any of the above merchants to walk into a first-class wholesale jewelry house and buy a few staples, for instance, a few collar and cuff buttons and a watch for a friend, right down at rock bottom wholesale prices ? That is what we are kicking about. With the rest of the article I agree, especially the smuggling business. A man has no more right to go to the United States and buy a watch and bring it over for his own use than a man would have to buy a reaper or a threshing machine without paying duty. My article is already too long, and by the time this will reach its readers, Christmas and New Year will be over, so I will end by wishing you all "A Merry Christmas and a Happy New Year." H. D.

ASSIGNED.—Henry Lavallee, jeweler, of Montreal, on demand of William Eaves, has assigned. The liabilities will not exceed $1,400, while the assets consist of the stock in trade.

GOLDIE & McCULLOCH,

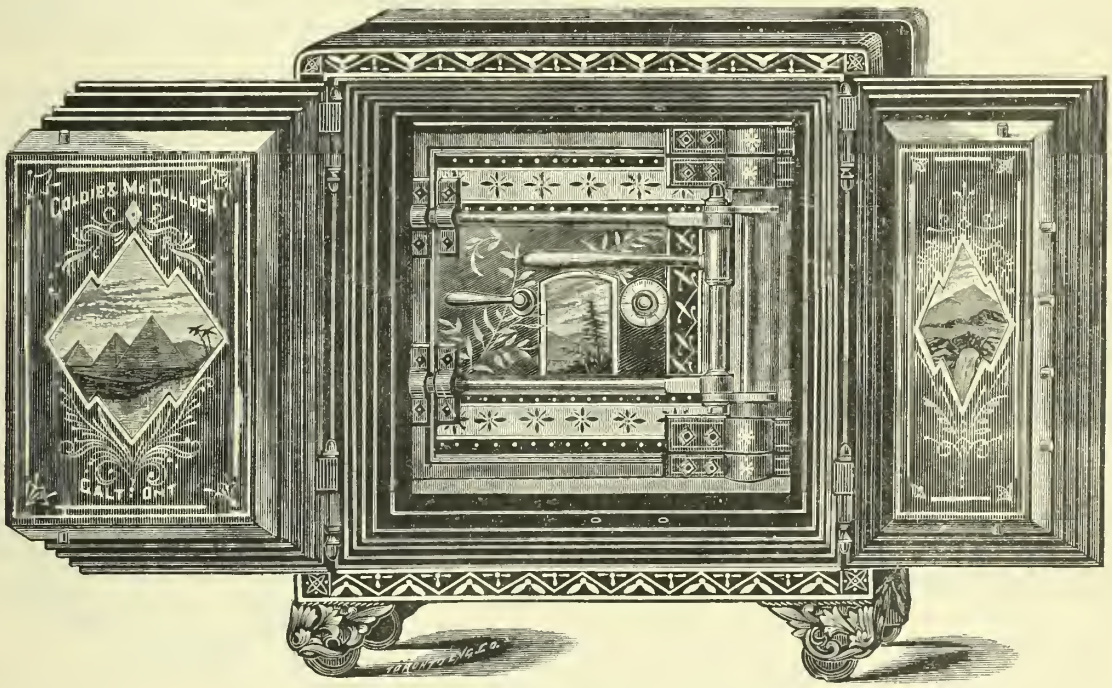
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The above cut represents our NEW STYLE of JEWELERS' SAFES. They are lined throughout with extra heavy steel linings, and are both Fire and Burglar-Proof.

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OUR JEWELERS AND BANKING.

Editor TRADER :

SIR,—I have been somewhat surprised in discovering that many of our jewelers do not keep a bank account, even where there are branches of good chartered banks, and consequently the most efficient means, for obtaining those useful advantages, which banking facilities afford.

Banking and commerce have become so closely allied, that it may be said that the one cannot exist without the other, *e.g.*, suppose one has a note due in Toronto, 10th Dec., for $50. If the amount be remitted by registered letter, there is anxiety on the part of the sender until he hears that it has duly reached its destination. Why? Because the Government is not responsible if the money should find its way into other unknown quarters than where you intended it should.

A short time ago, one of our jewelers, in an eastern town, whom I met, was in a state of perplexity from this very cause, or rather he had received no reply from two registered letters, one posted to Montreal the other to Toronto.

The Post Office order system is good, but established by the Government for remitting only small amounts, and this is exemplified in the fact that the cost of remittance, beyond a limited amount, greatly exceeds that of the ordinary bank draft. Even in buying a bank draft, much time is often consumed in waiting until it has passed through those mystical stages, from the receiving teller, through the note clerk, on to the manager, who, after leisurely finishing some other writing he may be occupied with, converts it by his signature or initials into the thing which you are desirous of obtaining; when your patience is exhausted, and you inquire for it, you are only then informed that it is waiting for you at the farthest pigeon hole from where you are standing. And further, you are obliged to pay away your money to the bank or post office to meet the note quite a few days before you would be required to do so, if you had an account at the bank; for then you would simply have to fill up your check on the 9th December, pay to the order of —— fifty dollars, in full for note due 10th December. The last line is important, as it constitutes a receipt. The check is mailed, and you need have no anxiety about it, for while it is as good as money in the possession of the proper owner, it is a very awkward possession in the hands of a thief. It has to be endorsed to convert it into money, and the endorsation must be fully identified. It may be a week, or even longer, before that check returns, to be charged in your account, during which time you still have the money to your credit, neither does it cost you anything for collection. For I think all the wholesale jewelers are either dead or have left the country who would insist on receiving the extra quarter or so for collection, and it's against human nature to pay a firm an account, even if the firm is a little off—I mean distance off—and be taxed a small sum for doing so, while the firm who receives the money ought not only to be satisfied to pay the collection, but stand treat as well.

If you will permit me space, in a future number I would like to speak a little upon the interesting nature of the relation between the customer and his banker, and what my experience in financing has taught me to be the best means to adopt in order to win the confidence of the bank, and thus secure all its advantages.

Yours respectfully,

JNO. W. CAMPBELL.

BUSINESS NOTES.

OUR HELP COLUMN.—We trust that this new feature of THE TRADER, will be liberally made use of by the trade. If you want to put your want before every jeweler in Canada, free of charge, our help columu is the way to do it. Don't be bashful ; come right along.

ENTERPRISE.—We are in receipt of some very elegant illustrated Christmas circulars, issued by our old friend, Mr. Thomas Lees, jeweler, of Hamilton. They are very attractive and should make his shop busy during the holiday season. Such enterprise usually pays.

CHARLIE ELLIS has just returned from the maritime provinces, where he reports doing a fair share of business for his firm. It is needless for us to say that Charlie wasn't the drummer that was quarantined on account of the small-pox. He is too wide awake for that.

COMPLIMENTARY.—From all parts of Canada we have received copies of papers containing our editorial article on Riel in last month's issue. As we are known to be outside of politics altogether, our article is referred to in very flattering terms, which modesty forbids us saying more about.

LOOK OUT FOR THEM.—In our next issue we will commence the publication of a series of papers written specially for THE TRADER by one of the foremost opticians in Canada upon " Spectacles, and How to Sell Them," that will be of great value to our retail jewelers, if they will but take note of them.

A BIG JEWELRY STEAL.—On the night of Sunday, the 20th Dec., the jewelry establishment of Ramsay & Co., of Milton, Ont., was burglarized and nearly two thousand dollars worth of goods stolen. It is thought that the job was done by Toronto cracks, and that the goods have been sent here to be disposed of.

GLAD TO SEE YOU.—We were favored last week by a visit from Mr. Sheppard, the genial New York manager of the Boss Watch Case Co. He reports 1885 as being the most successful year his Company ever experienced. So much for a strict adherance to quality, and a desire to give customers full value for their sheckels.

THE S. E. F. BRACELETS are now recognized in the United States as the standard for style and quality. In spite of the many cheap imitations the makers wisely keep to their original standard of quality, and have their reward in the confidence with which dealers all over the country handle their goods. Their trade-mark is always a guarantee.

GETTING UP IN THE WORLD.—Wm. Ashall, the well-known jeweler, and marksman, of Toronto, is getting up in the world. Only last week the city council awarded him the contract of looking after the clocks in the city and fire hall towers. We trust that William's sudden elevation will not cause him to look down with disdain upon his old friends.

SIMON SCHRECK, jeweler, of St. Thomas, after a business career of some five years, has been sold out by his creditors. This business has never been a paying one, although Mr. Schreck has been carefully " nursed " by the wholesale houses, who stood sponsor to him. Excessive competition and expensive habits are probably the greatest factors in his want of success.

MEANS PROSPERITY.—Unless all the grain experts are sadly astray in their calculations, Canadian farmers may expect before many months to see a considerable rise in wheat prices. The world's supply, it is said, falls many millions of bushels short of its requirements, consequently there will be a draw upon the hoarded surplus of previous years to make good the deficiency.

GOLD DOLLARS.—The demand for gold dollars for bangle-making is unusually brisk. This fact, coupled with the fluctuations in the price of silver, has placed gold dollars at a premium of between 20 and 25 per cent. A premium on gold currency carries one's memory back to war times. In our individual experience, gold has always been at a premium, even in the best of times.

WE WERE FAVORED a few days ago by a call from Mr. Aaron Buckler, jeweler of Bowmanville, one of the best known retailers east of Toronto. Although nearly seventy years of age, forty of which have been passed in the jewelry business in Bowmanville, Mr. Buckler is still hearty and active, and gives promise of seeing the close of this century at least. He says business in his town is good considering everything.

ONE OF THE GREATEST IMPROVEMENTS EVER MADE IN WATCH CASES.

An Adjustable Bezel for Hunting Cases !

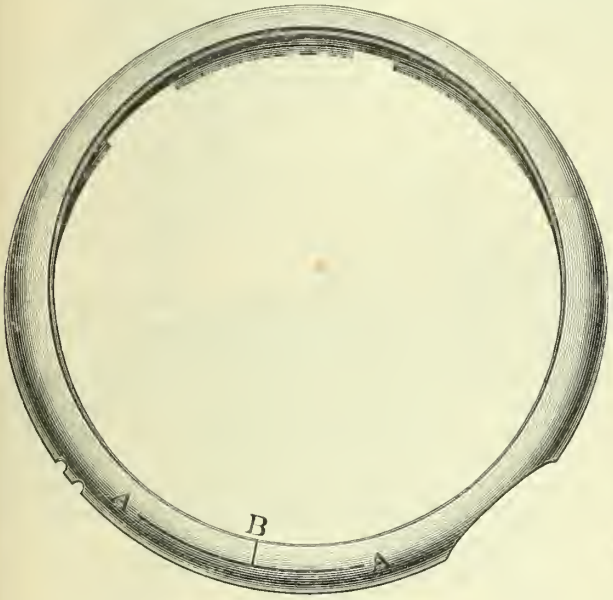
THE FITTING OF GLASSES MADE EASY

THE KEYSTONE FACTORIES STILL AT THE FORE.

The fitting of crystals in Hunting Cases has always been an annoyance. The great variation in sizes of glasses (for frequently at least three different sizes are found in one package, all numbered alike), defective edges, and difference in shape between the edge of glasses and groove in the bezel, all tend to make easy and proper adjustment a difficult task, and often the attempt costs more, in the breaking of glasses, than is received for the job.

Again, the groove in bezels is often of a size between glass sizes; consequently one size glass will be too small, the next too large, and the effort to fit them must end in an irritating failure.

To obviate these drawbacks is the province of the



KEYSTONE ADJUSTABLE BEZEL.

As will be seen in the above cut, the bezel is slitted vertically (B) and laterally (A) for a short distance in such a manner as to give it elasticity or spring without impairing its strength, but permitting the ready and effective insertion of crystals of different sizes, defective edges, or not perfectly round. To illustrate: An adjustable bezel for which a medium 19 11-16 glass is the correct one will not only take any glass in a package of 19 11-16, but it is also adapted to a 19 12-16 if required.

The arrangement which secures this very desirable result is so minute as to be comparatively invisible to the naked eye, and in no respect mars the uniformity of surface of the bezel. The liability of dust to work in upon the dial is no greater than with the ordinary bezel, as the lateral cut (A) is made below the top of the dial-plate.

The advantages of this great improvement are so plain, reducing to the smallest extent possible the danger incident to fitting glasses, that it is but reasonable to assume that

THE KEYSTONE ADJUSTABLE BEZEL

(the name of the great improvement) marks the introduction of an invention at once ingenious, practical, and exceptionally valuable.

This improved bezel is patented, and can only be obtained on Boss, Keystone and Leader cases, but without any advance in price.

THE KEYSTONE WATCH CASE FACTORIES:

19th and BROWN STREETS, PHILADELPHIA.

NEW YORK, 14 JOHN STREET. CHICAGO, 100 STATE STREET.

SAVAGE & LYMAN'S FAILURE, which occurred last month, has not taken many people by surprise, as it has been generally known for some time that they have been losing ground. The liabilities amount to $30,000, with assets about $22,000. This firm were years ago, before their former failure, considered to be the leading retail house in Canada, but since that time they have fallen behind the age. Seems to be another case of mercantile dry rot.

A. S. MURRAY'S & CO.'S FAILURE.—The many friends of A. S. Murray will hear with regret of his failure, as the house was one of the oldest and best known in western Ontario. The liabilities are over $50,000, with assets of $75.000, but it is hardly probable that when the stock is finally disposed of, that the business will more than pay one hundred cents on the dollar. It is probable that Mr. Murray will start with a clean sheet on a smaller scale.

A SENSIBLE RETAILER.—J. P. Mill the well-known Yonge St. jeweler of this city, has done a very sensible thing in securing from Messrs. J. & J. Taylor a first-class burglar-proof safe that the makers guarantee able to resist anything in the shape of a midnight mechanic. Jewelers, from the nature of their stock, are more exposed to burglary than any other dealers we know of. He who makes himself secure against such attacks, only does what common sense business prudence would dictate.

SHERIFF'S SALE.—The stock of John Petty, jeweler, of Lindsay, was sold by the sheriff in consequence of the action of his unsecured creditors, referred to by us in last month's TRADER. The stock, which it is said was badly run down, was bought by Mr. Culp at thirty and a half cents on the dollar, a pretty good price, it was thought by competent judges. The proceeds of the sale will remain in the hands of the sheriff, pending the decision of Mr. Culp's appeal against the other creditors' judgment.

OF INTEREST TO JEWELERS.—We understand that the Waltham Watch Company have discontinued the manufacture of all key-wind movements, except the Broadway grade. It seems to be only a question of time when a key-wind watch will be a thing of the past and a curiosity worthy of a place in some museum. The coming watch seems to be an open face stem winder, and it is said that at the present time in the United States, eighty per cent. of the stem winds used are open face. In Canada the proportion is not at present over twenty per cent.

"THE TRAVELLER."—Our old friend, Mr. John Goss, for many years editor and manager of the *Commercial Traveller*, has just issued a new paper called *The Traveller*, on his own account. Besides being an old commercial traveller, Mr. Goss is a thorough newspaper man and has push, energy and ability enough to make his new venture a success. The initial number is very neatly printed on fine toned paper. Its matter is brief and to the point, and it gives every promise of a long and useful career. We wish Mr. Goss the success he so richly deserves.

"THE AMERICAN POTTER AND ILLUMINATOR" is the title of one of the best publications issued in the interests of the crockery trade that we have ever seen. This journal is published in Chicago by Albert J. Fisher, 15 Washington street, Chicago, U. S., and is exceedingly cheap at the subscription price charged for it. The original matter is practical and concise, and its clippings well selected. It also contains a lot of very valuable lists of "prices current," that cannot fail to be of advantage to any merchant in that line of goods. We welcome the *Potter* amongst our exchanges.

A STRANGE THIEF.—We learn from the *Victoria Warder* that Mrs. James Howden, of Lindsay, is the happy possessor of a tame crow, which is a great pet and has the run of the whole house, but his crowship is now in disgrace Mrs. Howden placed a valuable gold watch and chain in a velvet-lined box, but neglected to close down the lid. Mr. Crow noticed her movements and as soon as her back was turned he opened the case and taking the watch and chain in his beak, he flew off and deposited the valuables in some hidden place so that the most diligent search up to the present time has failed to discover them.

WESTWARD HO!—We had a note a few days ago, dated at Winnipeg, Man., from our esteemed friend, Mr. W. F. Ross, who was visiting there on business for the firm of Schwob Bros., of Montreal. Writing of the C. P. R., over which he passed on his way up, Mr. Ross says: "I was delighted with the road and its equipment, and as far as an humble drummer may judge, it is well and solidly built, and rides as easy as any portion of the Grand Trunk, with one or two short exceptions." Mr. Ross corroborates the reports that business in the North-West is in a healthier condition at present than at any time since the boom.

HOW MUCH PROFIT HAVE THEY?—On account of the number of auction sales going on in the city, some of the other retailers are out with special discount signs. Our attention was directed to one the other day which read as follows: "Goods at 30 per cent, 40 per cent. discount and at cost." As forty per cent. off is only a trifle less than seventy per cent. advance on the cost of the goods, we are somewhat curious to know how low "cost" is. In our opinion, such sweeping discounts tend to give the public an exaggerated idea of the profits in the retail jewelry business, and are almost as demoralizing to legitimate trade as auction sales.

IS CANADA IN THE U. S.?—We always had the impression that Canada was a foreign country so far as the United States was concerned, but the following from the title page of a much valued exchange, has considerably shaken our belief on the subject: "Subscription—In the United States and Canada, $2.00; for foreign countries, $3 00 per year." From the above it seems that in well-informed circles in the U. S., Canada is not regarded as a foreign country. If it is not a foreign country, then must it not be a part of the great and glorious Union? We will have to put this friend in the same category as the *London Post* if he don't reform.

AN ENTERPRISING JEWELER.—We had a visit a few days ago from Mr. A. V. Galbraith, the enterprising jeweler of Shelburne, Ont., who was on a safe buying expedition. As Mr. Galbraith has had some experience with burglars, he determined to get a first-class safe that he could depend upon resisting any such attempts in future. Before leaving the city he bought from Messrs. J. & J. Taylor, the large burglar-proof safe that took the medal at the Toronto Industrial Exhibition last fall, and says that in future he won't give himself any uneasiness about the safety of his goods when he is absent from the store. We think he is sensible.

HOW ARE YOU, S. P.?—We were very much astonished a few days ago to receive from Mr. S. P. Kleiser, formerly of Toronto, but now of Victoria, British Columbia, a letter asking us to send him THE TRADER to his new address, as he wanted to know what the jewelry trade in Ontario was doing. Enclosed were some very beautiful samples of B. C. sea-weed, artistically arranged on the back of one of S. P.'s business cards, for which we tender him our best thanks. Mr. Kleiser says he likes the country immensely, is doing a jobbing trade in watch material and watches, and thinks he will be able to make a success of his new venture. We trust he may.

FRAUD IN R. P. CHAINS.—We were shown the other day by a retail jeweler a rolled plate chain that had been returned to him by a customer on account of the plating being almost entirely gone, although it had only been in use for about six months. He said he had paid almost as much for it as he should for guaranteed goods, but did so on the representation of the seller that it was of the best quality, but sold at about cost. He said that heretofore he had always used the R. F. S. chain and never had a complaint, and that after this experience he proposed to go back to them again, as he would not sell goods he could not guarantee. We think his head was level.

OUR SUPPLEMENT.—The Supplement to this number of THE TRADER by Messrs. P. W. Ellis & Co., of this city, is a very appropriate, as well as a very beautiful way of sending their good wishes to their many customers and the trade generally. Things in the U. S. and Canada give promise of brighter and better times, and their artist has very neatly expressed this idea in the handsome engraving which they send out with this issue of our paper. We trust that every one of their customers and our readers may find themselves flush of diamonds, or their equivalent, before next year closes. For our part we will take ours just as soon as the firm can get it mounted in their new patent iridium pivot setting.

THE FAILURE OF MUSCAT & CO., formerly Muscat & Sapery, jewelers, of this city, is no surprise to any person that knew anything about the firm or their antecedents, and is only another illustration of the danger of giving credit to weak men, whose capital is utterly inadequate for the business they attempt. If our jobbers were more conservative


Supplement to Trader
NEW YEAR
1886
wish you A happy & Prosperous
P.W. ELLIS & Co.
1885
P.W.E. & Co.
D.S. BARCLAY 41 KING ST TORONTO

HAPPY NEW YEAR.

1886.

We take this opportunity of thanking our friends and customers, one and all, for the very liberal patronage bestowed on us since our amalgamation.

On this, the beginning of a New Year, which we trust will be a very happy one to all our patrons, we send our greetings, and wish them

THE COMPLIMENTS OF THE SEASON

And hope that the year 1886, on which they have now entered, will be the most prosperous they have yet experienced.

We assure our customers that the principles we adopted when starting business of only selling to

THE LEGITIMATE JEWELRY TRADE

Will be still maintained, and we are glad to see other wholesale houses following our example.

Lowe & Anderson,

WHOLESALE JEWELERS, TORONTO.

in giving credit, they would not have so many losses of this kind, and it would be very much better for the prompt-paying retailer. As a rule the worst cut-throat competition in any business comes from weak houses that are forced to sell at any price or find themselves closed up. If our wholesalers make a few examples of such cases it would equally benefit the retail trade and themselves.

A NEW SAFE GUARD.—Although the new vault built by Goldie & McCulloch for P. W. Ellis & Co. is regarded by that firm as absolutely burglar-proof, they lately conceived the idea of putting a patent folding gate on the inside to prevent sneak thieving. When the mechanic came down to fasten it on, Mr. M. C. Ellis pointed out to him that he would have considerable difficulty with the steel plates and advised him to be careful of his drills, which advice seemed to amuse him very highly, as he said he had never come across any steel that he couldn't drill easily. However, after he had broken nearly a dozen drills, he came to the conclusion that he had better fasten it to the inside iron plate and let the steel alone. The Messrs. Ellis are now better satisfied than ever that they can bid defiance to burglars of any kind.

THE AMERICAN LEVER.—Messrs. Howard & Son, the manufacturers of the celebrated American Lever Cuff Button, have recently added some unique patterns in sterling silver to their already extensive line of goods. We notice also that in self defence they have had to enter an action against certain competitors who were infringing upon their patents and have secured judgment against them. Now that the ball has been opened, they intend to make it hot for any manufacturer that infringes upon their rights. The American Lever Button has very justly come to be regarded by the trade as thoroughly reliable both in quality and workmanship and has practically revolutionized the button trade of America. Dealers buying Messrs. Howard's goods can always depend upon the quality—a good recommendation now-a-days.

A RISING CANADIAN AUTHOR.—We have just been presented with a copy of a new and valuable work by James Ryrie, of Toronto, otherwise known as "Ryrie, the jeweler," entitled "Ryrie's Christmas Annual." The work is divided into seven chapters, and is of absorbing interest to anyone wishing to get full value for their money. Chapter I Tells what to buy for a gentleman; Chapter II, How to make a lady happy; Chapter III Shows how to give a child pleasure; Chapter IV, Don't forget the baby; Chapter V, How to add to the comfort and elegance of Home; Chapter VI Treats of things in general. As brevity is the soul of wit, as also the measure of literary talent, this little work must take high rank in the Canadian literary world. It is almost needless to add that although the author disinterestedly points out that Ryrie's is the best place to buy jewelry of all kinds, his advice is none the less to the point.

WHO IS MR. FORSINGER?—Well, a few weeks ago hardly any person in Canada could have told you; now we very much doubt whether there is a jeweler in Ontario but could give you a pen and ink sketch of this gentlemanly representative of the American Waltham Watch Co. Mr. Forsinger has been doing missionary work for his Company in this province for the past two months, and apparently with good success. If he hasn't called on you yet, you may expect a visit from him soon. If a tall, athletic gentleman, with an eagle eye, black side whiskers (*a la* the late W. H. Vanderbilt), and an extra fine, fur-trimmed overcoat, enters your store with the free, springing step of an alpine chamois hunter, you can bet your bottom dollar, that without making any mistake, you can safely say, "How are you, Mr. Forsinger? He has our best wishes during his sojourn in Canada.

CUT OFF.—Just as we go to press, we are informed that at a special meeting of the joint executive committee of the American Watch Movement and Case Manufacturers and the Canadian Association of Jobbers in American Watches, held at New York on Tuesday, the 22nd Dec., the firm of Rothschild & Co., wholesale jewelers, of Toronto, was struck off the list of recognized Jobbers in American Watches. Messrs. Rothschild & Co. were accused by the Canadian Association of violating their contract with the manufacturers, by selling watch movements at less than regular tariff prices, and the special meeting above referred to was held for the purpose of ascertaining whether or not the charge was well-founded. As this is the first case in which any Canadian jobber has been "cut off" by the Manufacturers' Association, who will hereafter refuse to supply them with goods (unless reinstated), the trade were considerably interested in the result.

A DIFFERENCE that you will find out by experience:

When you are young, how well you know
A little money makes great show,
Just fifty cents will cause you bliss,
'Tis then a dollar looks like this:

$

But when you're old and bills come due,
And creditors are dunning you,
And every cent you spend you miss,
'Tis then a dollar looks like this:

$

LOOK OUT FOR BURGLARS.—We notice from our exchanges that two heavy burglaries have taken place in the United States during the past month. In Chicago, Ill., E. N. Marks, jeweler, had his vault broken into and diamonds and jewelry to the value of $8,000 stolen. In Providence, R. I., Messrs. Harvey & Otis had a first-class safe forced open by the use of wedges and about $3,000 worth of jewelry stolen. In commenting on these burglaries the *Jewelers' Weekly* says that "neither of these unfortunate firms is a member of the Jewelers' Security Alliance, and to this their loss may in a measure be ascribed; cracksmen have a wholesome respect for a safe over which hangs the Alliance certificate of membership." In this connection we migh mention that not a safe belonging to a single member of the Canadian Security Alliance has been molested since the formation of the organization. After the lull usually comes the storm, so that our jewelers had better look out for squalls in the burglar line.

HARD LINES.—A jewelry drummer, visiting Charlottetown, P. E. I., got, by mistake, into an hotel that was quarantined on account of the small-pox. Once in he could not be allowed to mingle in ordinary society and he was therefore detained there against his will. After standing it for a couple of days, he broke loose and, grip in hand, started for the station, and boarding a train that was just leaving, he got away out into the country and stepped off at the first place of importance. He had just ensconced himself in an hotel and was congratulating himself on his good fortune, when a policeman entered and arrested him for breaking quarantine He was then sent back to Charlottetown, and although there was no charge against him and he was free of the small-pox, the authorities were hard hearted enough to keep him in durance vile, until he could get a clean bill of health This is hard lines, but it's only a sample of what the indefatigable drummer has to go through in the pursuit of his calling.

ENGLISH KNOWLEDGE OF CANADIAN GEOGRAPHY.—We learn from the *London* (England) *Morning Post*, that at a show of apples held in London, the quality of our Canadian fruit was an eye-opener to the natives. The *Post*, after a glowing tribute to the quality and variety of these apples gravely says, that the first, second and third prizes went to Nova Scotia, while the fourth went to Canada. We were under the impression that Nova Scotia was one of our Provinces, but it seems, according to the British authorities, which the *Globe* has lately been holding up as infallible on the "Riel" and other questions on which they saw eye to eye, that we have been laboring under a delusion. We had the privilege of telling a leading London journalist a couple of years ago, that if the average Canadian school-boy made half as many mistakes about English Geography as British statesmen and writers do about Canada, he would be well spanked and sent home to his mother. The above extract don't seem to make us want our opinion very materially.

PERSONAL SMUGGLING.—We had intended fully answering the enquiry of "Equity" in this issue, regarding personal smuggling, but pressure on our columns prevents it. We may say, however, that in the eyes of the law, smuggling any article for one's personal use, is regarded exactly the same as if it were smuggled for sale. The law demands that every article coming into Canada shall pay the amount of duty levied upon it, and if this is evaded, the Customs officers can at any time seize the article and confiscate it. All that our readers have to do in order to stop the smuggling of watches and such goods by persons who go to the United States and buy them in order to escape the duty, is to quietly inform the Customs' authorities of the matter. They will seize the goods, and it rests with the party to clear himself by proving that they have paid duty. If they can't do this the


THE
R. F. S. & Co.
ROLLED PLATE CHAINS
—ARE THE—
BEST.

goods are confiscated and sold for the joint benefit of the person laying the information and the officer making the seizure. A few examples of this kind would do a great deal of good, especially along the borders. We shall explain the law regarding smuggling fully in our next issue.

STEPPING STONES TO SUCCESS.—Learn your business thoroughly. Keep at one thing—do not seek change. Always be in haste, but never in a hurry. Observe system in all you do and undertake. Whatever is worth doing at all is worth doing well. One to-day is worth two to-morrows. Be self-reliant ; do not take too much advice, but rather depend on yourself. Never fail to keep your appointments, nor to be punctual to the minute. Never be idle, but keep your hands usefully employed except when sleeping. Use charity with all ; be ever generous in thought and deed—help others along life's thorny path. Make no haste to be rich ; remember that small and steady gains give competency and tranquility of mind. He that ascends the ladder must take the lowest round. All who are above were once below.

LEVANTED.—When our last issue was in press, it was generally expected that Messrs. C. T. Picard & Co., the insolvent jewelers of Montreal, would get a favorable settlement with their creditors and continue the business. Recent developments, however, seem to verify the assertion made some time ago, that the whole thing was simply an attempt to beat their creditors for their own advantage. These creditors decided to have Mr. Picard up for examination, and rather than face the ordeal, he skipped out of Montreal in the disguise of an old man, taking with him a considerable quantity of valuable stock. To add further to the complications of the unfortunate affair, the Customs officers almost immediately afterwards seized the balance of the stock for alleged smuggling. Mr. Picard has heretofore had the reputation of being an honest merchant and an honorable man, and while we are always sorry to hear of such a person going wrong, we cannot allow our personal sympathy to disguise the fact that it is all the more necessary in such a case to make an example of him. If he were punished as he certainly deserves, the commercial atmosphere would probably be freer for some time to come.

THE WALTHAM AT THE FRONT.—We learn from the *Sporting Hour* that one of the great attractions of the New Orleans Exhibition, just closed, was the special exhibit of the Waltham Watch Company, among whose numerous articles of interest shone forth conspicuously an enlarged model of the Company's split-second chronograph, with split-minute attachment. This model had been built especially for the New Orleans Exhibition, and proved of interest to thousands of visitors, among whom the sporting fraternity especially evinced the greatest delight at the wonderful contrivance. At first it seemed rather difficult to unravel the exact working of the mechanism ; but quick to see and quick to learn, they readily understood it with but little explanation on the part of the attending watchmaker, and they expressed much surprise at the simplicity of its construction. The durability of the parts was greatly tried, inasmuch as the model was kept going through its multiplicity of performances from early morning until closing hour. At the end of the exhibition it worked as accurately as on the first day it was shown—a test which in itself was a triumph.

OUR BEST ADVICE to our readers regarding their Christmas and New Year's dinner :

The day of feas'Ting draweth nigh,
And scores of Turkeys soon must die.

Get one that's yoUng and sweet and fat,
And stuff it fUll of this and that.

With fruits and beRries sauces make,
And add preseRves and pies and cake.

Ask friends and Kindred all to come,
And spend their Kristmas at your home.

Let not the carEs of life distress,
But fill each guEst with happiness.

Revive the joYs of youthful days,
And for thY blessings offer praise.

EVIDENTLY NOT POSTED.—A very good joke is told of a large retailer not a thousand miles from Toronto, who has lately been buying gold cases from a jobber on the supposition that they were American cases that had been got over by way of the underground railway, and were therefore sold at a reduction on that account. He thought he had a big bonanza on these cases until he discovered the other day that they were made in Toronto by the American Watch Case Company, and that he could buy them from any jobber at the same price that he had been paying. He now fails to see where the favor comes in on the jobber's side at least, but forgets that if he had kept himself posted and abreast of the times he could not have been so easily imposed on. In this connection, also, both of these gentlemen appear to have been ignorant of the fact that under the Customs Act, officers can seize and confiscate any goods that are sold or offered for sale under the representation that they are smuggled goods. no matter whether they have been smuggled or not. The simple fact of thus misrepresenting them renders them liable to confiscation.

NO CHEATING HERE.—We are pained to notice amongst retail jewelers a tendency to exalt themselves at the expense of their opponents, and to question the honesty to say nothing of the capability of everyone in the same line of business outside of their own shop. This is not only wrong, but foolish in the extreme, and, as a rule, does the person doing it more harm than good. When a man advertises that he is the only honest jeweler in any place where he has opposition, it is equal to an assertion that his competitors are rogues. No one believes that all the honesty in any business is carried under one hat and therefore they conclude that such accusations are often made in order to give the maker a chance to practice himself what he denounces in others. Such advertisements remind us of the Chinese signs in Pekin and elsewhere in the flowery land, which read somewhat in this style : " Don't deal with Hung Loo across the street, he will cheat you, but come and deal with an honest man ; no cheating here." In our experience of the jewelry trade in Canada, we have found that honesty is generally pretty evenly distributed and that no one dealer has a monopoly of it. Most of our friends keep it on tap all the time.

PRINCIPLE WAS EVERYTHING.—During the past month our sanctum was enlivened for a short half hour by the genial presence of Mr. Sheppard, of Boss Case celebrity. After telling how the Boss Case was sweeping everything before it in the States, Mr. Sheppard got back to his experiences in England last summer, and some of his reminiscences are well worth preserving. While missionarising Her Majesty's subjects, he came across an old English watchmaker, one of the real old school by the way, who was awfully down on modern watches in general and American made watches in particular. Mr. S., as a true Yankee always does, did his best to uphold the national reputation, but being only a watch case maker and not a practical watch movement maker, he was rather at a disadvantage with this ancient supporter of the watches of his fathers, who pointed out the beauties of the old fusee and other intricacies of " ye old time watch " with an ardor worthy of their inventor. Leaving technical argument, Mr. S. essayed a *coup-de-main* by bringing the issue on to general grounds instead of particulars, and pointing out how the American watch had made its way against all opposition, in every part of the world, wound up by saying, " Sir, all the facts are against you." Mine ancient rose equal to the occasion, however, and looking the adventurous foreigner straight in the eyes, he exclaimed, " Tut, tut, the facts be blowed ; I don't care a fig for facts, the *principle* of the American watch is wrong." This volley was too much for Sheppard ; he couldn't discuss principles half so well as facts, and therefore beat a hasty though honorable retreat, leaving the old Englishman master of the situation.

HOW THEY SELL SO CHEAP.—We have had several letters recently from retail jewelers throughout the country, complaining of the very low prices at which the large retail houses in some of our large cities sell watches. We have looked into the matter thoroughly and find that in nearly every case the prices quoted are for American movements put up in Canadian made cases. Both cases and movements are Association goods and cannot be bought by those advertising them one whit cheaper than by any other legitimate retail jeweler. Taking the lowest prices furnished us, we find that any retailer can sell his customers the same goods at the same prices, and make from ten to twenty per cent. profit. These large retailers never sell at or below cost, but they seem willing, and probably can afford to work on a smaller margin of profit than those dealers who do a very much smaller trade. As we have said several times in these columns, the days of the Dutchman's one

T. WHITE & SON,

MANUFACTURING JEWELERS,

LAPIDARIES & DIAMOND SETTERS,

39 King St. West, · Toronto.

Canadian and Foreign Stones Polished and Mounted for the Trade.
N.B.—A variety of Stones and Imitations of a'l kinds in Stock.

FOR SALE.

TWO JEWELERS' SAFES,

— CHEAP. —

LOWE & ANDERSON.

XMAS ANNOUNCEMENT.

We are now showing pretty designs in Marble, Ebony and Black Walnut Clocks; also great varieties in American Nickel Clocks.

The very latest in Silk Guards and mounted Alberts, specially for the holiday trade. Our stock is complete in all kinds of Watch Glasses. Parties wanting to sort up with Xmas Goods will do well to call. All orders promptly attended to.

E. & A. GUNTHER,

Importers and Wholesale Jewelers,

COR. JORDAN & MELINDA STS. **TORONTO.**

GEO. J. BRAY & CO.,

— JOBBERS IN —

Watches, Jewelry and Diamonds, Tools, Materials, &c.

WATCH REPAIRING & DIAMOND SETTING a Specialty.

Call and see me when in the City or send your work in.

65 AND 67 YONGE STREET, · · TORONTO.

ATTENTION.



RETAIL JEWELERS who desire to get their Goods direct from the Manufacturer at first cost will save money by calling on me when in Toronto, or ordering samples of my Goods by post. I sell Goods cheaper than any other house in Canada, and guarantee everything I sell to be as represented.

Engraving of all kinds a specialty. For sample look at the cut in this advertisement.

REMEMBER THE ADDRESS:

A. M. WELLINGS,

MANUFACTURING JEWELER AND ENGRAVER,

26 ADELAIDE ST. EAST, TORONTO.

C. W. COLEMAN,

10 KING ST. WEST, (UP STAIRS), TORONTO,

WATCHMAKER TO THE TRADE,

— AND DEALER IN —

Watch Material, Tools, Spectacles, &c.

Complicated Watches repaired, adjusted and cleaned. Broken or imperfect parts in every make of Watch replaced by new. ☞ GOLD DIALS re-figured.

ALSO JEWELRY JOBBING, AND MANUF'G OF SPECIAL DESIGNS, ENGRAVING, &c.

Spectacles at 65 cts., $1,00, and $3.00 per dozen. Samples of above three lines sent prepaid for 50 cts. Orders to receive prompt attention must be accompanied with city reference or the cash.



THAYER & CO.,

3 WELLINGTON ST. EAST, TORONTO,

MANUFACTURERS' AGENTS AND DEALERS IN

Watches, Clocks, Material and Jewelry of all Kinds.

We beg to inform the trade that our **MR. FRED. A. THAYER** has just returned from New York, where he has succeeded in buying for SPOT CASH, some of the biggest bargains in Jewelry ever secured by any Canadian buyer, and of which we propose to give the trade in this country the full benefit. A look through our Stock, which is entirely new, will convince any Jeweler that he can save money by dealing with our house.

In addition to Watches and American Jewelry, we make specialties of the following lines, in all of which our Stock will be found very complete :

WATCH AND CLOCK MATERIALS OF ALL KINDS, WATCH GLASSES AND GENERAL JEWELERS' SUNDRIES.

☞ Our **MR THAYER** will call on you during the month, and we trust that you will reserve for him a share of your esteemed orders.

per cent. profit are past, and we are living in an age when things are down at hard pan. If one dealer is content to sell at ten per cent. profit while another wants one hundred, it is natural to suppose the cheapest man will get the bulk of the trade whether he makes any money out of it or not. This method of selling watches does not cause any more to be sold than if those selling them made a fair living profit, and is only another proof of the necessity of an organization amongst the retailers themselves, to force such dealers to sell at a fair price. The remedy lies entirely with the trade themselves, and they must make up their minds either to organize and effect this desirable reform, or sell at the same prices on the smaller profit.

WORKSHOP NOTES.

Gold ink, as it is called, is made of gold leaf crumbled into gum arabic water. When dry it will take a fine polish by gentle friction, a fact not generally known.

To make brazing solder, ordinary brass is mixed or melted with about one-sixth its weight of zinc. Pour out of the melting pot, cool, and granulate by crushing with a hammer.

A paste formed of whiting and benzine will cleanse marble from grease, and one made of whiting and chloride of soda, spread and left to dry, in the sun if possible, on the marble, will remove stains.

A VERY USEFUL CEMENT FOR CAOUTCHOUC.—Macerate pulverized shellac in ten times its weight of strong aqua ammonia. When not in use keep air tight. If allowed to stand in hot water a few moments the mass becomes liquid.

Doors are now made of paper in imitation of mahogany and other expensive woods. They are quite as cheap as wooden doors, better because they do not shrink or swell with the heat or weather, and are lighter and more durable.

To cleanse soiled chamois skin rub soft soap into the leather, then soak for two hours in warm water containing a small amount of soda; then rub it until clean, and rinse in a very mild solution of soda, soap and warm water. Never rinse in clear water, as that will leave the leather hard. After rinsing wring well in a coarse towel and dry quickly.

A thin film of tin can be put on iron, say iron wire, and it will have a resemblance to silver. First put the wire in hydrochloric acid, in which is suspended a piece of zinc. Afterward place it in contact with a strip of zinc in a bath of tartaric acid, two parts of which are dissolved in one hundred parts water and to this is added three parts of tin salt and three parts soda. Let the wire remain for about two hours in this bath and then polish.

OTHER NOTES.

The watch carried by Louis XIV. was so small that it was set in on of that luxurious monarch's finger rings.

In Cannon Ball Creek, Dak., are millions of peculiar stones rounded by the action of the water so that they look like bombs. Some of these natural cannon shots would weigh a ton.

Ladies' bustles are used so extensively as a means of smuggling that the Bernese customs officers have published a notice declaring that "these appendages must henceforth be searched, though with the necessary politeness."

If, says The Railroad Gazette, 282,240 pounds of coal will propel a ship and cargo weighing 5,600,000 pounds 3,380 miles, an ordinary letter burned in the boilers will generate sufficient energy to transport one ton of freight one mile.

Right in the midst of a political campaign intellectual Boston is trying to find out whether an air-tight box, filled with air and containing a goose, will weigh as much when the goose is flying as it will when the goose stands on the floor of the box.

Edward I. died in 1307, and 463 years after his body was not decayed. Canute's body was found fresh in 1766, and he died in 1017. In 1569 three Roman soldiers were dug out of a peatmoss, and were found fresh after about 1,500 years. Many other instances like these are related.

WISE AND OTHERWISE.

"A little nonsense now and then
Is relished by the wisest men."

WHEN you spill soup on the table cloth set your tumbler on it when your wife is not looking, and trust to providence for the thereafter.

HANGING brass clocks, eight day time, have been introduced with great success. They are genteel and modest, with their hands always before their faces.

A BEAUTIFUL example of the force of habit is to see a blue ribbon man fill his glass with water, and dreamily blow the froth off the innocent water before drinking.

DEGUY: "Ah, Toggle, old boy, how do? What are you doing now?" Toggle: "I'm living on my father just at present." "You are—I thought your father died long ago?" "So he did, but I have a new one—Government pap."

"THAT's a great watch, Hobs. I paid only $2 for it and it keeps time to a minute." "Ah, indeed! Why, it's four o'clock, Nobbs, and your time-piece says it's only 12.39." "Well, that's the minute it keeps." This must have been a *Globe* watch.

"PLATES six inches thick are rolled at Pittsburg," read Mrs. Litteral in her paper. "My gracious!" was the good lady's comment; "what do they want with such clumsy plates? The last I got were not an inch thick, and Bridget has only broken two in a month."

A YONGE STREET auctioneer's buggy happening, the other day, to obstruct for the moment the private carriage of a prominent Toronto personage, an occupant of the latter desired the auctioneer to clear the way, at the same time calling: Mr. ———, your buggy is a-going, a-going, it's gone!"

A ROBBER met a coal-dealer on a lonely road and stopped him "Your money or your life," said the robber. "Who are you?" asked the coal-dealer. "I'm a highwayman," replied the man. "Good enough," continued the coal-dealer; "I'm a low-weight-man. Shake. We should be friends." And they were.

A GASCON and Provencal were each extolling the productiveness of their native provinces. "At Bordeaux," said the former, "you drop a match in a field: next year you will see a forest!" "At Marseilles." rejoined the other, "you drop a brace button; a week after you have a ready-made pair of trousers."

WHY, how wonderful lifelike," said Mr. Derrix, gently caressing a bumblebee which reposed among the artificial flowers and insects of his wife's new bonnet. "If it was a garden flower I'd swear it was al—G-r-eat Cæsar-r!" he suddenly shrieked, inserting a wounded finger in his mouth and dancing around like a whirling dervish. "Why, the blamed thing is alive."

"REBECCA, you shall nod shpeak mit dot Moses Levi vonce more."

"Oh, fadder, you preak mine heardt; ve vas almost engaged. Vy shall I not shpeak of him?"

"He haf sheated me. He half sold me a paste diamond for a shenuine shtone."

"Oh, fadder, dot should recommendt him to you as a son-in-law. If he can fool a vise man like you, see vat a fortune he haf in der chewelry piziness."

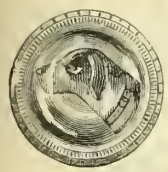
"Vell, Rebecca, you vas schmarder as I thought. Get married yen you like. I am ankchious to go in bartnership with mine son-in-law."

BY TENDER.

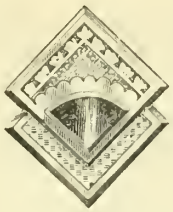
JEWELRY BUSINESS FOR SALE. The undersigned are prepared to receive tenders for stock and fixtures of the estate of Simeon Schreck, St. Thomas. Stock about $3,000. Tenders received up to the 10th January. Stock and Sheets can be seen at St. Thomas, or Stock Sheets at the office of the undersigned.

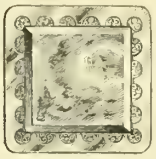
JOHN SEGSWORTH & CO.,
Toronto.

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E. Toronto, who makes a specialty of Jewelers' Work. Samples, and estimates on application.


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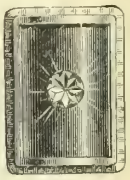

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THE AMERICAN LEVER.

THE FAULTLESS
Cuff and Collar Button.


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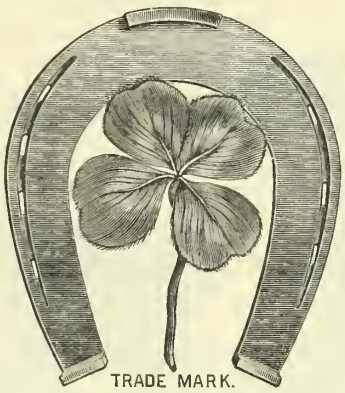

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94/23

Perfectly Simple!



BUTTON OPEN.



Simply Perfect!



BUTTON CLOSED.

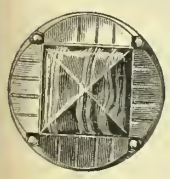

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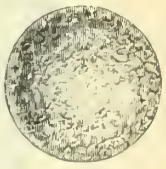

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WE BEG to present herewith to the notice of Canadian Trade, Cuts of a few of our most popular styles of Sleeve Buttons.

All goods of our make bear on their post the imprint of our famous Trade Mark, the HORSE SHOE AND CLOVER, and no others are genuine American Levers.

For sale by all leading Jobbers throughout Canada.


81/


603

HOWARD & SON, MAKERS,

102 Orange Street, PROVIDENCE, R.I.

Salesroom, 176 Broadway, New York.

WE SELL TO JOBBERS ONLY.


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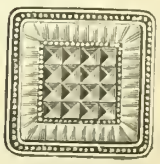

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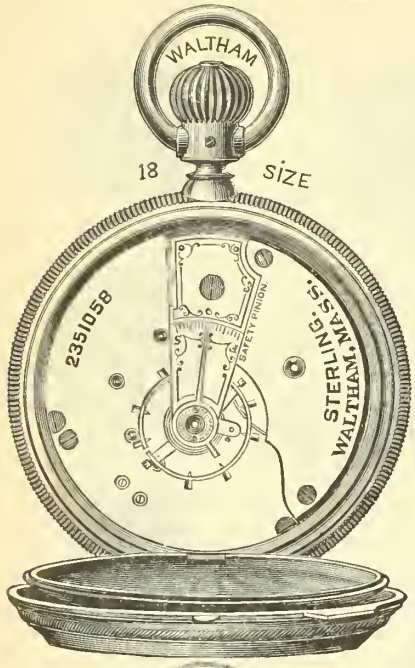

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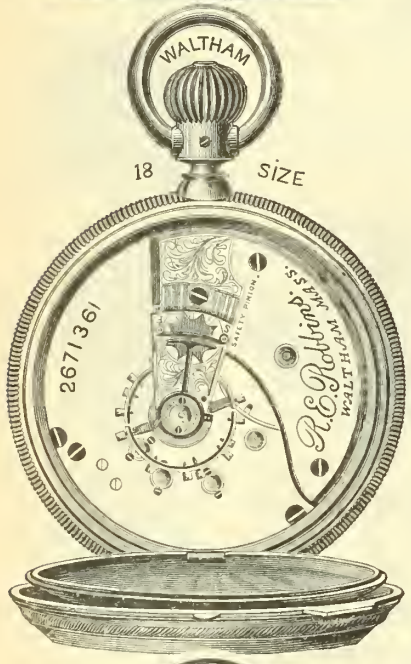

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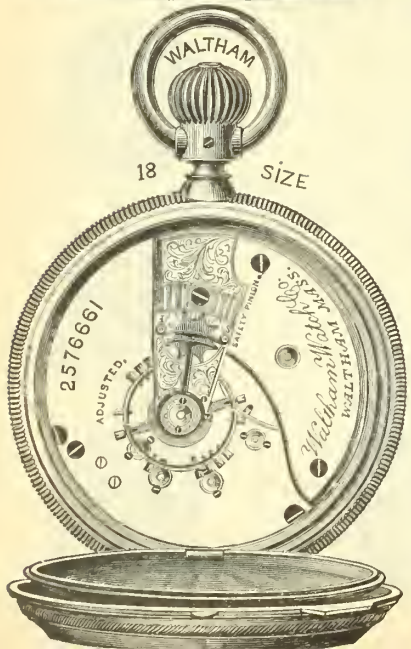

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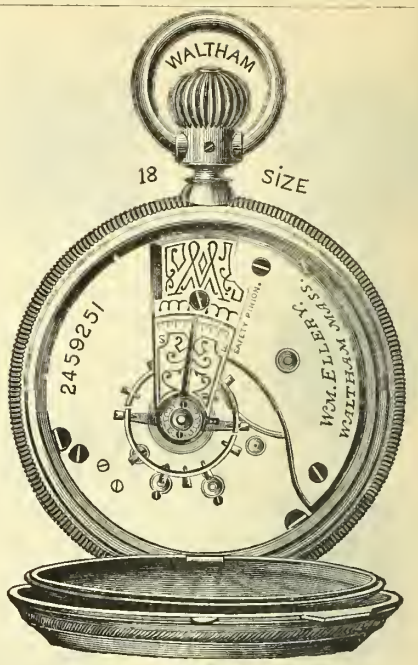


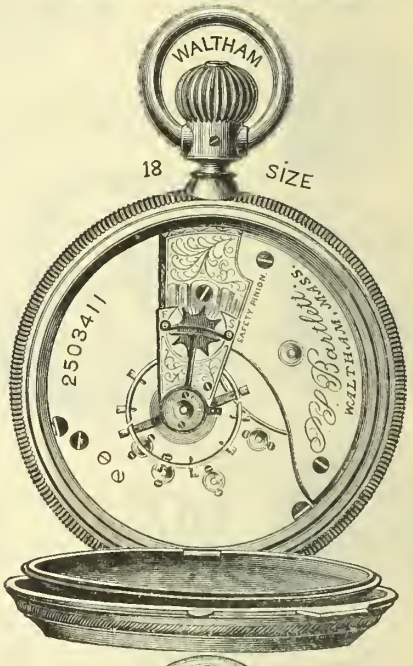


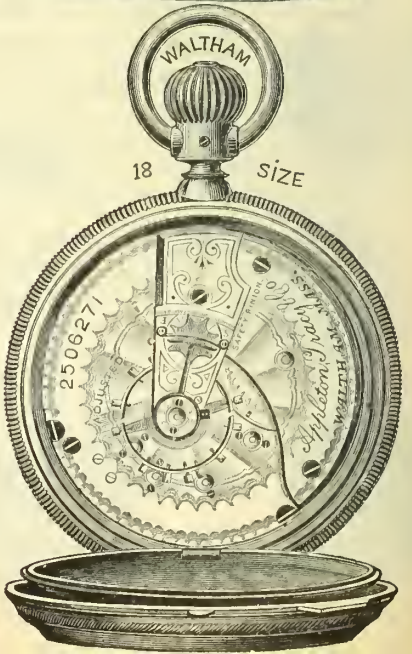


American Waltham Watch Co.

WALTHAM, MASS.







WALTHAM

FULL PLATE MOVEMENTS

—FOR

OPEN CASE STEM WINDERS,

—MADE TO—

SET BY THE PENDANT ONLY,

Doing away with Inside Hand-Setting Lever.

A Complete Assortment of Gold, Silver and "Crescent" Filled Cases on hand to fit any of the above Pendant Setting Movements.

All Pendant Setting Cases will take any American Full Plate Movement with Female Winding Pinion.

ROBBINS & APPLETON

GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

LONDON. SYDNEY.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

HOW HISTORY REPEATS ITSELF.

THE CZAR'S PRESENTATION WATCH AND HOW IT PANNED OUT.

A story illustrating the official dishonesty prevailing in Russia at the time of the Emperor Nicholas is told by Karoline Bauer in her memoirs. An acquaintance of hers, the Berlin artist Kruger, had been sent for to paint a portrait of the Emperor, who commanded that Kruger should receive, as a special mark of his satisfaction, a costly gold watch set with diamonds. But this watch had previously passed through the hands of several Russian officials. To the one pair stuck fast the diamonds, to the other the gold, so that Kruger received a very ordinary silver watch. When he thanked the Emperor for the present, he purposely pulled out the watch so that the donor might see it. "There, you see now, dear Kruger, how I am robbed," the Czar said in agitation, "but if I would and could punish all the thieves in my realm, as they deserve, Siberia even were not large enough to receive them, and Russia would be a waste as Siberia is now." Kruger of course received another watch from the Emperor's own hands.

While we don't wonder that such a thing could be done in semi-civilized Russia, it is hardly credible that cases almost parallel are occurring almost every day in our own country. The following, which we clip from the catalogue of one of the leading Case Companies in the United States, is pretty conclusive evidence that, in that country at least, the trade stand an equal chance with the poor Czar of being victimized, and thus making history repeat itself:

"THE OLD WAY OF SELLING GOLD CASES.

We lately heard of a "diamond cut diamond" transaction in every sense of the word; and the incidents are founded upon actual facts, and occurred between well-known watch dealers and manufacturers:

B, the country banker, goes to J, the country jeweler, and gives him an order for a Gold Watch Case, eighteen karats fine, agreeing to pay the regular rate asked by J. But J, being of an avaricious turn of mind, thinks he will still further increase his profits, and orders the case from the jobber, C, to be sixteen karats fine, but stamped 18-k. Now J stands well with C, the jobber, pecuniarily, but has the reputation of being very close, and hard to make any money out of. Therefore, seeing from the order of J, that a fraud and swindle is intended, he thinks that he may add to his profits a little, and, therefore, orders the manufacturer to make the case fourteen karats fine, but still stamp it 18-k. "Birds of a feather flock together," and C, the jobber, had driven many a hard bargain with M, the struggling manufacturer, and M scans with eager eye the order from C to make the case in such a manner that he knows he is perfectly safe in making his illegitimate share of profit out of the transaction; and on the principle that there is "honor among thieves," and consequently no danger of discovery, actually makes the case twelve karats, and stamps it 18k., colors and gilds it up nicely to look like eighteen karats, and completes the swindle. In due course B gets his watch case and shows it with much pride to relatives and friends; but the final catastrophe approaches, when, upon visiting a near-by city, he meets the well-known ——, who can tell the quality of gold almost in the dark, by intuition, and showing him the case, he is thunderstruck to hear the word "bogus" offered to what he fondly considered a master piece in the way of a watch-case. Explanations follow, and like the child's row of bricks, the different parties through whom the case was purchased, in their efforts to escape blame, throw the responsibility from one to the other, until finally the poor and struggling manufacturer, whose original crime was in following the path already pursued by his customers, is saddled with the entire load of guilt; and with upturned eyes and long-drawn faces the others stand about and say: "Thou canst not say I did it.'"

REAL PROTECTION TO THE TRADE.

In order to prevent any such imposition or fraud in goods of their manufacture, The American Watch Case Co., of Toronto, determined when they commenced business to make their Trade Marks an absolute and recognized guarantee of quality. They, therefore, laid down the following platform, which they have strictly adhered to in the past, and propose to continue in the future: (1) To make no goods without their own Trade Mark. (2) To stamp no goods of higher quality than they really are. (3) To guarantee the quality of every case they made to be of the quality stamped upon it.

In order to ensure this the following Trade Marks were adopted by them and registered in the office of the Hon. the Minister of Agriculture, at Ottawa:







These stamps will be found upon all the goods of their manufacture, according to quality. They ask the Jewelers of Canada with confidence to buy their cases, whether of gold or silver, for three reasons: 1st. Because they are up to the standard and guaranteed as to quality. 2nd. In design, workmanship and finish they are fully equal to any goods in the market. 3rd. Because they are much lower in price.

For the above reasons dealers will find it to their advantage to buy these cases in preference to all others.

The Acme Silver Company,

MANUFACTURERS OF

FINEST QUALITY

QUADRUPLE SILVERPLATED

GOODS.

9 & 11 CHURCH ST.,

TORONTO.

Write for our New Photographs and New Prices.



WE WILL GIVE

A POINTER TO THE TRADE

IN CANADA, BOTH

JOBBING AND RETAIL.



THE ILLINOIS WATCH COMPANY

HAS secured a new and important advantage in the manufacture of its celebrated Watch Movements. We possess the SOLE and EXCLUSIVE RIGHT and USE of the Patent granted to Ide for his SYSTEM OF TIMING AND ADJUSTING BALANCES.

We apply this system to ALL grades of our Movements, HIGH, MEDIUM and LOW.

Other Companies engaged in the manufacture of Watch Movements have nothing to compare with this system ; and the cost to them of applying the old and inferior method of timing and adjusting balances is so great that they cannot, in justice to themselves, apply even that to their LOW as well as their HIGH grades.

By Ide's System the LOWER grades of **ILLINOIS WATCHES** are timed and regulated more carefully before leaving our Factory than are the MEDIUM grades of other Companies, while our high grades are superior to theirs in the same degree.

Our LOW and MEDIUM grade of Watch Movements are thus subjected to a process of treatment in timing which other Companies give to their HIGH GRADES ONLY, and that too by the old method far inferior to the one employed by the **ILLINOIS WATCH COMPANY.**

Moreover, the System we employ is SCIENTIFICALLY CORRECT AND ACCURATE, while the old method must depend—to a very great extent—upon guess-work and approximation. It cannot be denied that in this System the **ILLINOIS WATCH COMPANY** possesses a decided advantage over all competitors, and to it is largely due the popularity and increased demand for Watches of its present manufacture.

This "POINTER" is worthy of your CAREFUL CONSIDERATION. Think of it.

We also solicit the careful and critical inspection of the Jobbing and Retail Trade of all Canada upon our new, improved and popular Movements, which we now have ready for the market.

Our No. 5 is the BEST ADJUSTED MOVEMENT EVER OFFERED FOR THE MONEY. It has Fifteen Jewels in Settings, Oreide Screws in the balance, and Patent Regulator. It is an accurate timer, and wherever it is in use it gives PERFECT SATISFACTION.

Our "Special No. 101" is manufactured ONLY on SPECIAL ORDERS, and very recently put upon the market ; but its flattering reception by the Trade gives assurance that it is already the FAVORITE LOW-PRICED NICKEL MOVEMENT before the public. It has Eleven Jewels, the top plate being jeweled in Oreide Settings, Patent Regulator, new and beautiful pattern of Damaskeen Finish, Circled or Double Sunk Dial, as desired. TRY ONE AND YOU WILL ORDER AGAIN.

Our No. 150, Ladies' 8 Size Watch is still in the lead of all low-priced 8 Size Movements, and IS THE BEST LADIES' WATCH OF THIS CLASS EVER PRODUCED. It has Eleven Jewels, is carefully finished, closely timed, and we guarantee it to give satisfaction.

These Movements are all new. They have all the latest improvements. We warrant them. Every Jeweler in Canada wishing for something fresh, novel, attractive and certain to please and satisfy his trade, should ask his Jobber for one of the new and improved **ILLINOIS WATCH COMPANY** Movements. All our Movements have Patent Pinions, and all are Quick Train. All Stem Winders are made to fit Hunting and Open Face Cases, the latter bringing the figure XII at the pendant.

Order for Movements with special engraving in grades above I. W. Co., received in lots of Five and upwards WITHOUT EXTRA CHARGE.



The Illinois Watch Company

- WARRANTS -

⋈ EVERY MOVEMENT. ⋈

DON'T FAIL TO READ THIS PAGE IN FEBRUARY.



THE TRADER.

TORONTO, ONT., FEBRUARY, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

WILL IT PAY?

A good deal of cheap talk has of late been indulged in regarding the way in which wholesalers, who are members of the Canadian Association of Jobbers in American Watches, have been living up to their contract to sell at the prices and on the terms laid down by the Manufacturers' Association. It is not an uncommon thing to hear a retailer say, "Oh, this list price is all very well for the young fellows, but you can't fool old heads like me; why, I can get all the goods I want at ten per cent. discount off the list price." While such things may be done in the future, and no doubt have been done in the past, we think that the genuine cases are very few and far between, and we do our jobbers only justice when we say that the most of them have lived faithfully up to their agreement in respect to prices and terms. It is possible, when retailers make such sweeping misstatements as the one we have quoted, that there may be found travellers, or even jobbers themselves, so weak in the back, that they take such talk for pure gospel, and determining not to be undersold by an opponent, actually sell the goods at the price the retailer claims he can buy them at. Our honest opinion is, however, that in nine cases out of ten, such statements are deliberate falsehoods, and the buyer knows he is only trying the jobber when he makes them. Our advice to all jobbers and travellers is to trust implicitly in the integrity of the members of your Association, unless the buyer can back up his statements with written proof in the form of an invoice of goods delivered. In any such case, take a memorandum of the date and other particulars, and report at once to the Secretary of the Association, and have the offender cut off.

A great many persons in the retail trade appear to believe that they are doing a big thing if they can induce a jobber to break his contract and cut the price of watch movements and cases to them. We think, however, that if they would look at the matter in a proper light they would see that it is their duty, as well as in their own interest, to prevent any such violation on the jobber's part. If the Association is any good at all, and we certainly think that any organization that makes a definite and uniform price for such staple goods as watches undoubtedly are, is a benefit, it is because that by its working, retailers are certain that if an opponent sells goods below the regular rates it is not because he buys them lower, but because he is sacrificing part of his profit. The experience of the retail trade throughout the United States and Canada is that since the organization of this Association, retail prices have become more uniform, and, as a consequence, profits have increased. In addition to this benefit the Canadian Association has protected the retailer by making it impossible for anyone but a jobber to buy these goods at wholesale prices. They have also opened a crusade against jobbers selling at retail, the result of which will probably be that the retailer will be amply protected against this evil in future. Now, these safeguards to the retail merchant on the part of the jobber, which are far in excess of those enjoyed by retailers in the States, can only be secured to them by the co-operation of such an organization as the Jobbers' Association, and we argue, therefore, that it is to the direct interest of every retail jeweler in Canada to see this institution live and prosper.

The jeweler, therefore, who tries to, or who does induce any member of the Association to violate his contract, is thus breaking down a very strong safeguard to the retail trade, and one moreover, whose protection cannot be secured in any other way. He may argue however, that although this may be quite true, the direct advantage he receives in the way of a reduction of price, by far outweighs the indirect benefits he can secure by having the members of the Jobbers' Association keep their contract inviolate. While at the first blush this may appear to be correct, we think a very little reflection will convince any thinking person that even this advantage is more apparent than real. Any retailer who buys his goods from a jobber who thinks so lightly of an agreement entered into with others, and which he is in honor bound to carry out faithfully, may be pretty sure of the fact that if he will thus practically perjure himself in such a case, his word, to put it very mildly, is not to be depended upon in any other case. They may rest assured that the man who, under pressure, cuts five per cent. to them, will, if the inducement be sufficiently great, cut ten to their neighbor, or lower still if it seems to be to his own interest to do so. He could never be sure, therefore, that he was buying at bottom figures, or that whatever cut he had induced the jobber to give him, some opponent would not possibly be buying at lower prices.

Taking it altogether, as far as we can see, it is to the interest of the retail trade to discourage any violation of their contracts by jobbers, and to do everything that lies in their power to help the members of the Jobbers' Association to keep their pledges inviolate. If they could possibly induce enough of jobbers to go back on their word of honor to break up the Association or make its operation a dead letter, we think they would find the condition of trade very much worse than it is at present. The large dealer would, as before, be able to buy very much cheaper than the small one, and, as a result, would be able to sell at the other's cost and still make a profit. Under such a system, prices would quickly become demoralized, and the average retailer would find it very much harder to make money than he does at present. Our disinterested advice to retailers, therefore, is to weigh this matter fully before being led away with the idea that they can derive any real or lasting benefit from the violation of a jobbers' contract, and to distrust thoroughly any one who offers of his own accord to violate his solemn word of honor.

IMPORTANT ANNUAL MEETINGS.

During the past month there were held by jewelers, in the City of Toronto, two annual meetings, each of which were of the utmost importance to the members of the trade in general. The meetings referred to were the first annual gatherings of the "Jeweler's Security Alliance of Canada," and the "Canadian Association of Jobbers in American Watches," full reports of both of which will be found elsewhere in this issue. We are glad to see such meetings take place in our midst, for they indicate very plainly that the day of individual trade isolation is past, and that more good fellowship and feeling is bouud to be found amongst our jewelers in future. Isolation begets selfishness and distrust, while organization and communication, on the contrary, usually brings out what is best in people. The more we mingle with our opponents, the more we should find in common with them, and although trade is a perpetual warfare, in which the weakest is always forced to go to the wall, such conflicts are better to be carried on good humoredly, and with a due appreciation of the good as well as the bad points of our opponents. How often do we find, when we come to know our opponents better, that they are not such bad hearted fellows after all, and that if they were in any other line of trade, we might positively take a liking to them. For such reasons, as well as for the fact that the organizations whose meetings are above alluded to, are of almost incalculable benefit to the jewelry trade, we are pleased to chronicle the prosperity and progress of these Associations. All the more do we congratulate them, on account of the sneers and cavils with which some members of the craft heralded their inception. While neither of them have yet reached maturity, they both exhibit a vigorous and healthy vitality, which should keep them alive and working in the best interests of the trade for many years to come. They should both have the cordial support and best wishes of every member of the jewelry trade in this country.

SELF PROTECTION.

In one of our editorials last month we ventured the assertion that the present demoralization of the retail jewelry trade was beyond the reach of any remedy that the jobbers could offer, and that if the business was to be put upon a healthy and paying basis the retailers would have to depend mainly upon themselves to accomplish it. In the outset we may say we are firmly of the opinion that the greater part of the causes which tend to make the jewelry business depressed and unremunerative are to be traced directly to the unbusiness-like methods employed by retailers themselves. The most of these abuses are inspired by a desire to get ahead of competitors in the race for business, but many of them can be traced to an utter ignorance of the first principles of business.

For example: while excessive competition may induce a man to sell goods at or about cost, the same thing does not force him to take the general public into his confidence and tell them what his goods cost, who he buys them from, and all the other things about his business that a level-headed business man usually keeps to himself. Yet these things are told to the public every day with the idea that by posting them they can get their confidence and induce sales. Can any retail jeweler tell us what earthly reason there is for initiating the public into what should be the secrets of the trade; why they should explain to the intending purchaser of a watch that the movement they offer him has a patent pinion, expansion balance, breguet hair spring, four pairs of jewels, why the 18k. gold case should be worth so much per dwt. for the gold, so much for making, so much extra for stem wind and engraving. Is there any reason why the retailer should quote the public gold chain by the dwt., or silver spoons by the ounce? We know of no earthly reason why they should do so, but we can find twenty against such a suicidal course. The information that is thus so glibly shot off by many of our jewelers is part of their capital. They did not acquire all this knowledge by intuition; in most cases it took them years to learn it thoroughly, and cost them money in addition. They might better give away part of their stock than this knowledge, which, while it is of practical value to themselves, only serves to make the customer more independent of them by posting him about prices. For example, to take a very common instance, a man goes into a jewelers to purchase a gold vest chain. The retailer shows him a lot, and although they are all as different as can possibly be in pattern, quotes him say one dollar per dwt. for them. "All 10k. chains cost alike," he tells his customer, "and we buy and sell them entirely by weight, just as the grocer does his sugar." The purchaser after inspection leaves, and promises to call again, but he is now posted about gold chains. He knows that no matter what the pattern is it should not make any difference to the price, that 10k. is worth one dollar per dwt., 15k. one fifty per dwt., and so on, according to the quality. Now all that he has got to carry in his head is the price per pennyweight, instead of the price and pattern, weight and size of each individual chain in the jeweler's stock. He can talk business to the second jeweler he visits sure. When he called on the first jeweler he was green at the business, now he is thoroughly posted. He now asks what is the quality of these chains; what do you charge per dwt. for them? If he is any good at driving a bargain, and the seller is not gifted with plenty of back-bone, he very soon makes him feel that if he is going to sell him a chain it must be cut mighty fine, and, therefore, down goes the price five or ten cents per dwt. If he has half-a-dozen stores to go to, and can set the one quotation against another's, he usually gets the chain so near cost that the jeweler who sells it to him at that price, *rather than be undersold*, has little or nothing left for himself out of the transaction.

Now what is true of gold chains is equally true of the sale of watch movements, silver spoons, clocks, and a dozen other staples of the trade that everyone knows are cut down so close to the quick that there is not a living profit in them. The fault is not with the business, for the jewelry trade is a profitable one if properly conducted, nor yet with the purchaser, for he would be indeed a foolish man were he to refuse this gratuitous information, by which he can easily save from ten to twenty per cent. on his purchase. As we said at first, the fault rests entirely with the jewelers themselves. When they sell goods in this way they violate every principle of business, and yet they are surprised that they are compelled to cut goods so fine to make sales. A watch movement should be sold as a movement and priced accordingly; a watch case by the piece, and not so much for the gold in it and so much for the making and other extras. A gold albert, guard, or necklet should be sold just the same as a locket or a brooch: so much each, and nothing whatever said about weight or price per pennyweight. Silver

W. MILLICHAMP & CO.,

29, 31, 33, 35, Adelaide St. E.,

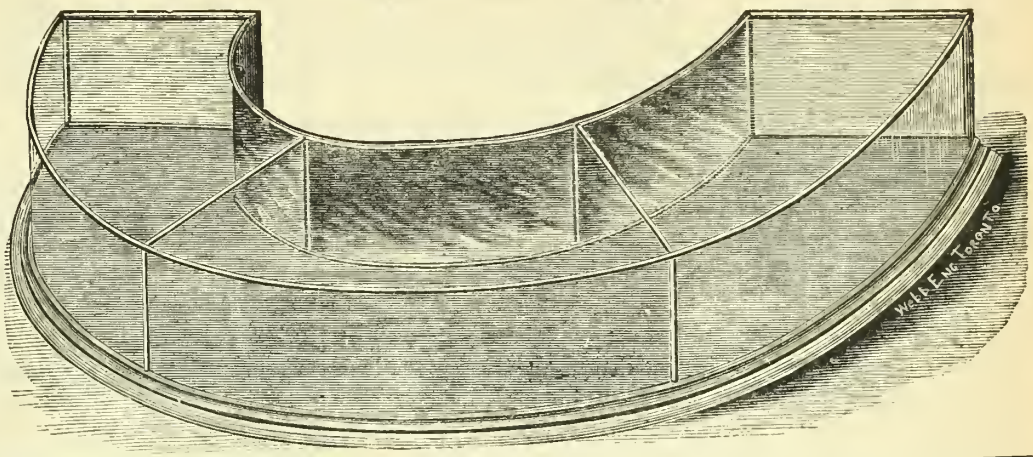
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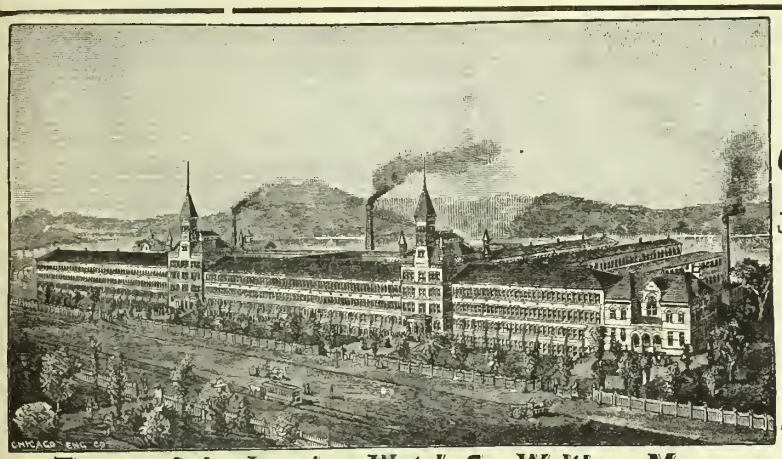
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and Shop Fitters, Gold, Silver and Carriage Platers. All kinds of Show Cases on hand in the newest and latest styles.

Agents for Canada for the Celluloid Show Cases. Send for Illustrated Catalogue.

SHOW CASES.





Factory of the American Watch Co.-Waltham, Mass.

REMOVAL.

John Segsworth & Co.,

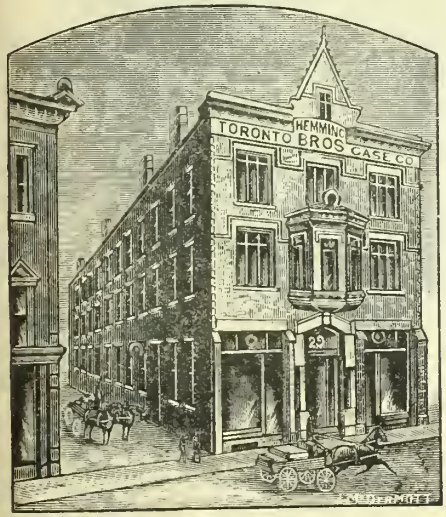
JOBBERS IN WATCHES AND IMPORTERS OF ENGLISH & AMERICAN JEWELRY,

HAVE REMOVED

—TO—

No. 6 WELLINGTON ST. EAST,

Where they will be glad to see their customers.



Jewelers' Cases and Trays in endless variety.

TOILET CASES.

Plush Novelties, Etc.

Travellers' Trunks and Trays fitted specially for any line of Samples.



SAMPLE GRIPS

FOR

JEWELLERY
SILVERWARE
HARDWARE
GROCERIES
LIQUORS
SPICES
MODELS, Etc., Etc.

- TELESCOPE BOXES -

MADE ANY SIZE

Hemming Bros.

29 ADELAIDE STREET EAST,

TORONTO.

TRAYS MADE

FOR

JEWELLERY
WATCHES
CUTLERY
BOTTLES
FANCY GOODS
SHIRTS
SHOES, Etc., Etc.

spoons should be so much per dozen, and not so much per ounce and engraving thrown in, as is usually the case.

If goods were always sold by the piece, instead of by the weight of metal and value of workmanship, we think that it would go a very long way in making the jewelry business more prosperous. No buyer could possibly carry all the prices and patterns in his head, and could never be certain which was the cheapest place to buy. By this means, although no more goods would be sold, very much better prices would be realized, as the retailer would find himself in many cases making money instead of losing it.

This is a reform, however, that can only be brought about by united action amongst the retailers themselves. The best way that we know of to accomplish it would be to do as suggested by one of our correspondents in last month's issue : form district associations. These associations could decide what would be a fair retail price for all staples, and if the members stuck to the agreement and sold only by the piece this evil would be remedied in a large measure.

Now what are our retailers going to do about these abuses, which are of their own making? Will they make an effort to root them out, or will they let them go on ruining the business by taking all the profit out of it?

Such associations could also regulate the prices for watch repairing, and put this on a very much better paying basis than it now is. As this watch repair business is one of the biggest, as well as one of the worst abuses in the trade, we propose to open out on it more fully in our next issue.

ANNUAL MEETING OF THE CANADIAN ASSOCIATION OF JOBBERS IN AMERICAN WATCHES.

The Annual Meeting of the above Association, was held at No. 1 Wellington Street East, Toronto, on the 18th January, 1886. There were present :

Messrs. E. Scheuer, (in the Chair), T. H. Lee, M. C. Ellis, J. Segsworth, W. F. Carrier, W. G. H. Lowe, J. H. Jones, G. Chillas, L. E. Battegay, H. Benham, R. Y. Ellis, S. Frenkel, Thos. Marshall, H. H. Fudger.

The Vice-President, Mr. Scheuer, having read the Report, as follows :—

GENTLEMEN,—

It is with pleasure I meet you again, and I have to congratulate you on the successful working of the Association during the past year.

I have to report that on the 22nd July, your Secretary attended a meeting of the Joint Executive Committee, held in New York, for the purpose of recognizing the members of this Association, when twenty-five names were accepted.

At a meeting of the Association held in Toronto on 13th August, the Secretary was instructed to obtain from the Movement Companies letters agreeing to sell only to members of this Association in Canada, and in accordance with these instructions, obtained such assurance from the American Watch Co., Elgin National Watch Co., Hampden Watch Co., and Illinois Watch Co.

On the 2nd September, the Joint Executive Committee held a meeting in New York, when a resolution was passed that no member of this Association should sell American watches at retail, of which you got due notice by circular dated 2nd September.

The only unpleasant matter on which I have to report is the violation of contract and consequent cutting off of Messrs. Rothschild & Co. On the 10th November, the Secretary received a communication signed by five firms, members of this Association, stating that a certain firm in the West had stated to their representatives that they had bought Elgin Movements at less than prices allowed by the Elgin Co., and desiring an investigation. The Secretary at once laid the matter before the Directors representing the West, Mr. E. Scheuer and Mr. John Segsworth. After due investigation they found that Messrs. Rothschild & Co. had sold the movements in question. Messrs. Scheuer, Segsworth and Chillas called on Messrs. Rothschild & Co. for an explanation, and made their report to the Joint Executive Committee. A meeting of this Committee was held in New York, December 22nd, at which the President and Secretary, as members representing this Association, were present. The Committee decided that the case was fully proved, and ordered that Messrs. Rothschild & Co. should be cut off, due notice of which you received by circular dated 24th December.

The account of the Association stands as follows :

Total receipts, as per C. B. and Interest, - -	$731 23
" disbursements, - - - - -	382 10
Balance on hand, - -	$349 13

E. SCHEUER,
Vice-President.

TORONTO, 18th January, 1886.

It was resolved, That the Report be accepted as read.—Carried.

Resolved, That Messrs. R. Y. Ellis and J. Segsworth do audit the accounts.—Carried.

Resolved, That Article 4, Sec. 1 of Constitution, be amended to read as follows :

ARTICLE 4, SEC. 1.—The Annual Meeting of this Association shall be held on the third Monday in January, each year, alternately, at Toronto and Montreal.—Carried.

Resolved, That Article 8, Section 1 of the By-laws, be amended to read as follows :

ARTICLE 8, SEC. 1—Application for membership in this Association shall be made to the Secretary on the printed form to be supplied by him, accompanied by a draft for $25, which amount shall be returned to applicant if he is not accepted.—Carried.

Resolved, That Messrs. Scheuer, Chillas and Fudger be the Directors for the West for the ensuing year.—Carried.

Resolved, That Messrs. Schwob and Jones be the Directors for the East for the ensuing year.—Carried.

Resolved, That the Secretary of this Association notify each of the Watch Movement and Silver and Filled Case Companies in co-operation with this Association, that it is the desire of the Canadian Association of Jobbers in American Watches, that all goods bought by Canadian Jobbers shall be shipped by express direct to Canadian ports of entry, and that the Secretary shall obtain assurance from each Company that they will comply with this request.—Carried.

Resolved, That this Association express its entire sympathy with the question of protection to retail watchmakers, and are

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

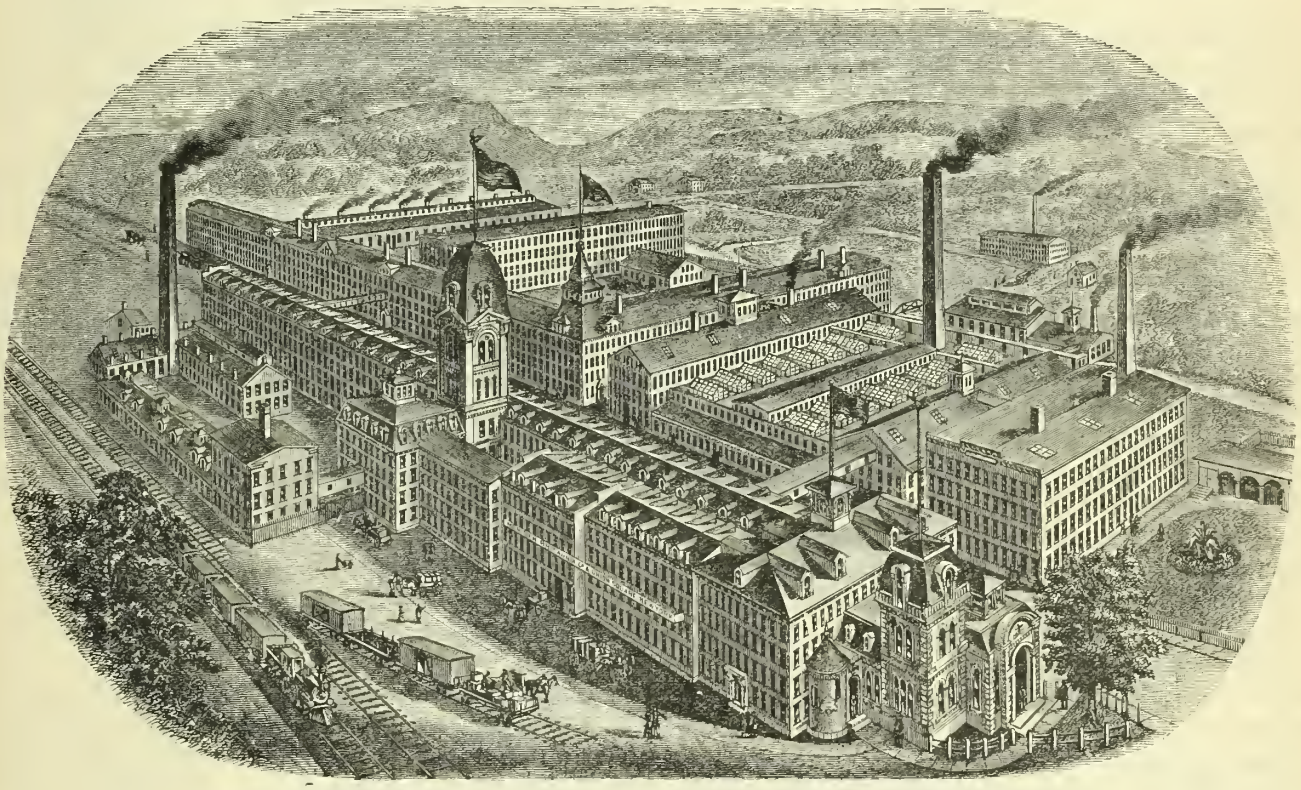
ELECTRO, SILVER AND GOLD PLATE.

HIGHEST HONORS OVER ALL COMPETITORS.

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on al Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiu ns wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name s well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

prepared to co-operate heartily with any organization the retail trade may form to carry out their views.

Resolved, That the Report of the proceedings be sent to THE TRADER for publication.—Carried.

Resolved, That the thanks of the Jobbers' Association are due and are hereby tendered to Mr. George Chillas for the admirable manner in which he has discharged the duties of Secretary, and that he be requested to accept the sum of seventy-five dollars.—Carried.

Resolved, That the Secretary shall convey to the Board of Fire Underwriters the thanks of this Association for their kindness in allowing us the use of this room for our meeting to day.

GEORGE CHILLAS, *Secretary.*

JEWELERS' SECURITY ALLIANCE.

The annual meeting of the Jewelers' Security Alliance was held on Thursday, January 14th, 1886, at 4 o'clock, in the office of John Segsworth & Co., Wellington Street East, a fair representation of the trade being present. The President in the chair.

The Minutes of last Meeting were read and confirmed.

The withdrawal of Messrs. Crell & Battegay was presented and accepted.

The Treasurer's Annual Statement, showing a surplus of $588.06, after being audited by Messrs. Ellis & Ryrie, was received and adopted.

The election of officers for the coming year was then proceeded with, and resulted in the following appointments :

President, John Segsworth ; Vice-Presidents, R. Y. Ellis, E. Scheuer and John H. Jones ; Secretary-Treasurer, James Ryrie, the retiring Secretary-Treasurer, W. K. McNaught, finding it impossible to act for the coming year ; Committee, H. H. Fudger, W. G. H. Lowe, C. H. Robinson, Max. Saunders, John Welsh (Stratford), S. Spangenberg (Belleville), B. Chapman and W. K. McNaught.

Upon resolution, the Secretary was instructed to renew the agreement of the Society with Detectives Curtin, of Buffalo, and Gates, of Hamilton, for the coming year.

Upon motion of W. K. McNaught, seconded by R. Y. Ellis, it was decided to issue a new Certificate of Membership.

It was also decided, that inasmuch as the finances of the Society are in so flourishing a condition, for the present the annual fee shall not be called for, but shall be subject to the call of Committee should occasion demand it.

Upon motion of B. Chapman, seconded by Geo. Chillas it was decided, since THE TRADER is so thoroughly circulated amongst the jewelry trade of Canada, that this Meeting send a report of its doings, with the request that they be published in its pages.

The Meeting then adjourned.

JAMES RYRIE, *Sec'y-Treas.*

GOLD.—One cubic inch of gold is worth $210 ; one cubic foot, $312,380, and one cubic yard $9,797, 762 (counting the ounce at $18). At the commencement of the Christian era there were altogether $427,000,000 worth of gold, but at the time of the discovery of America only $57,000,000 remained. At present the value of all the gold in the world is counted $6,000,000,000.

CORRESPONDENCE.

RETAIL JEWELERS' ASSOCIATION.

Editor THE TRADER :

As it is very essential that some preliminary steps should be taken at once towards the formation of a "Retail Jewelers' Association," in order that the jewelers may be better protected from those wrongs that have been perpetually practiced upon them by the wholesalers, both directly and indirectly, and which they have not been able to overcome so far, I offer a proposition which I am sure will lead to the most sanguine anticipations, if the course is adopted ; and it is beyond question that either the method which I will shortly bring forward, or some *such* similar one, must be carried out before any progress can be made towards forming an alliance.

I do not intend writing a long article upon this subject—it is unnecessary, because the grievances to which I refer are too well known by all those who represent the legitimate trade, without enlarging upon them. But I will briefly ask, through the valuable medium of THE TRADER, with your permission, Mr. Editor, for the co-operation of the retailers ; and it is to be hoped that all will heartily and readily respond, for I presume it is obvious to all that something must be done very shortly in this direction, if the jewelry trade in Canada is to be preserved as a distinct trade in the future.

I am taking upon myself the responsibility of this action, merely to ascertain how the general feeling is in regard to an Association, and also in order that a definite idea may be formed of the number who will extend to it their aid, by attending any meeting that might be called, &c.

Hence, I earnestly ask all those who are in favor of forming a "Retail Jewelers' Association," and also those who would be willing to become members of the same, to send me their names.

Now let every retailer, whether he resides in a village, town or city—who is favorable to the plan—answer, so that some decided action may be taken towards the accomplishment of our object.

It is the duty of each and every one to lend his assistance in repressing a system which is causing a great amount of harm amongst the retailers, and which, if not stopped, will ultimately be the ruin of the retail trade.

Yours truly,

Guelph, Ont. A. A. DAVIDSON.

ED. NOTE.—Although we think Mr. Davidson is wrong in charging the evils that retail jewelers are laboring under against the wholesalers, as the reports in another part of this issue will testify, we regard his idea as a good one. We are glad to publish his letter, and will do all that lies in our power to make such an organization a success.—ED. TRADER.

SPECTACLES, AND HOW TO SELL THEM.

WRITTEN SPECIALLY FOR THE TRADER.

PAPER NO. I.

We do not propose in this, our first article on Spectacles, to give a scientific treatise or description, but simply to consider their relation to the jewelry trade, and by what means their sale can be increased. The ordinary jeweler considers the sale of Spectacles simply as an incident in his business. He buys a

THE
TORONTO SILVER PLATE CO'Y,

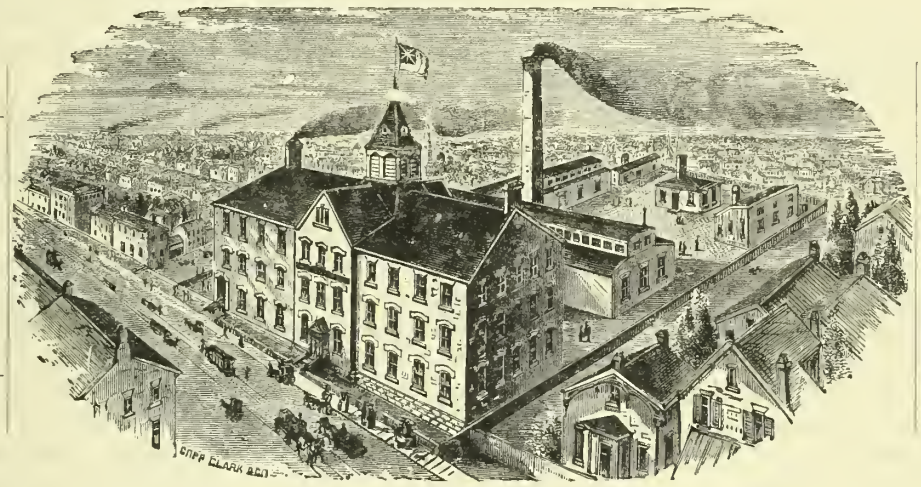
420, 422, 424, 426

KING STREET WEST,

TORONTO.



GOLD AND SILVER MEDALS AWARDED 1883.



GOLD AND BRONZE MEDALS AWARDED 1884.

Only Gold and Silver Medals Awarded 1885.

(THE ABOVE CUT IS AN EXACT REPRESENTATION OF THE COMPANY'S FACTORY.)

STREET CARS PASS EVERY FIVE MINUTES.

MANUFACTURERS OF
SILVER AND ELECTRO-PLATED WARE
OF THE FINEST QUALITY AND DESIGN.

SPECIAL NOTICE.

The Toronto Silver Plate Company is in thorough running order, and is the First Silverware Factory in Canada to manufacture the goods it sells from the raw material.

Their machinery is of the latest and most improved design, their labor as skilled as any in America, their designs are elegant and original, and they use all the newest processes for quality and finish now in use in the best United States factories.

TRADE MARK.

They guarantee the quality of their goods to be equal to anything made in America. Prices will be found as low as for any goods of the same quality.

Their Flat Ware is all plated upon a base of 18 per cent. nickel silver, and guaranteed to be 25 per cent. heavier plating than the regular standard quality of the best makers.

They will be pleased at all times to show their Customers the very interesting process of manufacture in all its details, from the melting of the metal ingots to the finishing of the article.

They guarantee all goods bearing their Trade Mark.

They have now in stock Shelf and Hollow Ware of their own design and workmanship.

few here and there from different jobbers, keeps a badly assorted stock, and reckons Spectacles as a line not worth handling. We could, however, in many instances reverse this picture, and point out jewelers who find Spectacles a good profitable line to keep. These latter keep a good stock ; they generally buy their goods from one house, that deals exclusively in Spectacles and makes a specialty of the Optical trade ; they sort up their stock continually and keep every focus ; they avoid unnecessary duplicating of the numbers, and only buy those that they are out of ; they do not, in order to force a sale—as a good many jewelers do—fit a person badly with a number which is not suitable, thus injuring their reputation as reliable dealers ; but keeping a full supply they take a little trouble in fitting, and reap the reward of a gratuitous and valuable advertisement from their satisfied customers.

A great many jewelers think that a 25 cent Spectacle is all that is demanded. They don't stop to consider the reason why a 25 cent article is wanted. It lies mostly in the fact that it is because that is the Spectacle they keep, and that nine cases out of ten if they keep a proper stock they would sell a better article, *instead of the peddler doing so.*

It is a very simple matter to fit a person of ordinary sight, and in a future article we will treat of that subject ; but at present we will consider :

Firstly, The advisability of keeping Spectacles and Eyeglasses in stock.

Secondly, How to buy the stock. (Where to buy we will leave to the dealer's own judgment).

Thirdly, How to keep the stock.

Fourthly, How to make the Spectacle trade a success.

Firstly : If a jeweler stops to consider the immense number of Spectacles and Eyeglasses worn, and that at least one in every twenty of the population requires them, he would at once try to cater to this trade, which assumes larger dimensions every year. The demand is rapidly increasing. In fact more than one oculist has said that 40 years hence we shall be a spectacled nation, and it must be remembered that, unlike jewelry, Spectacles are an article of necessity and cannot be dispensed with. The writer, who has had over 13 years' experience of the trade in Canada, begs to state that as far as that experience goes it convinces him that the trade is a profitable and increasing one, and that $100 properly invested in Spectacles will pay better than any other line a jeweler can handle ; the profits are good and the sales, although not extraordinarily large, are steady.

We now come to the second point : How to buy a stock of Spectacles and Eyeglasses. Choose a first-class house to buy from—one that devotes its full energies to the Spectacle trade, and does not sell them as a side line only ; in fact from a house that will fill all special orders for you—a very important matter in this line. Lay in a stock on the following plan : Spectacles, convex, to sell retail at 25 cts., 50 cts., $1.00, $1.50, and pebbles at $3.00 per pair, respectively. Eyeglasses, convex, to sell retail at 25 cts., 50 cts., $1.00 and $2.00 per pair. In Spectacles take of each kind : 2 pair of each No. from 5 to 7, 4 pair each from 8 to 18, 2 pair each from 19 to 30, and 1 pair each from 32 to 60. In Eyeglasses you will require from No. 10 to 48 principally. Of concave or short-sighted glasses an assortment of 3 dozen Spectacles and 3 dozen Eyeglasses will suffice for ordinary requirements in country stores. Have your higher grades of goods made *interchangeable*, so that you can fit gold Spectacles with lenses from your steel Spectacles made on the same gauge, and never allow your stock to run down so that you are out of any number.

How to keep your stock : Don't keep it out of sight. Remember out of sight out of mind. Get a good show case, made up so that each focus number is kept separately, and so that by looking at your case you can tell at a glance what you have in stock. Keep your goods clean and neatly arranged, and you will find half your work in selling Spectacles done. It is a very bad plan to keep your numbers all mixed up, so losing time in looking them out.

How to make your Spectacle trade a success : Never misrepresent your goods. Sell your Spectacles for what they are. Do not sell a common Spectacle for a good one. Never sell a good Spectacle for a pebble when it is not one. Sell it on its own merits. Get a good line of goods from a reliable house. Keep a good assortment, and if you have not got what your customer requires get it for him. Advertise judiciously yourself, and you will know what you are paying for it. Don't buy from houses that profess to advertise for you gratis, as they can't do it for nothing, and you pay for it half-a-dozen times over in reality. And last, but not least, fit your customers carefully.

H. G. LEVETUS.

"RETAILER" SPEAKS AGAIN.

Editor THE TRADER :

SIR,—Your correspondent H. D. seems to have his share of grievances in his letter. He says he agrees with "Retailer" in the first part of his letter, but not in the latter. All "Retailer" proposed was to have a uniform scale of prices for American movements, whether it be ten or twenty per cent. or whatever the trade may determine, and all bind themselves not to sell below the prices agreed upon ; and if found so doing shut them off from buying any more movements.

It is true that the great difficulty is in taking old watches in exchange, but the remedy for that is : allow no more for them than they are worth ; and if others do so they will soon find it a losing game.

Let there be no petty jealousies between brother craftsmen. Let all endeavor to raise the trade to its proper standing, and all will be well satisfied with the result.

In the first place let there be a meeting of the retail trade called—say in Toronto—and organize an association of retail dealers on the same basis as the Jobbers' Association, and let there be a set of rules laid down for the approval of the trade.

And then at the next meeting let them be either accepted or rescinded, just as the members may think good. If such is done all would have a voice in the making of the rules by which they would be governed.

I think there are men enough in Toronto of sufficient mental calibre to draft a set of rules for the good of the trade, subject to the approval of the whole association.

Your article "Protection to Retailers" is to the point. Retailers must organize if they are in earnest to correct abuses.

My opinion has been expressed before, viz. : Let us have a uniform scale of prices laid down for work and all abide by the scale, as the public don't bring me or Mr. Jones a job for charity—to keep us from starving ; they bring it because they cannot do it themselves ; and if we do not give them satisfaction we lose their custom. I hear tell of some who profess to

OFFICE OF

THE KEYSTONE WATCH CASE FACTORIES

NINETEENTH AND BROWN STREETS,

PHILADELPHIA, Jan. 1, 1886.

DEAR SIR,

The Firm of C. N. Thorpe & Co. was dissolved by mutual consent on the 31st ult., the business and assets of the Firm having been bought by the Keystone Watch Case Company, a corporation organized under the laws of Pennsylvania.

We will continue our interest in the said Company, of which Mr. Thorpe is President, and we ask for the Company a continuance of your kind favors.

Yours respectfully,

GEORGE W. CHILDS.
CHAS. N. THORPE.

THE Keystone Watch Case Company is the same concern as formerly, but continued under a changed title. The name Keystone is a good and suggestive one, with which the Trade is thoroughly familiar, and it has long been the practice of many of the patrons of the Keystone Factories to speak of and address the late Firm as the Keystone Watch Case Company. The title, therefore, is peculiarly fitting, because of extensive usage and the fame and popularity of the Keystone Factories and their products.

The Keystone Watch Case Factories, as is well known to the Trade, have always been recognized in connection with thoroughly made, perfectly reliable, and in all respects satisfactory goods.

Under the operations of the Keystone Watch Case Company, that enviable position will be loyally maintained.

The opening of the new year finds the Keystone Factories admirably equipped for business, and the management confidently rely on the co-operation of the Trade in a greatly enlarged output from this time forward, satisfied that their joint efforts will be mutually advantageous.

clean a watch for twenty-five cents. (It is not in the town in which I live you will understand).

There is a storekeeper in King who makes his boast that he can sell American watches cheaper than any watchmaker—a boast that he will not be able to make good when he has sold his present stock, for he does not keep anything in the trade but a watch or two, which is kept to draw his farmer friends' custom from the opposite store.

I would say to the trade generally, if they have any suspicion that any of the jobbers are not following out the principles laid down by Messrs. Smith & Fudger, Lowe & Anderson, and Lee & Chillas, and in fact all the jobbers in Toronto, or if they find storekeepers or others selling American watches, let them take the No. and send the same to the factory, when they will be able to find who it was that sold it; or, if smuggled, the Customs should be apprized of the same.

Your correspondent, Mr. Fenwick, objects to peddlers carrying watches, etc. I think, while it is their regular stock in trade, they should be reckoned as legitimate dealers, for we may rest assured that the general public will sooner buy from a regular dealer than from a peddler who is not an expert.

I have already trespassed too much upon your space, and conclude by wishing you a Happy New Year, and hope the retail trade will do their part as faithfully in the matter as THE TRADER is the wish of Yours truly, RETAILER.

SELECTED MATTER.

HE WANTS PIE.

A little, with content, is much
To him who'll not refuse it,
Who takes it as the Lord hath sent,
And then doth rightly use it.
Most men, with nothing, have a thought
That life would be a pleasure
If they could share, in smallest part,
With those who have the treasure.
But is it true? Experience shows
That, in this world of sorrow,
The man who fights for bread to-day
Will fight for pie to-morrow.

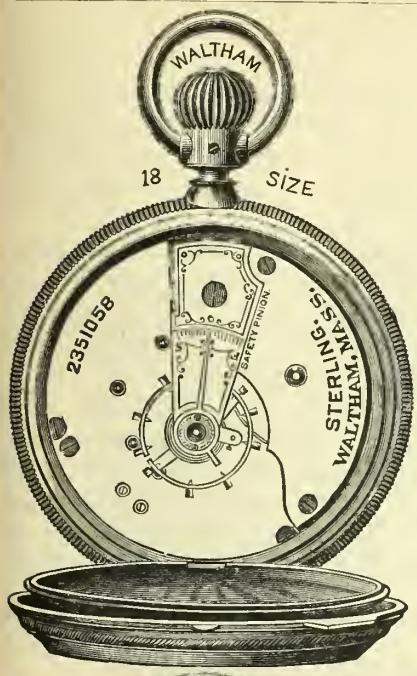
He vows he does not want the earth;
His thoughts are far above it;
The gold of Ormus and of Ind
His simple tastes don't covet.
A very little meets his wants;
Enough to yield a living,
He says, is all a man should ask,
And thank the Lord for giving.
But, is it true? Well, if it be,
The truth you'll have to borrow;
The man who fights for bread to-day
Will fight for pie to-morrow.

Of wealth, a fraction's all he asks,
With smallest numerator
Set out in unit bold, above
A large denominator.
This makes the sum of all his joys,
Of all his hopes and blisses:
'Tis all he needs, 'tis all he prays;
'Tis bread and cheese and kisses,
But, is it true? You bet 'tis not,
For, in this world of sorrow,
The man who fights for bread to-day
Will fight for pie to-morrow.

THE SUCCESSFUL SALESMAN.

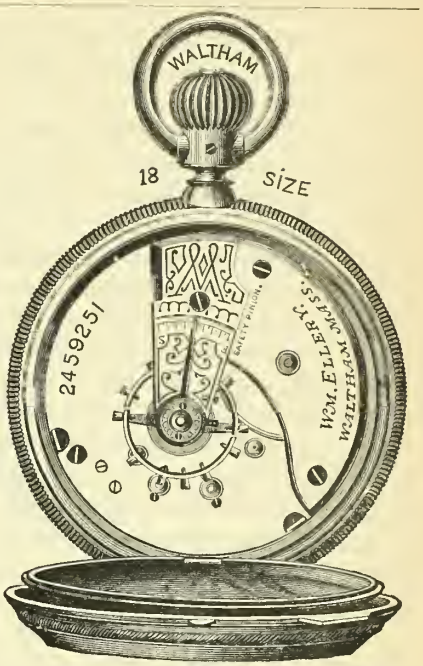
If we have been correct in assuming that there has been something in the nature of a revolution in the ordinary conduct of the country store business in Canada during the last twenty years, the change is not less marked in the character of the salesman than in that of the buyer and the business man. The grumpy, uncouth, general purpose attendant, who lazily left his concealment behind some overtopping pile of nail barrels and biscuit boxes, at the summons of the bell, sprung into clanging activity by the opening door, to ascertain the wants of the occasional purchaser, is no longer the rule, but the exceptional type of the modern salesman. What he is, is perhaps less to the purpose of this article than what he must needs be in order to attain the highest rung of the ladder as a salesman. And, first of all, he must needs have a competent acquaintance with the merchandise he offers for sale. A perfunctory knowledge gained in a passing way is only sufficient to betray his ignorance to the first customer of perception with whom he comes into contact. Here, as in every other walk in life, "knowledge is power," and no amount of address, tact and patience will compensate for the lack of a thorough, complete and technical acquaintance with each article, and which must extend to every variation of size, width, weight, quality, description and name, its relative value and peculiarity, the manner in which it is put up, bought, sold, etc., and all these must be at his fingers' ends, naturally, for the benefit, assistance and guidance of his customer, to the end that doubt and difficulty may be removed, and a sale effected. Could we reach the ears of the numerous class of young men seeking to qualify themselves to-day, for salesmen and merchants, we would ask them with all earnestness, as they value their future, to aim at *thoroughness*. One branch of trade, one department, one class of goods known completely, exhaustively, is of supreme importance. Not that the acquisition of knowledge should cease there, for, in a new country, an acquaintance with many kinds of merchandise may be extremely helpful, but the man who has but a smattering, a crude and imperfect knowledge of many things, without being thoroughly conversant with one, as a rule, achieves little success.

Assuming, however, that as the result of careful training, and the cultivation of habits of perception and observation, he knows his goods, and can speak about them with authority; a like amount of study must be given to human nature, so as to adapt himself to every variety of disposition, peculiarity and idiosyncrasy of the customer. Here the exercise of tact, skill, diplomacy and patient industry come to the assistance of the salesman. Address, urbanity of manner, imperturbable good humor, and long-suffering are all needful, and these are usually found in the highest perfection in the man enjoying good health, as the result of abstemious and regular habits. The man of quick temper, short, irritable, too anxious for results, is as likely to fail as the ungracious, angular crank, from whom the customer is intuitively repelled. Neither does success usually attend the loquacious parrot, whose dictionary of adjectives is so speedily exhausted, any more than the man who stretches exaggeration into falsehoods, which are speedily detected, and the salesman discredited. Just as a thorough knowledge is essential to the successful advocacy of the salesman's wares, so is truth the key and channel to confidence and esteem, without which there can be no permanent hold upon the customer.



American Waltham Watch Co.

WALTHAM, MASS.



WALTHAM

FULL PLATE MOVEMENTS

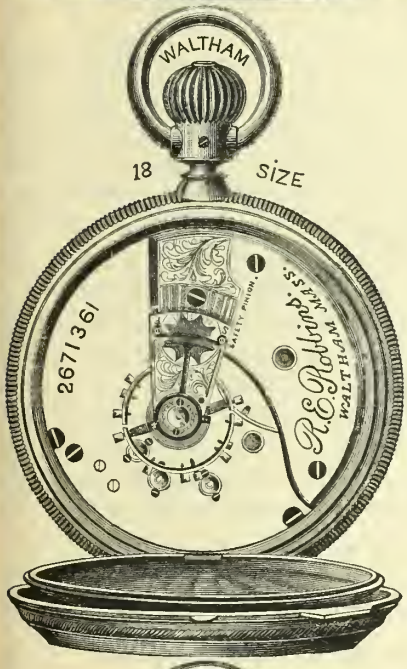
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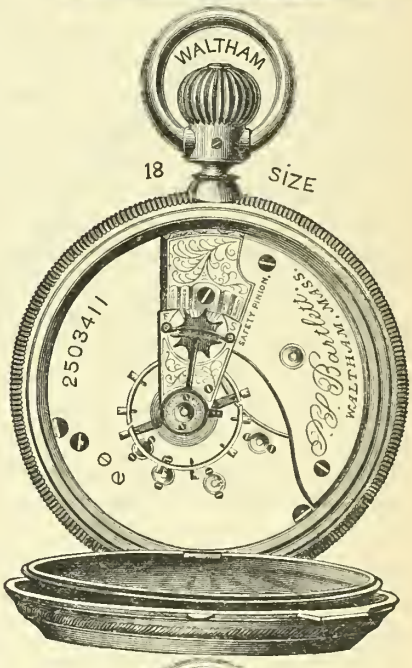
OPEN CASE STEM WINDERS,

—MADE TO—

SET BY THE PENDANT ONLY,

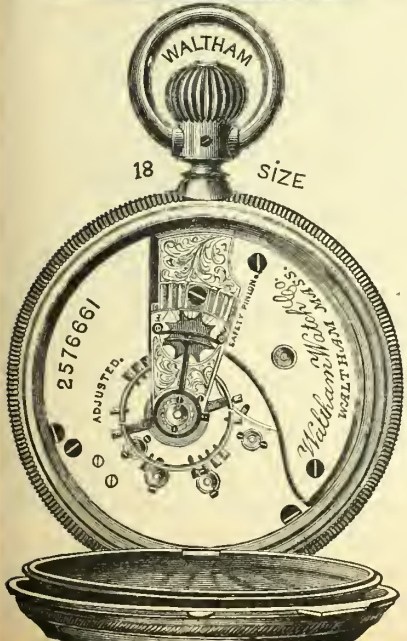
Doing away with Inside Hand-Setting Lever.

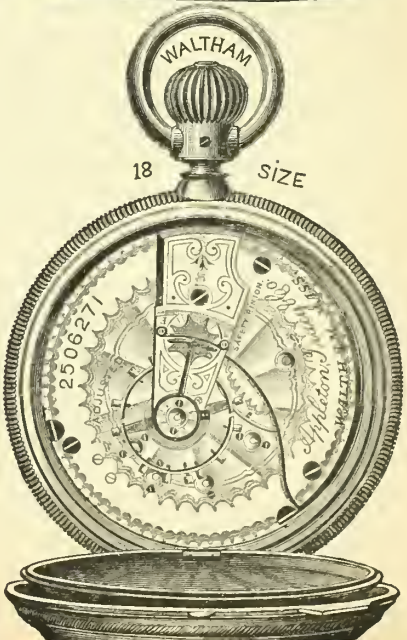




A Complete Assortment of Gold, Silver and "Crescent" Filled Cases on hand to fit any of the above Pendant Setting Movements.

All Pendant Setting Cases will take any American Full Plate Movement with Female Winding Pinion.





ROBBINS & APPLETON

GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

LONDON. SYDNEY.

This analysis of the successful salesman may be supplemented with a few illustrations:—Mr. P. was one of the most successful travelling merchants we ever knew. Of fine physique, to a more than ordinary share of good looks, he combined a gentlemanly address and extraordinary cheerfulness, as the result of excellent health. The buoyant, elastic step with which he entered a merchant's store arrested immediate attention, and the cheery, radiant salutation, never too familiar, and always respectful, frequently put the merchant, blue over the tightness of money or quietness of trade, into instant good humor, inspired him with hope that issued in a determination to persevere, drove away the despair, and an order to the visiting inspirer almost invariably followed. It is needless to add that the salesman "knew his business," and was not strange to the art of displaying his wares, nor to the efficacy of a manly advocacy of the respectability of his firm, and the merchantability of their goods. From the memoirs of "George Moore, Merchant and Philanthropist," we extract the following:—

Mr. Moore had, of course, many rebuffs to encounter in the course of his journeys as a commercial traveller. With sufficient confidence in his own abilities, he had no personal pride. Though rebuffed a dozen times, though bowed out of a shop again and again without an order, he would call again with his "Good Morning" as brisk and cheerful as ever. He used to say that it was a bad plan to fall out with a customer, however rude he might be. He talked with them, he joked with them, he amused them, and finally he brought them round to his side—which was to order a good parcel.

Many are the stories still told by commercial travellers about George Moore's determination to get orders. He would not be denied. If refused at first, he resorted to all sorts of expedients until he succeeded. On one occasion he sold the clothes off his back to get an order. A tenacious draper in a Lancashire town refused to deal with him. The draper was quite satisfied with the firm that supplied him, and he would make no change. This became known amongst the commercial travellers at the hotel, and one of them wagered with George Moore that he would not obtain an order.

George set out to try. The draper saw him entering the shop, and cried out: "All full! all full, Mr. Moore! I told you so before!" "Never mind," said George, "you won't object to a crack." "Oh, no!' said the draper. They cracked about many things, and then George Moore, calling the draper's attention to a new coat which he wore, asked what he thought of it. "It's a capital coat," said the draper. "Yes, first-rate; made in the best style by a first-rate London tailor." The draper looked at it again, and again admired it. "Why," said George, "you're just my size; it's quite new, I'll sell it you." "What's the price?" "Twenty-five shillings." "What? that's very cheap." "Yes, it's a great bargain." "Then I'll buy it," said the draper. George went back to his hotel, donned another suit, and sent the "great bargain" to the draper. George calling again, the draper offered to pay him. "No, no," said George, "I'll book it; you've opened an account." The draper afterwards became one of his best customers.

On another occasion a draper at Newcastle-upon-Tyne was called upon many times without any result. He was always "full." In fact he had no intention of opening an account with the new firm. Mr. Moore got to know that he was fond of a particular kind of snuff—rappee, with a touch of beggar's brown in it. He provided himself with a box in London, and had it filled with snuff. When at Newcastle he called upon the draper, but was met as usual with the remark, "Quite full, quite full, sir." "Well," said Mr. Moore, "I scarcely expected an order, but I called upon you for a reference." "Oh, by all means."

In the course of conversation, George took out his snuff box, took a pinch, and put it in his pocket. After a short interval he took it out again, took another pinch, and said, "I suppose you are not guilty of this habit?" "Sometimes," said the draper. George handed him the box. He took a pinch with zest, and said, through the snuff, "Well, that's very fine!" George had him now. He said, "Let me present you with the box; I have plenty more." The draper accepted the box. No order was asked; but the next time George called upon him he got his first order, and numerous others followed.

—HENRY W. DARLING, in *The Merchant*.

HALF AN HOUR TO SKIP.

A clock-cleaning tramp observes: "Cleaning clocks is another good fake, only it has been worked to death. One of us goes ahead and tinkers up the clock, taking it partially to pieces, tickling it up with a feather, and anointing it with ile or lard or something. I always, when I'm on the tramp, carry boa-constrictor ile or yak ile for the purpose. It's coal ile or lard, just as it happens. When I comes to put it together, if I don't know exactly where all the wheels go, I do the best I know how, and if there is any overflow of wheels without holes to put 'em in, as is usually the case, I jest quietly slip 'em in my pocket. I then handspike the hands ahead a half hour, and tells the folks it is unhealthy to turn them back, and that they had better wait until the time comes as pointed by the clock before they start it running. This saves disarrangin' the innards, I tells 'em. That half hour lets me out, and I goes if the clock don't."—*Exchange*.

STEPPING STONE TO SUCCESS.

Learn your business thoroughly.

Keep at one thing—do not seek change.

Always be in haste, but never in a hurry.

Observe system in all you do and undertake.

Whatever is worth doing at all is worth doing well.

One to-day is worth two to-morrows.

Be self-reliant; do not take two much advice, but rather depend on yourself.

Never fail to keep your appointments, nor to be punctual to the minute.

Never be idle, but keep your hands or mind usefully employed except when sleeping.

Use charity with all; be ever generous in thought and deed—help others along life's thorny path.

Make no haste to be rich; remember that small and steady gains give competency and tranquility of mind.

He that ascends a ladder must take the lowest round. All who are above were once below.


THE
R. F. S. & Co.
ROLLED PLATE CHAINS
—ARE THE—
BEST.

BUSINESS NOTES.

MEMBERS OF JEWELERS' SECURITY ALLIANCE.—SPECIAL NOTICE.—In case of burglary, telegraph at once to John Segsworth, 4 Wellington St. East, and James Ryrie, 113 Yonge St.

Mr. A. W. Dixon, formerly with Samuel Stern and afterwards with the late John Zimmerman, is now on the road for Messrs. P. W. Ellis & Co.

LOWE & ANDERSON are out with a very neat calendar and Christmas card which they have distributed broadcast amongst the jewelry trade. If you haven't got one ask the firm, "Why is this thus?"

FIRE.—Last month, the store occupied by Mr. J. A. T. Caton, wholesale jeweler, of Victoria, British Columbia, caught fire, but was extinguished before a great deal of damage was done. The loss was about $100, fully covered by insurance.

HOW TO SELL SPECTACLES.—If you want to get a few good, practical points about spectacles and how to sell them, be sure and read the series of papers that are being published in THE TRADER, commencing with this number. They will repay careful perusal.

W. F. DOLL. jeweler, late 55 and 57 Yonge St., Toronto, has removed to 525 Main St., Winnipeg, in Clements' new block, opposite city hall. Mr. Doll is now visiting New York and the eastern markets, picking up new lines, and will return to Winnipeg about the 1st of March.

SALE OF A BUSINESS.—We understand that the stock and fixtures of the business of Simon Schreck, jeweler, of St. Thomas, has been sold at thirty-five cents on the dollar to Mr. Fox, jeweler, of this city. Mr. Fox intends bringing it here to dispose of. Experts say that it was no great bargain even at that low figure.

THE ACME SILVER CO., of Toronto, not to be out-done, have sent out one of the handsomest calendars that has appeared this season. It is handsomely lithographed in colors and is good enough to frame. We should say that if the demand for the company's goods were as general as the demand for the lithograph they would need to double their capacity in the near future.

A LUCKY JEWELER.—We understand that Mr. Simon Shreck, whose stock and business were recently sold by his creditors, is starting again in his wife's name next door to his old place of business. It is rumored around St. Thomas that Mr. Shreck's better half was, only a few weeks ago, lucky enough to win a $3,000 prize in the Hamburg, German, lottery. The moral to every jeweler about to fail is obvious! Get your wife to go in for German lotteries.

ARREST OF A JEWELER.—We see by our Hamilton contemporaries that T. J. Carrol, jeweler of Hamilton, has been arrested by Messrs. Thomson & Co., of that city, for larceny. From the evidence before the magistrate it appears that Messrs. Thomson & Co. gave Carrol a couple of watches to sell for them and he refused either to account for them or the money. The firm had him arrested and we understand that the police magistrate has committed him for trial.

A NEW WATCH CASE.—The American Watch Case Co., of Toronto, have just secured the patent for a new and improved cheap dust proof silver watch case, which they have dubbed the "Perfection," and which bids fair to create a revolution in the trade. They have just supplied the jobbing trade with samples, and are ready to fill orders for them as fast as they come in. It is the cheapest case ever sold in Canada, and every dealer should ask his jobber to send him a sample of it at once.

A TASTY SOUVENIR.—One of the most elegant Christmas souvenirs that we have seen this year was sent us by the Illinois Watch Co., of Springfield, Ill., U.S., and consisted of a beautifully lithographed series of views of their factory and of the principal places in the capital of the State. No price-list marred its attractiveness, but in its place was a very neat and well written treatise on the adjustment of watches and the superiority of the system used by the Illinois company over all others.

BETTER THAN GOLD OR EVEN WHISKEY!—We learn from an exchange that Mr. Gage, formerly a jeweler of Kingston, Ont., but latterly a resident of California, U. S., has discovered a very fine spring of pure drinking water near the city where he resides, which he has disposed of for the sum of $65,000. Prospecting for water springs in California seems at present to be a better paying investment than prospecting for gold. We doubt if in such a "glorious climate as California" that a spring of pure whiskey would have brought a much higher price in an open market.

FLATTERING.—Our esteemed contemporary *The Metallurgist*, of Chicago, says of us:—"One of the brightest and most welcome jewelry publications that comes to our table is *The Trader*, of Toronto, Ontario. It is wide awake and pretty level headed on current topics of interest to the jewelry public." If we hadn't a bad cold in our head, we would take off our hat. As it is we can only say, Thanks!

SERIOUS ACCIDENT.—We regret to learn that Mr. William Ellis, brother of P. W. Ellis and foreman of their factory, met with what might easily have been a fatal accident on Saturday afternoon last, while coasting on the hill near the Don. As we go to press he is considerably improved, and although badly shaken, expects to be able to resume work in a few days.

THE TORONTO SILVER PLATE CO.—We had the pleasure of going through this superb factory a few days ago under the guidance of the enterprising manager Mr. E. G. Gooderham, and were very much surprised at the advance which they have made in every department of manufacture during the past few months They are now turning out goods of original design, beautiful finish, reliable quality and at prices almost as low as the same class of goods are sold at in the United States. Such factories as this are a credit to any country and if this is the way the present tariff tends to ruin the country we say like Oliver Twist, "Give us more" of the N. P.

THE ARREST OF TOBIAS EPSTIEN, who was formerly in the jewelry business but latterly engaged in the gents' shirt and furnishing trade, has created no small comment amongst those who knew him in the city. Mr. Epstein, who has been endeavoring to compromise, is charged by his creditors with having made way with some $30,000 worth of his assets. At the preliminary investigation before the Police Magistrate a few days ago he was committed to stand his trial at the next court but was allowed out on bail being given for $35,000. We trust Toby may clear himself, but at the present time things look rather squally for him.

THE ANNUAL MEETING of the American Watch Case Co., of Toronto, was held at the Company's office on Wednesday, the 20th January, when the old Officers and Board of Directors were re-elected for the current year. Although only eleven months have elapsed since this Company was organized, they are now thoroughly equipped with the very latest and most improved machinery known to the business, and are in a position to fully meet the demands of the trade, both as regards quality and quantity. They will in future continue their policy of making no goods without their own stamp, and of fully guaranteeing the quality of every case bearing any of their trade marks.

DEATH OF MR. THOMAS ATKINSON.—We regret to have to record the sudden death of Mr. Thomas Atkinson, jeweler of Newmarket, Ont. Mr. Atkinson was in Toronto only a few weeks ago on business connected with his firm and at that time no one would have for a moment supposed that he was so near the end of his life. He was an honest, upright merchant of a school that was old-fashioned enough to believe in paying one hundred cents on the dollar, and that a gentleman's word should be as good as a bond. He will be much missed in the town in which he lived and where he was highly respected. We understand that the business will be carried on by his only son Lemuel Atkinson who is a practical jeweler.

THE ELLIS TRADE MARK.—Messrs. P. W. Ellis & Co., in order to put an end to the misrepresentations often indulged in regarding the quality of gold jewelry, have for the future determined to stamp all the goods of their manufacture with a trade mark, (fully described in their advertisement) which, while serving to identify all goods of their make, will also, so far as the trade is concerned, act as an absolute guarantee of quality. This we regard as a wise step, and from the integrity and reliability of the firm using it we have no doubt that in a very short time our Canadian jewelers will look upon the E stamped maple leaf with as much confidence as if it were the Hall mark of the English Government Assay office.

T. WHITE & SON,

MANUFACTURING JEWELERS,

LAPIDARIES & DIAMOND SETTERS,

39 King St. West, · Toronto.

Canadian and Foreign Stones Polished and Mounted for the Trade.
N.B.—A variety of Stones and Imitations of all kinds in Stock.

C. W. COLEMAN,

10 KING ST. WEST, (UP STAIRS), TORONTO,

WATCHMAKER TO THE TRADE. DEALER IN WATCH MATERIAL, TOOLS, SPECTACLES, &c.

Complicated and other Watches put in thorough order. Broken or imperfect parts replaced by new. Gold Dials re-figured. Watches de-magnetized. Musical Boxes repaired. Jewelry Jobbing and Engraving. Stubbs, Hammers, Plyers and Files. Spectacles from 65 cts. per dozen up. Orders must be accompanied with City reference or Cash.

E. & A. GUNTHER,

IMPORTERS AND WHOLESALE JEWELERS,

COR. JORDAN & MELINDA STS.

Spring Stock now full and complete in all departments.
Special attention given to JEWELRY REPAIRING.
Our Travellers now out.

GEORGE J. BRAY & CO.,

— JOBBERS IN —

Watches, Jewelry and Diamonds, Tools, Materials, &c.

WATCH REPAIRING & DIAMOND SETTING a Specialty.

Call and see us when in the City or send your work in.

65 AND 67 YONGE STREET, - - TORONTO.

ATTENTION.



RETAIL JEWELERS who desire to get their Goods direct from the Manufacturer at first cost will save money by calling on me when in Toronto, or ordering samples of my Goods by post. I sell Goods cheaper than any other house in Canada, and guarantee everything I sell to be as represented.

Engraving of all kinds a specialty. For sample look at the cut in this advertisement.

REMEMBER THE ADDRESS:

A. M. WELLINGS,

MANUFACTURING JEWELER AND ENGRAVER,

26 ADELAIDE ST. EAST, TORONTO.

W. F. DOLL,

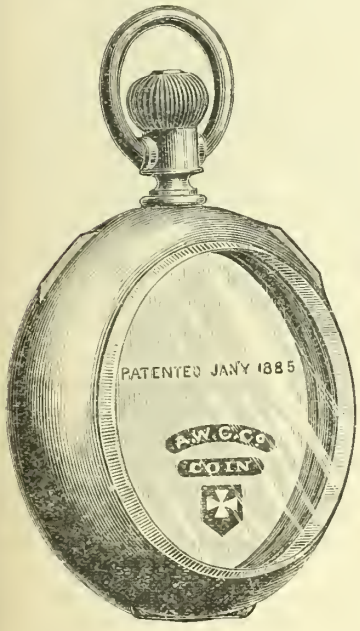
WHOLESALE JEWELER & IMPORTER

— OF —

Diamonds, Watches, Jewelry, Clocks, Silver and Electro-Plate, Optical Goods, Watch Material, &c.

525 MAIN ST., WINNIPEG.

(Late 55 & 57 Yonge St., Toronto)



THAYER & CO.,

3 WELLINGTON ST. EAST, TORONTO,

MANUFACTURERS' AGENTS AND DEALERS IN

Watches, Clocks, Material and Jewelry of all Kinds.

We beg to inform the trade that our **MR. FRED. A. THAYER** when in New York last month, succeeded in buying for SPOT CASH, some of the biggest bargains in Jewelry ever secured by any Canadian buyer, and of which we propose to give the trade in this country the full benefit. A look through our Stock, which is entirely new, will convince any Jeweler that he can save money by dealing with our house.

In addition to Watches and American Jewelry, we make specialties of the following lines, in all of which our Stock will be found very complete :

WATCH AND CLOCK MATERIALS OF ALL KINDS, WATCH GLASSES AND GENERAL JEWELERS' SUNDRIES.

☞ Our **MR THAYER** will call on you during the month, and we trust that you will reserve for him a share of your esteemed orders.

MONSTER SAFES.—We learn from a British Columbia exchange that the arrival of two monster safes, manufactured by Messrs. J. & J. Taylor, the well-known safe makers of this city for the Bank of British Columbia in Victoria, created quite a furore in that place. *The Colonist* devotes a full column of what it terms "these masterpieces of mechanical skill" and refers in very flattering terms to the makers. Although Solomon's saying that "a good name is better than great riches" is now over two thousand years old, the experience of Messrs. J. &. J. Taylor proves that he was quite right in making such an assertion. Their name is regarded all over Canada as a synonym of fair dealing and honest work, and we are therefore, not surprised that the arrival of two of the finest safes they ever turned out of their works should be so loudly heralded by our far away countrymen in British Columbia.

A NEW DEPARTURE.—As will be seen from our advertising columns, Messrs. Smith & Fudger in fulfillment of their promise to the Retail Trade made last November, have separated their jewelry entirely from their fancy goods business. The jewelry business will hereafter be a distinct business, they having sold it out en bloc to a joint stock company, consisting of themselves and several of their oldest employees. We trust that the change will be a beneficial one to all concerned, and we offer our sincere congratulations to their employees who have thus obtained a partnership in such a prosperous business. If the new company carry out their promise of selling only to bona-fide retail jewelers, as we have no doubt they will, they should be able to secure a large share of the legitimate jewelry business. They have our best wishes for the success of their new venture.

A LIVE RODGERS.—Meeting the genial manager of the Acme Silver Plate Co. the other day, we asked him in banter if it was true that he had the real Rodgers chained up in his back yard He assured us, upon his word of honor, that there was not a single particle of truth in the story, but that if we had an opportunity of coming down, he would show us the real, live Rodgers working in the factory and superintending the manufacture of the plated knives, spoons and forks which bear his name. They say it's better to be born lucky than rich, but if we were to have any control over our advent into this sublunary sphere, we would prefer being born a "Rodgers" in preference to being the son of a prince or any other profession, except that of a plumber. There's money in it, so long as you can do good honest work.

THE KEYSTONE WATCH CASE CO.—As will be seen from the advertisement on another page, the firm of C. N. Thorpe & Co., of Philadelphia, manufacturers of the "Boss" and "Keystone" cases, have turned their business into a Joint Stock Company, under the appropriate name of The Keystone Watch Case Company. With the exception of a larger working capital, and increased facilities for doing business, the change is in name only, as the management of the new Company will remain as before in the hands of Mr. C. N. Thorpe, Mr. H. L. Roberts and Mr. Chapette, the three gentlemen who made the reputation of the old concern, and who may safely be trusted to preserve and enhance it in the new. The "Boss" case has more than a continental reputation, and if the management of the new Company still adhere to their old idea of making only first-class goods and giving the public full value for their money, they may reasonably expect to increase their trade very largely. We wish the new Company a long and successful career.

PLEASE TAKE NOTICE!—We have frequently of late been in receipt of communications from various parts of Canada, which, for the most part, consist of personal attacks, either upon offending jobbers or retail opponents in business. While there may be some—nay, a great deal of truth in many of these charges, we desire to say right here that the columns of THE TRADER is not the place in which to ventilate such grievances, and we do not propose to constitute ourselves a vehicle for the conveyance of abuse. If the jobber with whom you have dealt does something you don't like or consider fair, settle the matter with him directly. If he won't make the *amende honorable*, you can refuse to have anything to do with him, that is if you don't owe him anything; if you do you had better poney up before you say too much. There are any amount of jobbers to buy from, and if one will not use you fairly, perhaps another will. If your grievance is against some local opponent, you must find some other way of getting even with him, for although your difference may be important to you personally, it is not so to the trade in general, and won't interest them in the least. For the ventilation or exposure of any trade abuse, such as may be of interest to the trade in general, or any section of the trade in particular, we have always room in our columns, and will do all in our power to help to correct them, but we can't go into the personal abuse business. For such communications we have a large waste basket, and our "devil" says they come in very handy for lighting the fire.

WARNING!—We are informed upon undoubted authority, that the Government have decided to protect themselves, and at the same time protect honest dealers from the unfair competition of jewelry smugglers, whether wholesale or retail, and to this end have detailed several private detectives to make a thorough investigation of all and sundry jewelers suspected of such practices. We are glad that this is the case, as such a proceeding on their part to enforce the law, cannot fail to be of benefit to every honest, law-abiding merchant who pays the duty. It is the duty of every honest jeweler, whether wholesale or retail, to give the Government all the information in his possession that may help to stamp out this practice. They will consult their own interest and the good of the trade in general by doing so. We expect to hear of some striking examples being made by the Government before the year is out.

CAN IT BE TRUE?—A special dispatch to a city contemporary says:—"The barefaced swindle perpetrated upon the customs authorities in Montreal, and discovered by the guardians of the estate of the absconding jeweler, C. T. Picard, who is supposed to be hiding in New York, has caused no little gossip amongst the trade. The full extent of the swindle is not known, but so far as discovered amounts to over 170,000 francs, and the authorities expect the amount will reach at least as much more. The most astounding feature of the affair is that a large, wealthy and presumably respectable house in Europe should have been guilty of aiding and abetting the firm here. It is asserted that the well-known watch manufacturing house of E. Sanderz & Co , Geneva, Switzerland, have been guilty of such conduct They have, it is said, supplied Picard & Co. with three sets of invoices. In those for the customs authorities, the goods were entered at from 50 to 70 per cent. lower than the invoices sent to the firm. The invoices containing the real values were addressed to Picard's private residence, where he kept a separate set of books and in which he debited Sanderz & Co. with the difference in invoices." In reference to this dispatch, we may say that the trade can scarcely conceive it possible that any honest man could so far lower himself as to take the false oaths that such a system of cheating must necessarily entail. Of the two evils, we think regular smuggling the lesser, and from a business standpoint, would certainly prefer to deal with a sneaking smuggler, who risks his personal liberty in cheating the Government, than with the able bodied liar, who effects the same object by committing perjury, either personally or by proxy. Both are bad enough in all conscience, and should be stamped out by the Government with an iron heel. These developments came none too soon, and the only pity in the Picard case is that it is the absconder's creditors and not himself who will have to pay the piper, if the Government insists on "its pound of flesh" in his case.

THE DEARDON SMUGGLING CASE.—Following close on the heels of the Picard Case, comes the intelligence that the customs authorities at Montreal have made another large seizure of jewelry, the "victim" this time being Mr. Deardon, one of the oldest wholesale jewelers of hat city. This seizure, which reflects the highest credit upon the officials at that port, has only been accomplished after three years' strict surveillance of the importer by a tide waiter here, whose suspicions were aroused by information he received. The difficulty in the way of unravelling the mystery as to how or by what route the goods were brought in, was the great obstacle that postponed the seizure until the present. It appears that everything was brought out on the Allan Steamships from England without being entered on the freight list, this having been done, it is alleged, systematically, in winter to Halifax, and in summer to Quebec, where the owner received the goods himself, and by concealing them on his person had no difficulty in getting them to his place of business. He admits the fraud, so the goods will be confiscated, and a fine of fifty per cent. of the legitimate duty imposed, or he will have to go to jail in default of payment. This looks as though the department meant business. It is also said that

LOWE & ANDERSON,

Wholesale and Manufacturing

JEWELERS.

HAMPDEN MOVEMENTS,
WALTHAM MOVEMENTS,
ELGIN MOVEMENTS,
ILLINOIS MOVEMENTS,
WALTHAM CASES,
DUEBER CASES,
FAHY CASES.

KEYSTONE CASES,
AMERICAN WATCH CO.'S CASES,
GOLD CASES,
FILLED CASES,
SILVEROID CASES,
SILVERINE CASES,
FAHY JUNIOR CASES.

AMERICAN JEWELRY,
ENGLISH JEWELRY,
SILVER JEWELRY,
GOLD JEWELRY,
PLAIN GOLD RINGS,
ENGRAVED BAND RINGS (Our own Manufacture)

GEM RINGS,
GOLD CHAINS,
SILVER CHAINS,
SILVER COLLARETTES,
SILVER LOCKETS,
GOLD LOCKETS.

LOWE & ANDERSON,

TORONTO, - ONT.

Deardon made a clean breast of the whole concern, and gave the customs authorities a full list of his accomplices and the retailers who bought from him. As the customs people have a direct interest in every seizure, a share of the spoils going to them, it is probable that there will be "wigs on the green" ere long.

SOMETHING ABOUT R.F.S. & Co.—We clip the following interesting item from *The Metallurgist*, which we think will be of interest to our readers:—"The house of R. F. Simmons & Co., Attleboro Falls, Mass., was established in 1873, and the present members of the firm are Messrs. R. T. Simmons, E. L. Hixan and J. L. Sweet. Mr. Sweet is the Vice-President of the Jewelers' Board of Trade of Providence. They at present employ over one hundred and eighty workmen, and although I hear other manufacturers claiming to employ as many, yet after having covered the jewelry manufacturing districts of the East pretty thoroughly, it is my belief that this house "leads the van" in the number of employees. Their specialty is gold stock plated chains. They carry in stock over 2,000 different styles. Messrs. Simmons & Co. run several patented chains and among others their patent box link. They were the first originators in plate of the "California" chain, This has always been a hard chain to make in plate as it is apt to run up to too high a price in making. The "California" chain was probably first imported and is made in bright and Roman gold. As per a patent process, with Messrs. Sweet & Co., these two materials are now united without solder, and this process has given the firm almost the entire trade in this chain. They have a very large sale for it on the Pacific coast."

WHAT IS A MINOR?—Louis Sapery, a young man of a speculative turn of mind, embarked in business in Toronto some four years ago as a jewelry peddler, and for some time did a snug little business, buying exclusively for cash, on account of the scarcity of credit. Subsequently, however, young Sapery entered into partnership with his brother-in-law, a Mr. Muscat, under the style of Muscat & Sapery, and in addition to his peddling trade, the new firm opened out a retail jewelry store on King Street East, almost opposite the St. James' Cathedral. As the new firm for a while met their engagements very promptly, it was not long before they were favorably regarded by the jobbing trade and getting all the credit they wanted, and, as it now appears, a great deal more than they deserved. Last fall, after laying in an unusually large stock of goods, young Sapery started on a trip to Manitoba to dispose of his stock. Later on he returned to Toronto and informed his creditors that he had sold nearly all his goods up there, but while in a house of ill-fame, in the prosecution of his business, he was drugged and robbed of the entire proceeds of his sales. His creditors, not taking this for gospel, commenced to make inquiries, and the result was that Messrs. P. W. Ellis & Co., one of the largest of them, got out a *capias* and had him arrested and put in jail. His friends have moved in court for an order to set the *capias* aside, on the ground that he is a minor, but their application has been thrice dismissed with costs, they having so far failed to convince the hard-hearted judge that the poor little fellow should have been tied to his mother's apron strings instead of selling jewelry these few years past. It is usually charged against this country that our youths are too precocious, but certainly if what Sapery's friends allege be true, here is at least one authentic case, where a young man of about twenty-one, who for four years has hoed his own row as a jewelry peddler, has suddenly relapsed into an irresponsible child, who should be pulling away at the feeding bottle instead of being put into jail by his hard-hearted and unfeeling creditors. Messrs. Ellis say that they are going to fight this thing out to the end on the line they have started on, come what may, and we think they are to be commended for so doing. A few such examples would clear the moral atmosphere in the jewelry trade and make it healthier for some time to come. In the meantime, if being a minor is going to save them from paying their legal obligations, some of them may suddenly discover that they are under age and act accordingly. If, however, they are as successful as Mr. Sapery has been, it will scarcely pay them.

WORKSHOP NOTES.

TO TEMPER STEEL.—Steel tempered in oil is not as hard as when tempered in water; softer in tallow than in oil; softer in sealing wax than in tallow. Small drills hardened in sealing wax require no annealing; very thin ones may be tempered by drawing them with a quick motion through the air; they, too, need no annealing.

TO HARDEN PINIONS.—I have for several years used petroleum for hardening pinions with best results. The steel parts to be tempered are first heated upon charcoal in the customary manner, then annointed with ordinary washing soap, heated cherry red, and quickly immersed in petroleum, without anticipating that the latter might ignite. Steel articles heated in this manner do not warp whatever, no matter how thin, and remain almost entirely white.

THE FUNCTIONS OF OIL SINKS.—Oil sinks are formed in watch and clock plates so that by capiliary attraction the oil is kept close to the pivot instead of spreading over the plate, and back slopes are formed on the arbors, so that the oil may not be drawn all up the body of the arbor. The "attraction" is sometimes negative and becomes a repulsion, as is the case of mercury in a glass tube. It is still called capiliarity whether the fluid is raised above its natural level or depressed below it.

REVARNISHING CLOCK CASES.—It is often incumbent on the country watchmakers to revarnish clock casings and other objects; we therefore publish a few recipes of easily-prepared varnishes. *Common Varnish*: 16 parts mastic, 2 parts Venetian turpentine, 24 parts sandarac, 120 parts alcohol. *Black Varnish*: 20 parts alcohol, 1 part sandarac, 2 parts shellac, 1 part elemi, 1 part seedlac, 1 part mastic, 1 part boneblack, 1 part Venetian turpentine. *Red Varnish*: 50 parts alcohol, 1 part dragons' blood, 4 parts Venetian turpentine, 4 parts shellac, 8 parts mastic, 2 parts elemi. The ingredients are put into a bottle and filtered through a fine cloth, and the varnish is ready for use. For a colorless varnish, use 1 part mastic, 2 parts bleached shellac, 2 parts sandarac, and 20 parts alcohol.

BURNISHER.—The surface to be burnished must be free from scratches, which the burnisher would not remove, but render more distinct by contrast, and the burnisher must be kept highly polished, for the surface burnished can never be smoother than the burnisher. Burnishing polished pivots with the glossing burnisher preserves them from wearing. Very little, if any, of the metal is removed by burnishing in the ordinary way, although watchmakers sometimes use what are called cutting burnishers to form pivots. The cross section of these burnishers matches the outline of the pivot it is desired to form, and they are roughened by rubbing on a lead block charged with coarse emery. The pivot is finished with a smooth burnisher of the same form as the cutting are. Silversmiths use burnishers of agate.

WEAKENING THE SPRING.—The balance spring is best placed upon a piece of glass, not too thick, which lies upon a piece of white paper, whereby the disturbing shadow is prevent altogether. Much twisting of the spring is injurious, and no exact regulating can be had with one that is bent. Shonld it ever become necessary for the repairer to weaken an over-strong spring, for want of a suitable one, let him do as Cut a medium-hard holly, narrowed flat, press the spring carefully within it, lay it upon a plate of glass, and apply the oilstone with gentle pressure, or coarse redard oil, and thus remove as much as consistent. When much has to be taken off, it is better to shellac the spring upon the plate for flat grinding and polishing—of course set the screws very exactly to obtain a uniformity; after finishing, remove the spring. with alchohol and boil. The spring coils must lie in their natural position, neither twisted nor cramped. I wish to state in this connection that this desperate remedy should only be used when the repairer has no other means at command, and only then in watches of low grade. Of two evils choose the lesser. The spring is not *improved* by such treatment.

OTHER NOTES.

A watchmaker in Newcastle is said to have completed a set of three gold shirt-studs, in one of which is a watch that keeps excellent time, the dial being about three-eighths of an inch in diameter. The three studs are connected by a strip of silver inside the shirt bosom; and the watch contained in the middle one is wound up by turning the stud above, and the hands are set by turning the one below.

Engines of war are short-lived now-a-days. Three years ago no praise was too high for the machine-guns which had brought to a close the bombardment of the forts of Alexandria, by driving the gunners from the guns they were serving. Now those same guns of Mr. Nordenfeldt's invention are pronounced obsolete, and no longer fulfilling

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

the necessary requirements. Recent experiments carried out in Weymouth Bay by the Polyphemus against dummy torpedo-boats have shown that the quick-firing gun manufactured by Messrs. Hotchkiss is the only one at present whose results are satisfactory.

The total number of watches produced annually in the entire world is estimated to be about 3,000,000. The annual production in the United States is now 1,000,000. The total number of key-winding watches made in this country since the introduction of machinery in their manufacture, or since about 1850, is 3,250,000. Probably over 2,000,000 of these were made during the last ten years.

The interest factor is one of the most potent features in all business transactions. Money will double itself at ten per cent. in about seven years, at nine per cent. in eight years, at eight per cent. in nine years, at seven per cent. in ten and a half years, at six per cent. in twelve years, at five per cent. in fourteen years, at four and a half per cent. in sixteen years, and at four per cent. in eighteen years.

WISE AND OTHERWISE.

"A little nonsense now and then
Is relished by the wisest men."

How to make a Maltese cross—tread on her tail.

A NAVIGATOR'S most dangerous strait is a whisky straight.

EVERY angry man thinks he's right, and nine out of ten can see that they were wrong when anger cools. The tenth man is a fool.

PROFESSOR—"Is the intensity of gravity greater at the Poles or the Equator?" Sophomore—"Yes, sir." Professor—"Which?" Sophomore—"It's greater."

"THE mouth of the Amazon," said a professor of geography in a St. Louis female seminary, "is the biggest mouth in the world—present company always excepted."

A SCOTCH schoolmaster having repeatedly and at last angrily demanded of the pupils, "Who signed Magna Charta?' a little girl tremblingly replied, "Please sir, it was na me."

A CERTAIN little damsel, being aggravated beyond endurance by her big brother, fell down upon her knees and cried: "O, Lord! bless my brother Tom. He lies, he steals, he swears. All boys do; us girls don't. Amen."

ON a recent trial a witness was asked as to the common sense of Joseph Buckley. "When Buckley was sober," he said, "he was very sensitive—as sensitive as any other man; but when drunk he was very much exaggerated."

Two Irishmen were proceeding in company to witness an execution, when one said to the other: "I say, Pat, where wud yez be if the hangman had his dues?" "Begorra," said Pat, "I'd be jist walkin' down this shtreet alone."

A MAN who had filed a petition for a divorce was informed by his counsel that his wife had filed a "cross petition," as lawyers call it. "A *cross* petition!" exclaimed the husband! "that's just like her; she never did a *good natured* thing in her life."

A FATHER lately induced a croupy little boy to make a healthy meal of buckwheat cakes and molasses, but the latter proved to be syrup of squills. The boy said he thought something ailed the molasses the very minute his father told him to eat all he wanted.

"TEN dimes make one dollar," said the schoolmaster. "Now, go on, sir. Ten dollars make one—what?" "They make one mighty glad these times," replied the boy, and the teacher, who hadn't got his last month's salary yet, concluded that the boy was about right.

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

SAFE FOR SALE.—Outside measurement, 4 ft. 6 in. x 3 ft. x 2 ft. 7 in.; inside measurement, 3 ft. 4 in. x 1 ft. 10 in. x 1 ft. 2 in.; also two nickel counter cases, 8 ft. and 9 ft.; and two walnut wall cases, 9 ft. long. Apply to JOHN PEEBLES, jeweler, Hamilton.

SALESMAN WANTED.—By one of the largest retail jewelers in Toronto. A first-class salesman, who thoroughly understands the business. References required Address, stating salary required, JEWELER, care THE TRADER Publishing Co., 57 Adelaide St. West, Toronto.

WANTED.—SITUATION AS WATCHMAKER, by the 15th of February, by a young man just out of his time. Can do all kinds of watchwork and jewelry repairing. Address, E. G. TAYLOR, care of G. D. Pringle, Guelph, Ont.

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E., Toronto, who makes a specialty of Jewelers' Work. Samples and estimates on application.

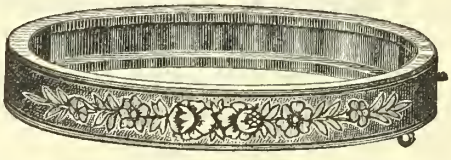
ASK YOUR JOBBER FOR GOODS OF THE MAKE OF

C. E. HAYWARD & COMP'Y,

Successors to HAYWARD & BRIGGS,

MANUFACTURERS OF FINE ROLLED PLATE JEWELRY

179 BROADWAY, NEW YORK.

PATENT  BRACELETS.

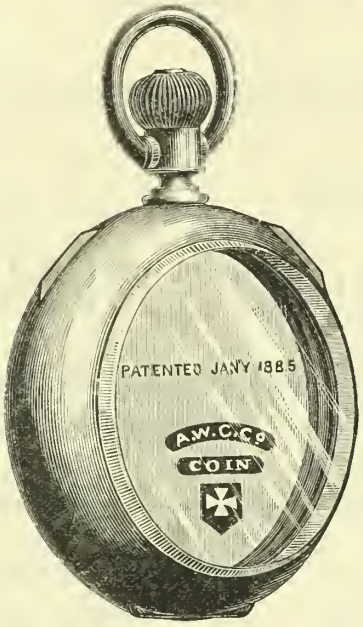
"THE MORTON" PATENT POST SLEEVE BUTTON.

Link Buttons, Collar Buttons, Plated and Ribbon Vests and Guards, Hair Chain Mountings, Seals, Lockets, Charms, Jewelers' Findings, Etc.

Factory: ATTLEBORO, MASS. Buyers invited to call at our Office and examine new Goods.

SPECIAL NOTICE.

CANADIAN PATENT.



JANUARY 15TH, 1886.

The American Watch Case Co. of Toronto desire to ask the attention of the Retail Jewelers throughout Canada to the merits of their newly patented

- "PERFECTION" -

Dust Proof Watch Case, which has just been placed upon the Market. This Case, an exact representation of which is shown above, has so far been made only in Silver, and is the best Cheap Watch Case ever turned out by any Factory on this Continent. The same pains are taken in its construction and finish as in the Company's regular Silver Cases, and they have only to be thoroughly examined to be appreciated. The "Perfection" is

The Cheapest Silver Watch Case Ever Sold in Canada,

And is now in the hands of all the leading Jobbers; the Trade can therefore be supplied with them without any delay. Ask your Jobber to show them to you; it is money in your pocket to handle them, therefore take no others instead. Every "Perfection" Case we manufacture bears our stamp and registered Trade Mark as above, and is fully guaranteed as to quality, no matter by whom sold.

☞ Dealers will please notice that we are now fitting all of our *regular* Open-Face Stem-Wind Cases with our new Patent Unbreakable Pendant Set, the simplest, strongest and best device for the purpose ever invented. They are made so as to take any regular American Full-Plate Movement with Female Winding Pinion.

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well known reputation that the name RODGERS has attained all over the world have induced other makers to adopt a similar name, calculated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt , on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

TORONTO,

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G. RODGERS,

Known to the trade in Sheffield, England, and on this continent since 1846.

THE

ILLINOIS WATCH COMPANY

is now receiving orders for its new and beautiful

FOUR AND SIX

size movements, and is the ONLY Company now in the market with FOUR size movements.

PLACE YOUR ORDERS EARLY.

THE ILLINOIS WATCH COMPANY

warrants every movement of every size manufactured by it.

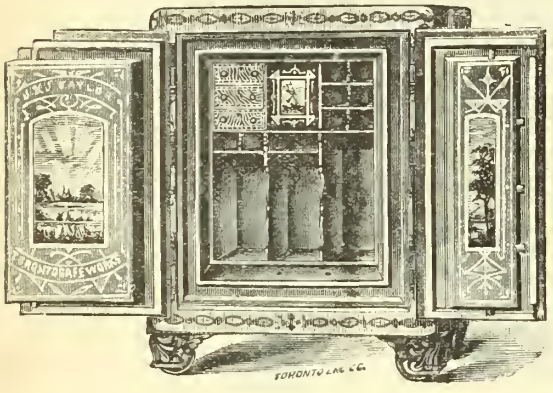
DON'T FAIL TO READ WHAT WE HAVE TO SAY TO YOU IN MARCH.

H. ELLIS,

WHOLESALE JEWELER,

3 WELLINGTON STREET EAST, TORONTO,

BEGS to thank the Jewelry Trade for the liberal patronage extended to him during the past year, and hopes by square dealing to merit a continuance of same. His stock of the following lines will be found very complete and prices right: **Waltham, Elgin and Springfield Movements, Gold, Silver and Filled Cases, American Jewelry, Materials, Tools, Glasses, Spectacles, &c.**



J. & J. TAYLOR
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

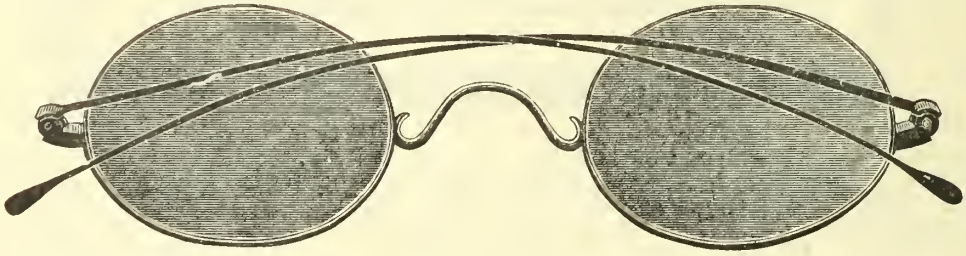
30 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

MONTREAL OPTICAL & JEWELLERY CO'Y

LIMITED.

COLORED SPECTACLES AND EYE-GLASSES.



The M. O. & J. Co., beg to call the attention of the trade to their very large and fine assortment of COLORED SPECTACLES AND EYE-GLASSES. Prices from $1.00 per dozen up. Every style and variety for Men's, Women's and Children's use kept in stock, or manufactured specially to order.

ORDER EARLY AS THE DEMAND AT THIS SEASON IS LARGE.

ILLUSTRATED CATALOGUE AND PRICE LIST CAN BE HAD ON APPLICATION TO

The Montreal Optical and Jewellery Company, L'd.

P. O. BOX 1054, MONTREAL.

THE TRADER.

TORONTO, ONT., MARCH, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to
THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

AN OFFER TO OUR RETAILERS.

We have been asked many times by prominent retail jewelers throughout Canada to publish in our columns, a reprint from the *Jewelers' Circular*, of the articles of "Excelsior on Watchmaking." As most of our readers are aware these articles are conceded by all competent authorities to be the best treatise on this subject ever written. They were never published in book form, and it is therefore impossible to obtain them except by purchasing the back numbers of the paper in which they originally appeared. These are now so scarce as to be practically unobtainable and are almost worth their weight in gold, and their owners can hardly be induced to part with them at any price.

We are now offered a complete set of these articles by a gentleman well-known to the trade in Canada, on the condition that we publish them in the above manner for the benefit of the practical watchmakers of this country. This we have almost decided to do, provided the jewelry trade desire their publication. We will therefore take it as a favor, if every jeweler in Canada who wishes us to publish these invaluable articles will signify their desire by dropping us a post-card at once on receipt of this paper.

If it seems to be the wish of the majority, we shall commence their publication forthwith and continue them every month until they have all appeared in our columns.

If however the trade is indifferent, or do not appreciate the benefits which may accrue from their re-publication, we shall not bother with them.

We leave the matter now in the hands of the retail trade and shall govern ourselves by the verdict they render upon the suggestion above thrown out.

AMERICAN JOBBERS' ASSOCIATION.

The annual meeting of the United States National Jobbers' Association was held in the Jewelers' Board of Trade Rooms, New York, on the 9th, 10th and 11th of February, and was largely attended by the leading wholesalers from all parts of the Union. The discussions were many and exhaustive (especially to the listeners) but with all, a large amount of wise and practical legislation was passed, which must have a good effect upon the jewelry trade if faithfully carried out. If an outsider might be allowed to offer a suggestion, we would say that the principal trouble seemed to be that most of the business was, as it were, sprung on the delegates, and they had to discuss it at once, without any time for consultation and mature consideration. The result of this was a lengthening of the debates and a want of relevancy in the discussions, that even the chairman, able as he was, found it at times very hard to confine within proper limits. It seems to us that if, say a month's notice of any proposed changes had to be given to the Secretary, and communicated by him to all the members when the notice of the meeting was sent out, that the delegates would come to the convention prepared to discuss the proposed changes a great deal more advantageously for the interests of the Association and their own. Another thing that we noticed was that a great many of the delegates seemed to be there in order to legislate for their own individual interests. This, in Association matters, we do not consider right. The proper way to consider any and all such questions is, (1) Is it right? (2) Is it best for the Association as a whole? (3) Is it best for our individual interest?

Apart from these strictures, which we trust the good nature of our cousins will excuse, we saw much to commend and to imitate. The impersonality of the debates, the good feeling exhibited by every speaker without a single exception, the orderly and decorous conduct of the meeting, the strict impartiality of the chair and the obedience to its rulings, and above all, the liberality and fair-mindedness displayed to their smaller competitors by the wealthy jobbers, and by all the delegates to the retail trade, were worthy of the calling and the country they were there to represent. In addition to the members of the American Silver Watch Case and Movement Mfrs. who were present by invitation, the courtesy was also extended to Mr. George Chillas, Secretary of the Canadian Jobbers' Association, and W. K. McNaught, of the American Watch Case Co., of Toronto.

SMUGGLING.

We do not know that smuggling is getting more common in Canada than formerly, but one thing is certain, public attention is being directed towards it more pointedly on account of the greater number of seizures made by the Customs department. We are glad to think that as a rule our jewelers, both wholesale and retail, are guiltless of this offence against the law, and that they have no sympathy for people who practice it. Although smuggling is the exception rather than the rule, there are, as our columns have at various times, and especially lately, testified, some notable exceptions. It is scarcely worth while mentioning these delinquents by name or scorching them on the end of our editorial toasting fork in the fire of public scorn and ridicule. Such people are usually impervious to public opinion and provided they can make money, the public may think as they please. The only way to touch such people is the method adopted by the Custom authorities, that of bleeding them in the pocket which is the only vital part about them.

If smugglers were content to bring their goods surreptitiously into the country and make an extra profit by selling them at exactly the same prices asked by honest dealers, their crime would not be one-half as bad as it usually is. Not only do these gentlemen (?) cheat the Government and evade their fair share

of the public burden of taxation, but as a rule they demoralize trade by giving away the money they have cheated the country out of to their customers. By this means they probably expect that their greatly increased trade will repay them for their increased risk, and so it probably would if they were never detected. It is an old saying that "The pitcher that goes often enough to the well is sure to be broken," and so it is only a question of time when the smuggler comes to grief. "The mills of the gods grind slowly but they grind to powder," and many a person who has practiced this illegal calling undetected for years has at length been brought up with a round turn when he least expected it.

The smuggler usually goes to work with his eyes open because he makes it his business. He knows or ought to know the risk he runs and what will follow in case he is detected, and therefore when he is caught we do not think any sympathy should be wasted upon him. It ought to be looked upon by outsiders as a matter of course that the Government should strip him of all his ill-gotten gains, and punish him just the same as for any other offence against the law and society.

In order that our readers may have a clearer idea of the penalties for smuggling and the powers vested in Customs officials for the detection of it, we append a few extracts from

THE CUSTOMS ACT OF 1883.

Penalty and forfeiture for smuggling goods, using false invoices, etc.

SEC. 153. "If any person with intent to defraud the revenue of Canada, smuggles or clandestinely introduces into, or attempts to pass through the Custom House any false, forged, or fraudulent invoice, or in any way attempts to defraud the revenue by evading the payment of the duty, or any part of the duty on any goods, such goods shall be seized and forfeited; and every such person, his aiders and abettors shall, in addition to any other penalty or forfeiture to which he or they may be subject for such offence, be deemed guilty of a misdemeanor, and on conviction shall be liable to a penalty of not less than fifty dollars and not more than two hundred dollars, or to imprisonment for a term of not less than one month nor more than one year, or to both fine and imprisonment within the said limits, in the discretion of the Court before whom the conviction is had."

Misdemeanor. fine and imprisonment

Forfeiture and penalty for offering for sale goods pretended to be smuggled.

SEC 154. "If any person offers for sale any goods under pretence that the same are prohibited, or have been unshipped and run on shore, or brought in by land or otherwise, without payment of duties, there and in such case all such goods (though not liable to any duties nor prohibited) shall be seized and forfeited, and every person offering the same for sale shall forfeit treble the value of such goods, or the penalty of two hundred dollars at the election of the prosecutor, which penalty shall be recoverable in a summary way, before one or more Justices of the Peace; and in default of payment on conviction, the party so offending shall be committed to any of her Majesty's gaols for a period of not exceeding sixty days."

Imprisonment for non-payment.

Penalty for harboring or selling smuggled goods.

SEC. 155. If any person knowingly harbors, keeps, conceals, purchases, sells or exchanges any goods illegally imported into Canada, (whether such goods are dutible or not) or whereon the duties lawfully payable have not been paid, such person shall, for such offence, forfeit treble the value of said goods, as well as the goods themselves."

From the foregoing it will readily be seen that if the Customs department choose to exercise the powers vested in them, it would be almost impossible for any merchant to keep smuggled goods on his premises, even though he experienced no difficulty in getting them into the country. The trouble is that heretofore the department has simply shut its eyes to the fact that any great amount of this dishonest evasion has been going on and if by accident they caught any one *in flagrante delicto*, they were content to confiscate the goods and let the culprit go.

Now, however, that so many and such flagrant breaches of law have been brought before their notice, the department has resolved to uphold the dignity of the law and to mete out punishment to all and sundry who can be convicted of such dishonest practices. To this end they have secured the services of highly trained detectives who will be given carte-blanche as to their manner of working up the cases entrusted to them.

This action of the department is highly to be commended and should prove a most effectual check upon smugglers of all kinds, who may rest assured that if the government allow them apparent immunity for a season it will only be for the purpose of making a more complete example of them when they are ready to shut down upon them.

This action on the part of the Customs authorities cannot fail to be of great benefit to all honest dealers, as it will have no small effect in doing away with the cut-throat competition that unchecked smuggling is sure to bring about. For this reason every honest dealer whether wholesale or retail should do all that lies in their power to help the authorities to stamp out this evil.

Before closing we cannot help asking our retail merchants throughout the country to look out carefully for smuggled goods in the hands of unscrupulous so-called jobbers. As they will see by the foregoing extracts from the Customs Act, no matter whether they buy smuggled goods innocently or not they are just as liable to have such goods seized and confiscated as the original smuggler. There are so many reputable jobbers in Canada whose standing is above reproach, that they would be indeed foolish to purchase dubious goods from people of little or no responsibility simply because they appeared cheap. Such goods may often prove very expensive to the purchaser before he gets through with them.

A NEW METALLIC STANDARD OF VALUE.

Probably no question is to day receiving such universal attention as the depression of trade. Go where you will, whether to free trade England, or to the protected countries of Europe or America, the same complaint is heard, business is depressed, and as a consequence thinking men everywhere are looking for some panacea to this seemingly universal difficulty. As is usual in such cases, there are not wanting theorists who pretend with certainty to account for the prevailing stagnation, and as a rule, each advocate has very plausable reasons in support of their pet contention. The two most in favor, however, seem to be the

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

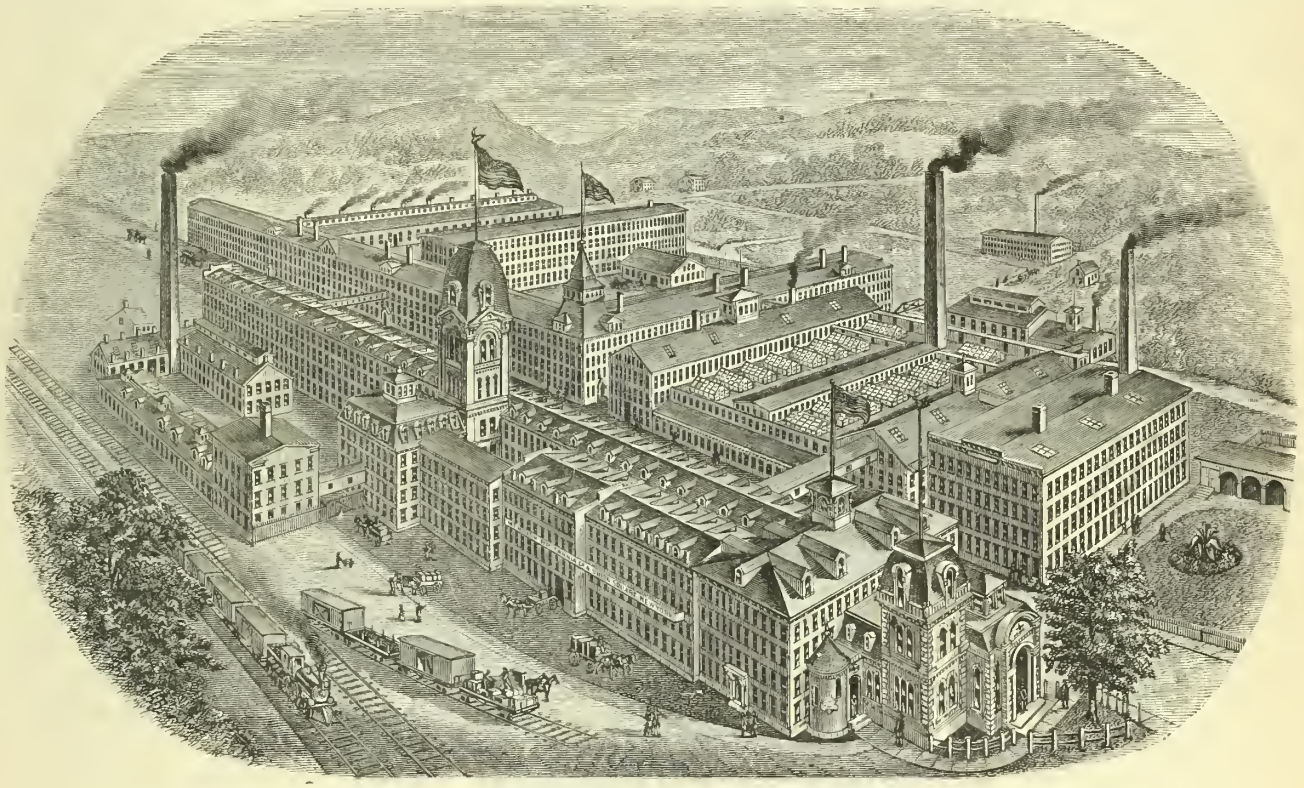
ELECTRO, SILVER AND GOLD PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Con., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on al Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiu ns wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name s well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

"over production of manufactured goods" and "the appreciation of gold." Our own belief is that while there is much force in the arguments advanced by the supporters of each of these theories, that in neither of them is the whole truth contained. We think rather that the cause can be found in a combination of both theories, although in our opinion the growing scarcity of gold is the more serious of the two. The able article of Mr. Morton Frewen in the October number of the *19th Century Magazine*, has, we think, demonstrated beyond a peradventure that the excess of consumption of gold over its production, or, in other words, its growing scarcity is one of the most disturbing elements, if not the principal factor in the present universal depression. Mr. Frewen's contention is that as the demand for gold exceeds the supply by some $65,000,000 per annum, it is only a question of time when gold will become so scarce that it cannot be used as the recognized standard of values, but must give place to something else. That his view is not confined to himself, is evident from the persistent efforts that have been put forth from year to year by those advocates of a bi-metallic standard, both in Europe and America, who wish to see silver placed on the same platform with gold as a recognized standard of value. We fail to see, however, that it is possible to have a double standard such as is proposed by these bi-metallic advocates. You might just about as well try to have two yard measures as two standards of money value. The value of gold or silver, like everythingelse, depends upon the laws of supply and demand, and it is just as possible to make the earth stand still as to regulate by Act of Parliament or Congress, the relative values of gold and silver. If anything were wanting to prove the soundness of this contention, the present anomolous position of the American silver dollar would amply establish it. This coin, when first minted, was supposed to be worth one hundred cents in gold; to-day, however, owing to the depreciation in silver and the appreciation of gold, it has shrunk in value so as only to be worth eighty cents. The person, therefore, who is innocent enough to sell either goods or labor for it at its face value, loses twenty per cent. on every dollar he thus exchanges, and has literally to take the advice the Government has stamped upon its face, "In God we Trust," for the other twenty cents If gold were as plentiful as silver, it would be of no more value than that metal, while if silver were to become as scarce as gold now is, it would materially appreciate in value. The same reasoning would hold if the supply were reversed. A few years ago seventeen pennyweights of silver would buy one pennyweight of pure gold, but to-day it takes twenty pennyweights of silver to buy that quantity. This depreciation in silver arises from two causes, partly because gold has become scarcer and increased in value, and partly because silver has become more plentiful, and consequently cheaper. Thus it is, the law of supply and demand, acting in opposite directions upon the two metals which are used as money by all civilized nations, is slowly but surely forcing them intrinsically apart. From present appearances, we should say that the relative positions of these metals is not liable to any startling change that will serve to bring their values any closer together. On the contrary, everything points in the opposite direction. The production of gold is slowly but surely decreasing, with little or no prospect of any great addition to its ordinary annual output, while on the other hand, silver is being found in increased quantities, and unless its production is in some way restricted, bids fair to become a glut in the market. In the meantime, most civilized countries are adhering to the gold standard, and hence the appreciation of gold and the apparent shrinkage and cheapness of silver as well as of everything else. Exactly the same causes which are tending to depreciate the value of silver, are at work in lowering the values of natural products and manufactured goods of all kinds, for it is a self-evident proposition that the scarcer gold is the greater must its purchasing power become, as long as it remains the sole standard of value. As Mr. Frewen quaintly puts it, "If all the gold in the world had shrunk to five sovereigns, and it still remained the standard of value, the owner of one of them would be able to buy Koh-i-noor diamonds for shirt buttons." Speaking on this subject a few weeks ago at a public banquet in Chicago, Mr. L. T. Gage of that city, and one of the leading bankers of the United States, in the course of his remarks said that when "gold becomes worth a premium of twenty per cent. as it certainly will in the couse of time—I do not say how soon—the banker can then sell his reserve for the full equivalent. It is true that his profits may be realized in a kind of money that will have purchasing power of twenty per cent. less than the kind of money that he now realizes his profits in. But isn't that true of you all? Isn't it true of every laborer in the United States? Isn't it true that the savings fund of the laboring people, the humble classes of the United States, now amounting by statistics to $1,100,000,000 in the savings banks, will shrink in purchasing power $200,000,000? That is as certain as water is to run down hill"

To our mind, the present indications seem to point to the fact that, owing to the demand for gold, and its inadequacy to meet the wants of commerce, a new metallic standard will shortly have to be decided upon, if we are to have a return to solid commercial prosperity, instead of continued or spasmodic depression. The producers, and those interested in its production, are naturally anxious that silver should be the coming standard, but its bulk, combined with its rapidly decreasing value, furnish weighty reasons why it should not be adopted. As we said before, we believe that a dual standard is as impracticable as two yard measures, and that we must seek for the new standard in some one metal or alloy of metals, which shall dethrone gold as king of metals and arbitrator of values. For this purpose we would suggest an alloy of the two metals at present used by all civilized countries, gold and silver. We think that if adopted it would not only settle this vexed question for centuries to come, but give trade the world over an impetus equal to that caused by the discovery of the gold fields of Australia and California. If say one dwt. of gold, valued in round numbers at one dollar, were alloyed with one oz. of silver, valued at the same price, the result would be a coin the size of the American dollar, the value of which would be two dollars. One dollar of this alloy would be the size of half a dollar; half a dollar of a quarter dollar, and a ten cent piece the size of a five cent. piece. The advantages of such a coinage would be numerous. Although about ten times more bulky than gold, it would be only one-half the bulk of silver, and for ordinary commercial transactions it would be more convenient than either. Its adoption would have an effect upon trade equivalent to the doubling of our present reserve of gold. Its principal advantage however, would be its perfect equilibrium as a standard of value. In this respect it would act somewhat similar to the compensation balance of a chronometer, which is composed of two metals, the expansion

THE

TORONTO SILVER PLATE CO'Y,

410 TO 426 KING STREET WEST.

STREET RAILWAY CARS PASS THE DOOR EVERY FIVE MINUTES.

DIRECTORS.

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G. Harrison,
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W. H. Partridge,
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Jas. Webster,
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MANAGER,
E. G. Gooderham

SEC-TREAS,
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THE BEST OF WORKMANSHIP AND NEWEST OF DESIGNS.

ONLY GOLD AND SILVER MEDALS AWARDED 1885.

of one of which is conteracted by the contraction of the other, and thus, no matter to what extreme of heat or cold it is subjected, a perfect equilibrium is maintained. This standard would work precisely in the same fashion; if gold got scarcer and silver more plentiful, as now appears likely to be the case, this coinage would still remain at par, for the depreciation of its silver half would be offset by the appreciation of its gold half. No matter how these metals might fluctuate, the loss of the one would be offset by the gain on the other, and, as a consequence, it could at all times be taken as a certain and unwavering standard of value. If such a coinage could be made universal it would be a boon to commerce such as the world has never before seen. While each nation would probably desire to retain their usual well-known designating names for their own coins, they might easily, if some understanding were arrived at, have their values based upon the decimal system, similar to the French or American. Each coin ought also to be worth its face value as bullion when the standard is fixed, and the standard once defined, say taking them at their present values: twenty parts of gold to one part of silver, it should remain unalterable, so that, take it where you might, it would pass current at its par value, without deduction or exchange in any shape or form. While the minting of such a coin would entail a loss upon each Government, which should be charged to "expenditure" instead of being deducted from the coinage itself, this apparent loss would be a real gain to every person handling it.

While the adoption of such a standard of value could not fail to benefit materially every nation using it, it would affect the United States more favorably than any other. The United States being at the present time the greatest producer of silver in the world, it follows that any change by which her languishing silver mining industries can be stimulated, as they cerainly would be by the creation of a universal market for this product, must bring about a new era of prosperity, fully equal to the palmiest days of the California gold fever. We think if the United States were to adopt this or some such coinage as a standard of value, and make it take the place of the present gold coinage as legal tender for duties, taxes, and payment of debts of all kinds, that its adoption by other countries would only be a question of time. Great Britain is moving in this direction now, and though like all large bodies, public opinion in that country moves slowly, it is bound to get there in time. Once the commercial world is fairly alive to the growing scarcity of gold and its consequent appreciation, it will set about for a remedy and not rest contented until a suitable one is found. We may be mistaken, but in our opinion some such plan as we have outlined above is certain to be adopted in the near future.

ISOCHRONISM OF BALANCE SPRINGS.—A balance spring, of whatever form, to be isochronous must satisfy the following conditions: Its centre of gravity must always be on the axis of the balance, and it must expand and contract in the vibrations concentrically with that axis. When these conditions are secured in a properly made spring it will possess the quality of isochronism—that is, its force will increase in proportion to the tension, and it will not exert any lateral pressure on the pivots. M. Phillips, in his memoir, demonstrates these conditions, and proves theoretically that the terminal curves deduced with the view of satisfying the one condition, verify at the same time the other.

CORRESPONDENCE.

SPECTACLES, AND HOW TO SELL THEM.

WRITTEN SPECIALLY FOR THE TRADER.

PAPER NO. II.

In our last we simply showed the dealer what to buy in spectacles; in this article we propose telling him what the glass or lense is made of. The material of which lenses are made is either glass or Brazilian pebbles.

If glass is elected, it must be transparent and colorless, sufficiently hard to bear a good polish, and not liable to lose that polish by damp or exposure. All these qualities are possessed by what is called crown glass, specially made for that purpose; whereas the ordinary plate glass often used for that purpose especially where cheapness is a consideration, fails to possess many essential qualties, and is consequently condemned by the conscientious optician. Nearly all glass used by American manufacturers is plate glass, owing to a duty of forty-five per cent., which makes the crown glass too high in price. The duty on the glass coming into Canada is only twenty per cent., thus the dealer buying from a Canadian manufacturer can get the crown glass at the same price he pays for the plate glass of the American manufacturer. The American manufacturer makes the best and lightest frames, but they all use a cheap lense, especially for goods sent to Canada, as there is another duty of twenty-five per cent. coming into this country. The dealer will, therefore, see that he gets the best value, although the article may seem to cost more from the Canadian manufacturer. The main objection to glass of any kind for this purpose is that it is so easily scratched.

Deep scratches or indentations are not here referred to, but to the innumerable fine scratches scarcely visible, except under the microscope, which are produced more or less each time of wiping. After a few months such a lens becomes unfit for use, straining the sight and paining the wearer, although to the naked eye the polish appears as perfect as when new. To remove this serious objection, lenses are employed made from rock crystal, and commonly termed pebbles, and this material being in hardness only exceeded by the diamond, is not liable to be scratched in use, and, moreover, it takes a higher polish, hence the strain to the eye is reduced to a minimum, and one cause of irritation removed.

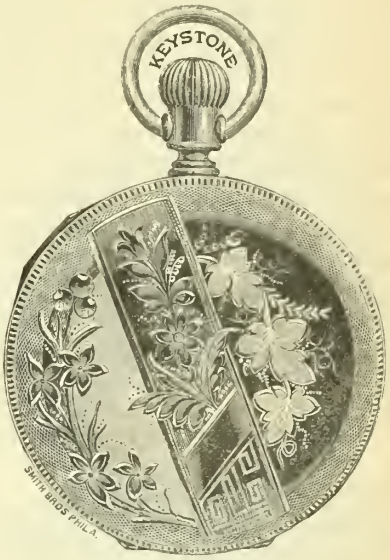
Pebbles are mostly imported from Brazil, and are found native in both mosses and crystals. They are cut into slices of the requisite thickness by diamond powder, no other material being found to answer this purpose.

Unfortunately, even in this article, "cheapness without consideration of quality" acts prejudicially; for the direction in which the section of crystal is cut affects the quality of the resulting lens. One direction yields us a clear, transparent section, which admits the passage of every description of light, without undue refraction or interference, whereas a section in the opposite direction shows color under polarized, and sometimes even under ordinary light, and from its interference is totally unfitted for spectacle lenses.

We often see special advertisements of pebble spectacles, but they prove a dear investment to the unfortunate dealer who buys them. They generally claim to be the best, but are generally the cheap ones at high prices. Testimonials as to the







SPRING TRADE, 1886

NEW DESIGNS OF ENGRAVING

FOR

KEYSTONE

AND

LEADER

SILVER CASES

NOW READY.

FOR SALE BY ALL CANADIAN JOBBERS.

KEYSTONE

WATCH CASE CO.,

PHILADELPHIA,

NEW YORK, CHICAGO.











quality of an article are easily got, and my advice to dealers is to beware of an article too highly advertised, and for which they pay twice the price of an ordinary article.

The crystal from which such lenses are made is cut at random, in every direction that will yield the greatest number of slices, hence they often produce lenses worse than useless, and to irreparable mischief to the wearer. The way to tell a good pebble is just by seeing if you can file it. A file will not make the slightest impression on a pebble. After being sure it is a pebble, wipe it carefully and hold it up to the light; should there be any bubbles, waves or scratches, it is an imperfect article and should not be sold by any conscientious dealer. We will resume this article next month, showing the difference between Periscopic, Plano, and double convex lenses.

H. G. LEVETUS.

JOHN BULL HAS THE FLOOR.

Editor THE TRADER:

I was agreeably surprised to see the improved appearance of your esteemed publication. I quite agree with the editor of the *Metalurgist* in his description of it, and if every one of the craft looks for its arrival as earnestly as your humble servant, there ought to be a few more testimonials to its merits, from the trade, by contributing to its columns. The retail trade are supplied with it free of charge, which, perhaps, is one reason why they do not appreciate it as they ought. There are none so wise nor any so simple that an interchange of ideas would not benefit. And as your pages are always at liberty to correspondents, it does seem strange that more do not embrace the opportunity to communicate their ideas to the trade regarding matters of importance to the craft.

I see Mr. Davidson, in his letter in your last number, wants the names of all willing to organize a society. A post card will not be much expense but I am afraid that he is too far west if we are to have more than one society, but it is a move in the right direction, and I will give it my humble support. My idea is that a meeting should be called in Toronto, that is if Toronto men are willing to join in the movement. They have not yet spoken, so far as I know; perhaps they are afraid they will not have a chance to do all the business and get all the work. If they look at the matter squarely, they will see that we all stand on the same footing as regards buying goods, thanks to the Jobbers' Association. And as for repairing, it is to the interest of the whole trade to have a uniform scale of prices, for our customers do not bring their work unless they want it done. And why should any one be so foolish as to allow a granger to set a price on his work, I ask? Does said granger give his produce for less than market price? I trow not. If he brings a bag of potatoes or a cord of wood, you have to watch him if you get what you bargain for.

I think it would be a good idea to invite some of the wholesale men to come to the meeting, as our interests are so blended with theirs, that I think their advice and counsel would not be amiss.

I have trespassed too far on your space already, so will close my epistle by thanking you for your kind support of the matter, and subscribe myself,

Yours truly, JOHN BULL.

P.S.—What has become of your correspondent "Protection?" He promised us more from his pen. Has he got all the watch-butchers cleaned out, or have they butchered him?

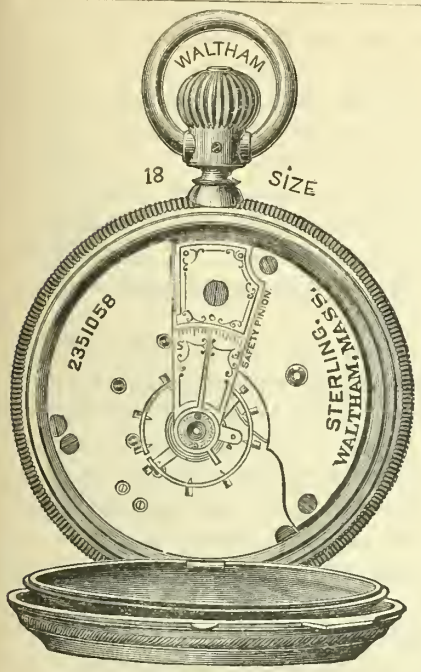
SELECTED MATTER.

BANQUET OF THE NATIONAL JOBBERS' ASSOCIATION.

The banquet tendered by the New York members of the National Jobbers' Association to the visiting delegates was held at Delmonico's, on Wednesday evening, February 10. It was in every way a success. The tables were loaded down with good things, and presented an attractive appearance as the fifty-four banqueters sat down to the feast. The courses, which were many, were interspersed with strains of lively music, which added their influence to increase the good feeling already prevailing. There was a noticeable absence of professional after-dinner speakers. The speeches were all made by members of the trade. They treated of trade topics, and although they were extemporaneous, they were listened to with much interest and received with hearty applause.

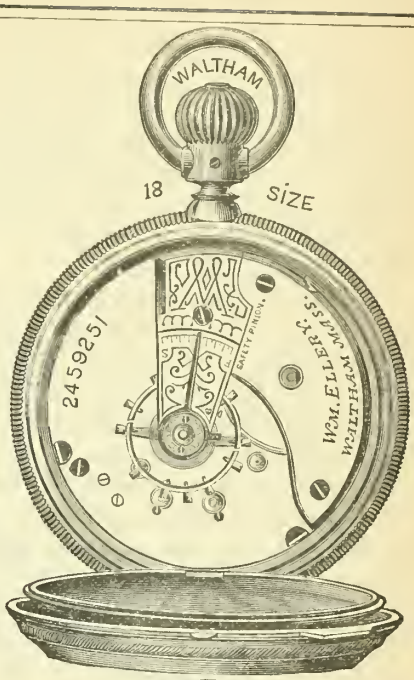
At the head of the U-shaped table sat President Henry Hayes, with Mr. Joseph Fahys and Mr. S. H. Hale at his right and left. After proper attention had been paid to the menu, President Hayes arose, and in a few well-chosen words expressed his pleasure at viewing the splendid gathering around him, and in the name of the home members extended a hearty welcome to the guests. Mr. S. H. Hale occupied the position of toast-master and fulfilled his duties in a highly satisfactory manner. Mr. Keller, of Pforzheimer, Keller & Co., was the first one called upon and responded to the toast of "Our Association." His remarks were particularly happy and well chosen, and called forth frequent and prolonged applause. He spoke of the utility of the Association in regulating matters of interest to the trade, of its benefits in the way of allaying petty jealousies, and of the means it offered of producing harmony and encouraging friendship among its members. He made a number of allusions to those seated about him, which were received with special favor. Pointing to Mr. Hall, of the Waltham Company, he called him the Chancellor and Bismarck of the Association; Mr. Avery, of the Elgin, he designated as the type of Father Time, with one foot on each hemisphere, sweeping all competitors before him; Mr. Fahys was ofthe pioneer the case-makers; Mr. Pierson, of the Howard Company, was the type of an adjustment to heat and cold; Mr. Hellebush was the type of dignity, and his surroundings (corporal) substantiated the justness of the remark; Mr. Muhr was designated as Simon Pure, of the Quaker City, Quaker-like in his bearing yet anything but ancient in his habits; Mr. Hayes, who claimed to be just old enough to vote, was complimented with the reremark that he possessed the wisdom of a centenarian, but the activity of the youthfulness which he claimed; Mr. Otto Young was hailed as Vulcan, the thunderer of the west; the younger men present he regarded as the very escapements of the movements, to whose energy and perseverance much of the success of American enterprise was due. Mr. Keller concluded with a toast to the Association, whose usefulness had only begun, and whose future promised great and beneficial results.

Mr. Avery, of the Elgin Company, made a very interesting speech, in which he traced the history of the company, from its disastrous condition in 1876 to its present satisfactory state. He called attention to the policy, which had at first been cried down, but which had finally triumphed and brought with it success.



American Waltham Watch Co.

WALTHAM, MASS.



WALTHAM

FULL PLATE MOVEMENTS

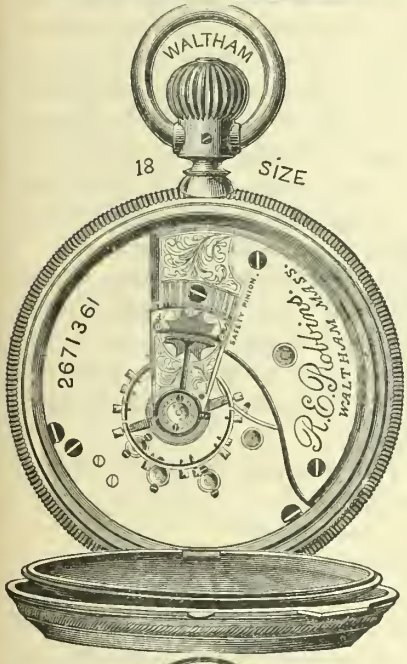
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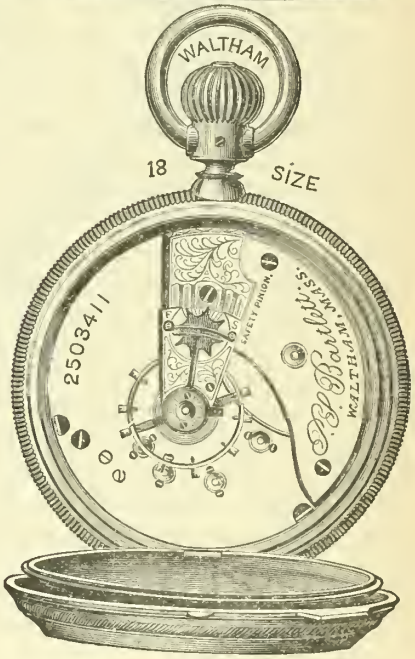
OPEN CASE STEM WINDERS,

—MADE TO—

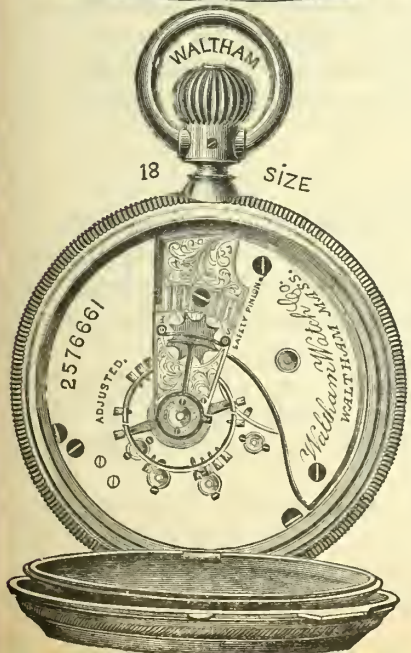
SET BY THE PENDANT ONLY,

Doing away with Inside Hand-Setting Lever.

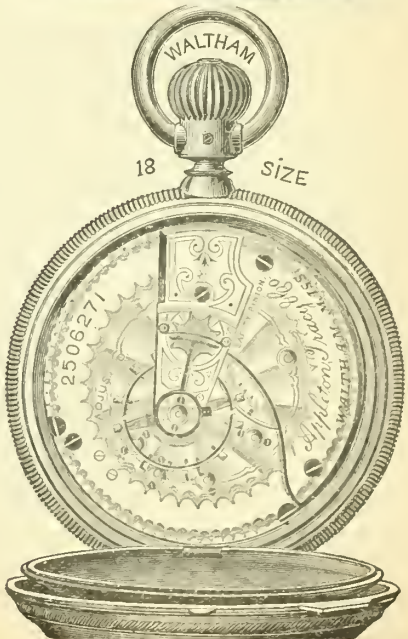




A Complete Assortment of Gold, Silver and "Crescent" Filled Cases on hand to fit any of the above Pendant Setting Movements.



All Pendant Setting Cases will take any American Full Plate Movement with Female Winding Pinion.



ROBBINS & APPLETON

GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

LONDON. SYDNEY.

Mr. Joseph Fahys sketched the growth of watch-case making. He recalled the time when he started in with a bar, pair of tongs and an anvil; spoke of the early struggles, the gradual development and the present gigantic scale of the industry which had so small a beginning and so limited a field.

Mr. George Chillas, of Toronto, replied to the toast of the Canadian Association of Jobbers in American Watches in a very neat and effective speech.

Mr. Simon Muhr remarked that he looked upon the gathering as a very serious affair, and one which had to consider weighty matters. He had made arrangements to go to Europe, but had postponed his trip in order to be present. He prophesied great strides in business, and called attention to the vast markets yet to be opened to American industry and the large export trade to be done in the future.

Mr. Louis Strasburger was called upon to speak on the subject of Dissolution. He expressed his surprise at being asked to discuss this topic, as he had but recently admitted a new member to his firm. If the matter referred to the dissolution of Swiss and American watches, he would say that, in his opinion, the American watches had a bright future before them, due to the fact that prices had been reduced from time to time, and also because they had been so liberally advertised. The demand for these watches was but natural. Seeing about him so many intelligent business men who had associated for the purpose of protecting the sale of American watches, he felt assured of the future prospects and success of the Association. His personal interests ought to incline to the Swiss watches but his patriotic feelings toward this country, which gives equal rights to all, prompted him to waive all such sentiments, and he most heartily wished the Association a successful career.

Mr. W. K. McNaught, of Toronto, spoke of the friendship which Canada felt toward the United States and the interest she took in all American movements. He expressed the hope that Canada would some day become independent, and felt sure that the friendly relations now existing would always continue. There were a number of other toasts, all of which were listened to with great interest. Among those who spoke were: Messrs. Allen, Young, Thorpe, Cutter, and Morrill. Everyone was pleased with the banquet, and at its close it was voted a thoroughly enjoyable affair and a complete success.—*Jewelers' Weekly.*

A DETECTIVE'S WATCH.

"About the slickest theft of which I have personal knowledge," said the veteran detective, John Sharkey, yesterday, "was played in this city during the Centennial by a Baltimore thief, and the man he robbed was one of the Mayor's detectives, who was sent specially to look for this very thief."

"I can't tell you; I will not give him away. He is still living," said Mr. Sharkey, in refusal of the request for the name of the outwitted detective. "A series of adroit robberies had been committed in Baltimore during the months just preceding the opening of the Centennial Exposition in this city. A man named DuBarry, a Chicago crook, who was known to be in Baltimore, was suspected, but the officers could not get the dead wood on him until a bold confidence game was worked on a Richmond merchant in which a handsome young woman named Beck Richards played a prominent part. The Richmond man squealed, and it was discovered that the young woman had months before been placed to board in a disreputable house by DuBarry, whom he visited as a 'friend.' The pursuit became too warm for the pair, and they decamped so suddenly that part of the young woman's baggage was left behind. A search revealed pawn-tickets for goods which, when examined, were identified as portions of those which had been stolen, and for the theft of which DuBarry had been suspected. The pair left the city in a hack, but whether they took at some outlying station a train bound north, south or west the officers could not tell.

"Of course, a description was sent around to the different cities, and the Philadelphia authorities were especially notified, because it was believed that the pair would work the Centennial at some time before its close. In consequence, among the detectives detailed for work on the grounds was our friend—let us call him Jones. One day Jones was lunching at the 'Three Brothers' alone at the only table which had not one or more occupants, when a gentleman with a Milesian accent asked permission to occupy a seat at the same table. The pair naturally fell into conversation, in the course of which the stranger mentioned to Jones his familiarity with Chicago criminals, especially pickpockets and confidence men and women. His name was McCartney, and he was within a year retired from the official detective force of that city. Jones proclaimed himself ,and the pair fraternized over the Frenchman's generous wine. Jones promised to put McCartney on the Philadelpha crooks and show him the whole elephant, and McCartney agreed to point out the Chicago crooks, including DuBary and his mistress, the former of whom he said he knew well.

"Meeting Jones a few days afterwards McCartney said he had the DuBarry game in his hand; that he had seen the girl, who proved to be a woman named Lyons, and that where she was DuBarry could not be far distant. He was rather surprised, because it was understood in Chicago that she had reformed. Jones was rather incredulous.

"'Her name is Lyons, I tell you,' said McCartney. 'Come and lunch with me and you shall see her.'

"'You seem certain,' observed Jones.

"'I am, and for the best of reasons.'

They went to one of the more pretentious of the hundred restaurants clustered outside the Centennial grounds, and the conclusion was arrived at between them that the woman should not be disturbed, in the hope of capturing her companion in crime. A half dozen young women waited upon the customers of the restaurant. Pointing to one of them, McCartney said:

"'There's your game.'

"'Nonsense!' exclaimed Jones.

"'No nonsense about it. She was Chicago's most infamous operator, and was known all over the west, but out there all the officers are under the impression that she has reformed. I suppose she could not keep straight, and DuBarry has secured her employment here as a cover for work.'

"They sat down and watched her, but saw nothing suspicious. Her every action was modest and reserved. In a short time McCartney remarked, 'You may as well know her. Let me call her over.'

"In response to a signal the young woman approached the table with apparent reluctance. She looked timidly at the Chicago ex-detective. He said, coldly:

"'You are all right, Hattie.'


THE
R. F. S. & Co.
ROLLED PLATE CHAINS
—ARE THE—
BEST.

"'Oh, thank you, sir,' she replied; "I'm doing my best, God knows sir.'

"'Join us in finishing this bottle, and tell my friend about yourself,' said McCartney.

"The young woman sat down, and between her sips of champagne she told the story of her life. When she hesitated McCartney would prompt her. He evidently knew as much about her as she did herself, and her dread of her old foe was openly displayed. She closed her narrative with:

"'But I have reformed, Mr. McCartney. You know I have, sir.'

"'Of course,' replied McCartney, with a wink at Jones. 'We know that. That is what makes your history so interesting now.'

"The restaurant was crowding up and the girl excused herself.

"While the Chicago man was advising Jones to arrest the girl, as she was the one he wanted, a man came to the table where they were sitting and whispered to McCartney, who immediately begged Jones' pardon for leaving him so abruptly, but he was urgently needed by a friend. He stepped to the desk, paid the bill for the party and left with the messenger. Jones finished the bottle, and strolled back to the grounds with that glow of satisfaction which is always the result of a good digestion and a stomachful of palatable eatables and drinkables.

"It was not long until Jones had occasion to consult his time piece. It was gone, and it was a valuable one. He went through his clothes. His rather well filled wallet was gone. He returned to the restaurant. The reformed pickpocket was gone. He visited his friend McCartney's lodgings. He was gone. Search was instituted for the messenger. Here was success. He was arrested that evening at the Thirty-first and Market street depot. He confessed.

"He was a member of the gang of which DuBarry, alias McCartney, was the chief, and the young woman Belle Richards alias Hattie Lyons, was the most expert of pickpockets. They had worked the Centennial for a week, and were between $8,000 and $9,000 ahead. He had been paid his one-sixth by DuBarry before they had gone thirty yards from the restaurant where Jones was left sipping his champagne. He said:

"'They knew when they had enough, but I, like a consummate fool, didn't.'

"DuBarry and his accomplice were not found, and they have never turned up in Philadelphia since," concluded Mr. Sharkey.—*Exchange.*

HUMORS OF MAIDEN LANE.

Occasionally there wanders into Maiden Lane one of those individuals carrying a small tray, upon which are usually displayed wonderful bargains. For hours he whines forth his tale of "Here you are now, fine rolled gold buttons! Three cents apiece; two for five. Only a few more left. Here you go!" Right in the centre of the jewelry district—in the shadow of some of the largest jewelry houses in the country, he calmly which she gazed steadily for a moment, and then entered the establishment of a well-known jeweler. A polite clerk came forward and wanted to know what he could do for her. She placed her bundle carefully upon the counter, adjusted her takes his stand, and, as he looks upon passers-by, wonders why they cast such looks of scorn upon him. His winsome call attracts no buyers, and after a time he moves on, apparently convinced that Maiden Lane is no place in which to sell jewelry.

* * *

An old lady from the backwoods of Jersey came struggling down the "Lane" a few days ago, with a large package under her arm. Her eye was presently arrested by a placard, at glasses, seated herself deliberately, and wanted to know how much it would cost to send her package to Philadelphia. The astonished clerk informed her that it was not in their line of business to forward packages.

"Be'ant this the express office? queried the old lady sharply. "Guess not," answered the indignant clerk.

"Wall, wat you put them signs out fur?" and the old lady gathered herself and her bundle together, and walked out in high dudgeon.

* * *

On turning the corner from Broadway into Maiden Lane a few days ago, we met an excited individual, watch in hand, hurrying up the street. Thinking that some sudden failure must have taken place, we grasped our note book in haste, expecting to jot down all the details of the news.

"Is this what you call the great watch and clock street?" demanded the excited gentleman.

"Yes," we answered proudly, "in this short thoroughfare there are over three hundred jewelers and watch dealers. It is world renowned; within its narrow limits——"

"Well, what in thunder," interrupted the perspiring individual, "is the matter with all their clocks?"

"What happened?" we demanded eagerly.

"Happened? I came down here to set my watch. I found a chronometer on this side of the street and set it to the second, then I looked across and there was a big clock in a window, and that was a minute and a half fast, then I saw another further down the block and that was three minutes behind, and there's one down at the corner—I walked down to look at that, and when I reached there I found it had no hands at all. How is a man ever going to set his watch here, I'd like to know?"

We promised to investigate the matter, and have a committee on clocks appointed to secure harmony among the timepieces.—*Jewelers' Weekly.*

WANT OF SELF-CONFIDENCE.

Some people never seem to believe themselves capable of anything; they see others press forward to attempt and achieve, and sink back into a desponding inactivity. Having no faith in themselves, they undertake nothing and effect nothing. If they are convicted of some fault or bad habit, they have so little hope of being able to cure it that they scarcely make an effort. If some avenue of usefulness and honor opens up before them, they draw back, almost sure they will not succeed, and decline to enter. If some duty presses upon their conscience, they try to quiet its promptings by pleading inability. Thus their lives pass away in uselessness, their faculties do not develop or their characters improve, their abilities are wasted, they dwindle into insignificance, not for lack of power, but for the want of a confidence and courage that would set that power into good, practical working order.

T. WHITE & SON,

MANUFACTURING JEWELERS,

LAPIDARIES & DIAMOND SETTERS,

39 King St. West, - Toronto.

Canadian and Foreign Stones Polished and Mounted for the Trade.
N.B.—A variety of Stones and Imitations of all kinds in Stock.

C. W. COLEMAN,

10 KING ST. WEST, (UP STAIRS), TORONTO,

WATCHMAKER TO THE TRADE. DEALER IN WATCH MATERIAL, TOOLS, SPECTACLES, &c.

Complicated and other Watches put in thorough order. Broken or imperfect parts replaced by new. Gold Dials re-figured. Watches de-magnetized. Musical Boxes repaired. Jewelry Jobbing and Engraving. Stubbs, Hammers, Plyers and Files. Spectacles from 65 cts. per dozen up. Orders must be accompanied with City reference or Cash.

E. & A. GUNTHER,

IMPORTERS AND WHOLESALE JEWELERS,

COR. JORDAN & MELINDA STS.

Spring Stock now full and complete in all departments.
Special attention given to JEWELRY REPAIRING.
Our Travellers now out.

GEORGE J. BRAY & CO.,

— JOBBERS IN —

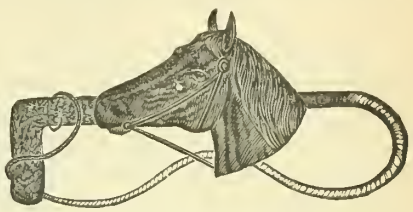
Watches, Jewelry and Diamonds, Tools, Materials, &c.

WATCH REPAIRING & DIAMOND SETTING a Specialty.

Call and see us when in the City or send your work in.

65 AND 67 YONGE STREET, - - TORONTO.





New Styles for Spring Trade, 1885.

The above illustrations are a sample of my New Goods for this Spring's Trade. I am making a large variety of these brooches, and retail dealers throughout Canada will find it greatly to their advantage to send for samples and prices. I make and guarantee all the goods I sell, and you will find my prices lower than any other House in Canada. Call and see me when in the city

A. M. WELLINGS,

MANUFACTURING JEWELER AND ENGRAVER,

26 ADELAIDE ST. EAST, TORONTO.

W. F. DOLL,

WHOLESALE JEWELER & IMPORTER

— OF —

Diamonds, Watches, Jewelry, Clocks, Silver and Electro-Plate, Optical Goods, Watch Material, &c.

525 MAIN ST., WINNIPEG.

(Late 55 & 57 Yonge St., Toronto.)



THAYER & CO.,

3 WELLINGTON ST. EAST, TORONTO,

MANUFACTURERS' AGENTS AND DEALERS IN

Watches, Clocks, Material and Jewelry of all Kinds.

Our house will be found head-quarters for any of the above goods, and we guarantee to meet any honest competition, either in quality or price. We buy cheap for cash, and propose to give our customers the full benefit of our buying. A look through our stock which is entirely new, will convince any jeweler that he can save money by dealing with our House.

In addition to Watches and American Jewelry, we make specialties of the following lines, in all of which our Stock will be found very complete:

WATCH AND CLOCK MATERIALS OF ALL KINDS, WATCH CLASSES AND GENERAL JEWELERS' SUNDRIES.

☞Our **MR. THAYER** will call on you during the month, and we trust that you will reserve for him a share of your esteemed orders.

WELLINGTON'S WATCHES.

An exchange says that the Duke of Wellington was extremely fond of watches, and at all times had fully half a dozen ticking their liveliest lying around him. Fearing that some ill might befall those just under his eye, orders were given that whenever he travelled to have as many more stored away in a portmanteau made to fit his carriage. One timepiece was, above all others, his acknowledged favorite; it was of old-fashioned English construction, and had once been the property of Tippoo Sahib. Another of the Duke's treasures had a strange history. Napoleon had ordered it of Breguet for the fob of his brother Joseph, and, as an extra courtesy, directed a miniature map of Spain to be wrought in niello on one side and the imperial and royal arms on the other. Just as this lovely gift was finished, Joseph was driven out of his kingdom by the Duke, and the Emperor, for reasons best known to himself, refused to take or pay for the costly bauble. At the peace it was purchased from Breguet and presented by Sir E. Paget to the Duke of Wellington. Another watch owned by the Duke was made by Marshal Junot, and a great horological curiosity it is. There has never been known more than two others like it. They are constructed to mark both lunar and weekly movements.

The great Duke gave preference to certain *moutres de touche*—of which he had several—a contrivance of Breguet's, having sundry studs or knobs by which one could feel what hour it was, and this merely by what seemed "just fumbling in his pocket."—*Exchange.*

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

MR. W. G. H. LOWE, of the firm of Lowe & Anderson, has just returned from a business trip in Manitoba and the North-West. He reports business fair, with good prospects ahead.

IN THE DEPTHS.—The following jewelers are reported to be in difficulties: C. L. Bass of Kingston, J. E. Freeman, Madoc, C. Aitcheson, Orangeville, and W. Perret, Winnipeg.

JOHN SEGSWORTH & Co. have secured the services of Mr. S. F. Glover, lately with Messrs. C. T. Picard & Co., of Montreal, to travel for them east of Toronto. Mr. Glover has made a good record for himself, and we wish him continued success in his new sphere.

OUT OF BUSINESS.—Mr. S. T. Culp, of Toronto, writes us to say that for the present at least he has retired from the wholesale jewelry business in Canada. He has been suffering lately from a severe bronchial affection, and has gone to a dryer climate for the benefit of his health.

GLAD TO SEE YOU.—We were pleased to receive a visit a few days ago from Mr. W. H. Scott, jeweler, of Cobourg, Ont., one of the best known as well as one of the most skilful men belonging to the jewelry craft in the Dominion. Mr. Scott reports trade in Cobourg as fairly good. Call again Mr. Scott.

MR. C. N. THORPE'S SPEECH.—We are very sorry that pressure on our columns prevents us from publishing this month the speech of Mr. C. N. Thorpe at the Chicago jewelers' banquet. A good thing often improves with age and we therefore propose to give our readers the benefit of it in our next issue. It is well worth a careful perusal.

THE "PERFECTION" Watch Case, put upon the market last month by the American Watch Case Co., has proved to be the biggest success of any Case the Company ever made. The demand is unprecedented, and everybody pronounces it the best cheap Watch Case they ever handled for the money.

OUR LIST.—In reply to a Western Retail Jeweler, who complains that THE TRADER is being sent to people in his town other than legitimate dealers, we desire to say that we will take it as a favor if the trade will promptly notify us of any such cases and we will at once stop their paper. We desire to make THE TRADER the organ of the Jewelry Trade of Canada and have no ambition beyond it.

A BIG FINE.—It is stated on good authority that Dearlen, the recently detected Montreal jewelry smuggler has paid the Customs authorities $24,000 in hard cash as an equivalent for the duty he had cheated the country out of. We think that every honest dealer in the country will say it served him "jolly well right." Truly honesty is the best policeman.

A CHANGE OF BASE.—Messrs. P. W. Ellis & Co, have secured the services of Mr. J. J. F. Houghton, late of the firm of Hill & Houghton, manufacturing jewelers of this city, to assist them in the order department of their business. Mr. Houghton's thorough knowledge of the jewelry business should make him invaluable in such a position of responsibility.

WHO WOULDN'T BE AN ABORIGINE.—It is said that Sir George Stephen has presented Crowfoot, the Blackfeet chief, with a handsome locket and chain, the locket containing a perpetual pass over the Canadian Pacific Railway. Next summer Crowfoot will be able to take his family free of cost to the fire-watering places. And still we wonder at crime.

ABSQUATULATED.—We are informed by a correspondent that Mr. E. M. Blakeley, jeweler, of Campbellford, has sold out his stock and absquatulated, whatever that word means. On asking some of our Toronto jobbers to explain the meaning, we were informed that it meant that he had cleared out. Several of them are desirous of interviewing him.

SILVER WEDDING.—Mr. A. L. Skeele, jeweler, of Richmond Hill, Ont., and his wife, celebrated their silver wedding on the 6th day of February. The Editor of TRADER was unable to accept Mr. Skeele's kind invitation to be present, but learns from a local exchange that the guests had a very enjoyable time. We trust to be present at Mr. and Mrs. Skeele's golden wedding, however.

SALE OF A. S. MURRAY & CO'S BUSINESS.—The stock of A. S. Murray & Co., the well-known jewelers of London, Ont., took place last month, the purchasers being Messrs. Schwob Bros., of Montreal, for the price of fifty-six and a half cents on the dollar. As the stock is a first-class one, and the stand one of the best in the city, it should not be hard to dispose of it to some enterprising jeweler with capital.

BY THE DEATH of Mr. Isadore Saunders, of the firm of H. & A. Saunders, of Montreal, which occurred a few days ago, Canada loses one of the oldest men in the wholesale jewelry trade. Mr. Saunders was looked upon by those who knew him as one of the most thorough men in the business, and his friends and those associated with him in business will not easily forget him. We understand that the business will be continued by the remaining partner, Mr. L. Saunders.

DISSOLUTION.—The well-known retail and manufacturing firm of Welch & Trowern, of Toronto, was dissolved during the past month, Mr. Welch retiring. Mr. Trowern will continue the old business as formerly, while Mr. Welsh is making preparations to commence again the manufacture of jewelry. Both of these gentlemen are hard working and deserving, and we wish them both success in their new responsibilities and undertakings.

A FALL IN PRICES.—The event of the past month, so far as the jewelry trade is concerned, has been the sweeping reductions made by all the leading American manufacturers in the prices of their jeweled movements. The effect of this will be to make American movements more pre-eminently than ever, the watch for the people of this continent, and should do much towards bringing the finer grade of goods into more general use.

THE SAPERY CASE.—In spite of all the efforts of Mr. Sapery's friends that "minor" still remains in durance vile. Messrs. P. W. Ellis & Co. inform us that although they have been approached in order to compromise the matter, they have decided to have full justice done them or take nothing for their claim. Come what will they propose to fight the case to the bitter end and if nothing else comes of it, an example will have been made which will have a healthy effect on such people in future.

- CLOCKS -

MARCH 1st, 1886

We desire to notify the TRADE that we have completed arrangements with the

"TERRY CLOCK CO."

to carry a full range of their goods, comprising Walnut, Nickel and imitation Marble Clocks.

The Terry Clocks need no commendation from us. Their METEOR Luminous and other grades have a deservedly high reputation in the States and Canada.

It shall be our aim always to keep a complete stock on hand and thus be able to fill orders promptly.

We will mail, in the course of a few days to the *Legitimate Trade* an *Illustrated Catalogue* which will embrace some new patterns of exceptionable value.

Our business is exclusively with the Watchmaker and Jeweler who will find it to their advantage to buy the Terry Clocks and not be compelled to submit to unfair competition, as experienced from the outside Trade buying from Fancy Goods Houses who sell indiscriminately.

LOWE & ANDERSON,

16 WELLINGTON STREET,

TORONTO.

HOW ARE YOU, TOBIAS?—Mr. Tobias Epstein, as we stated in our last issue, was a dealer in gents' furnishings on Yonge St., Toronto, and failed a few weeks ago. His creditors found a discrepancy in his accounts to the tune of some $30,000, and accordingly had him arrested for fraud. He was admitted to bail, and the grand jury found a true bill against him. It is now stated that Tobias and one of his bondsmen have folded their tents and silently stolen across to the land of the free and the home of the knave, after first having quietly turned all of their available assets into specie.

BY THE DEATH OF GEN. HANCOCK the people of the United States have lost the services of a truly honest public servant, and one of the most gallant soldiers the republic ever produced. Cast in heroic mould, keen of perception and firm of purpose, Gen. Hancock was one of the few successful Federal Generals, and has ever since that stormy period been elevated by common consent to the position of the ideal soldier of the Civil War. His sudden death following so soon after those of Generals Grant and McClellan, strongly emphasizes the truth of those oft-quoted lines, "The path of glory leads but to the grave."

BACK NUMBERS.—During the last few weeks we have had numerous enquiries for back numbers of THE TRADER. We print only a sufficient number to send one to every Jeweler in Canada, and are therefore unable to supply back numbers. We try to make THE TRADER "good enough" for Jewelers to preserve on fyle and bind in volumes each year, and we are glad to find that so many of them appreciate our efforts.

WATCH REPAIRING.—As we stated in our last issue we had intended pursuing the subject of the prices secured by the retail trade, for watch repairs, in this issue. We are sorry to say, however, that pressure on our columns compels us to hold it over until next month. In the meantime we desire to thank our retail friends throughout the Dominion for the many kind letters of approval our remarks regarding the protection of retailers have brought forth and also for the hints they have furnished us in connection therewith.

CONDOLENCE.—We regret to learn of the death of W. H. Ellis, Esq., C.E., father of P. W. and M. C. Ellis, the well-known wholesale jewelers of this city. Mr. Ellis was a gentleman of very retiring disposition, but very much beloved by the few with whom he was intimately acquainted. As a civil engineer he was entrusted with several very important undertakings in Europe and South America, and had acquired a high reputation in his profession that was more than Canadian. We beg respectfully to tender to the bereaved family our heartfelt sympathies.

NOT PECULIAR TO MONTREAL.—Judge Doherty, of Montreal, not long ago in open court sharply condemned the habit of lawyers in charging $1.50 as a fee for writing a letter for small claims. He called upon the bar to purge the profession of such unprofessional members. His remarks have caused a sensation among the "bum" lawyers at the Recorder's and Police Courts in that city, who live on such practices. In our opinion after the learned judge gets through with Montreal he might continue this good work in Toronto and elsewhere with great advantage to the country generally.

THE ANNUAL MEETING of the shareholders of the Toronto Silver Plate Co., was held at the Company's offices on Monday, 1st February, when statements for the past year were submitted showing a good year's business. The following were elected directors for this year, viz.: W. H. Beatty, Alfred Gooderham, Frank Turner, C. E., Glover Harrison, W. F. Kiely, Wm. H. Partridge, Wm. Thompson, David Walker, and Jas Webster. At a subsequent meeting of the Board Mr. W. H. Beatty was re-elected President, and Mr. Alfred Gooderham, Vice-president.

THE DISSOLUTION of the firm of John H. Jones & Co., the well-known wholesale jewelers of Montreal, will be quite a surprise to many of our readers. Mr. John H. Jones, the senior partner of the old firm who will now conduct the business alone, is one of the oldest and most popular men in the trade, having been for twenty years manager of the Montreal Branch of the Robert Wilkes business. At the death of Mr. Wilkes, Mr. Jones and Messrs. Chandler and Liffton bought out the business and have since carried it on under the style of John H. Jones & Co. The retiring partners, Messrs. Liffton & Chandler have commenced business as wholesale jewellers in Montreal on their own account.

ECHOES FROM THE MIKADO.

"A merchant alone in his desolate store
Sang "Willow, tit-willow, tit-willow!"
I said to him, "why are you pacing the floor,
Singing "Willow, tit-willow, tit-willow'?"

"Alas!" he said when smothered his cries,
"I thought it was nonsense to advertise,
And now I've no custom at all but the flies.
Oh, willow, tit-willow, tit-willow!"

COUNTERFEITERS ARRESTED.—Two men named John Hilton and Wm. Carroll, were arrested last week at St. Catharines, Ont., on a charge of issuing spurious coin and were remanded for trial at next court. Bail was refused. Counterfeit coin was found on both prisoners when arrested. The police burst in the door of their room immediately after the arrest, and found dies for the manufacture of 50 cent United States currency, 25 cent U. S. currency, and 25 cent Canadian currency, together with a complete battery for plating, some metal for the manufacture of counterfeit coin, and liquids, acids, etc., for the same purpose. Hilton is a practical machinist. Both men, on the advice of their respective counsel, pleaded not guilty to the charge preferred against them. Considerable spurious coin has been in circulation in that vicinity for over a year.

"RETAILER" ON THE FUTURE OF THE JOBBING TRADE IN CANADA.—We are in receipt of a letter from an esteemed retail jeweler regarding the future of the jewelry trade in Canada, in which he takes the ground that the jobbers are simply "caterpillars on the leaf," and are not a necessary adjunct of the business. After mature consideration we have decided not to publish "Retailer's" letter on this subject, because we think that jobbers are a necessity in distributing the product of the manufacturers, and this being the case it can serve no good purpose at this time to antagonize the wholesale and retail branches of the jewelry business. The fact that jobbers not only exist but are increasing in numbers is ample proof that they are a necessity at the present time at least, whatever the future may bring forth. In the present year of our Lord, the retail trade of Canada would find it almost an impossibility to get on without them.

CANADA HONORED.—One of the most pleasant features of the National Jewelers' Association Banquet held at Dalmonico's, New York, on the 10th February, a full account of which will be found elsewhere, was the right royal reception accorded to the speakers representing Canada, and the good feeling evinced towards their country by everyone present. The Canadian guests were made to feel at home, and it is needless to say they enjoyed themselves so thoroughly that the event will long linger with them as

"An Eden bright in fancy's flight
A heaven in memory's dream."

Their kind and flattering reception they took as more of a compliment to Canada than to themselves personally, although it was none the less appreciated on that account. Blood is thicker than water, and Canada and the United States are twins—only that the latter is about a century older than Canada.

DEATH ON ACCOUNT OF A BAD WATCH.—At the inquest on the body of fireman Little, of the Northern Railway, who was killed about three weeks ago by the collision of a "Wildcat" engine and a freight train, a verdict was rendered, that whereas it appeared that the accident had been caused on account of the defective working of the engineer's watch, by which the engine was timed to run, that the engineer Long be exonerated from all blame. Such a verdict makes it hazardous for persons to travel on this road if all their trains are run by watches which do not perform more satisfactorily than engineer Long's appears to have done. What they want, and what every road should be forced to have, are electric clocks in every station, which are absolutely correct and by which all trains should be run. Had such an arrangement been in operation, at least one valuable life would have been spared, and the Company saved more money than would have equipped the entire road with such an electric time service for half a century.

ANOTHER BONANZA FOR THE CUSTOMS.—The Customs officials at Halifax, N. S., last month struck another bonanza. The seizure consisted of three trunks belonging to William Dearden, containing a general assortment of jewelry, valued at between $10,000 and $15,000. These trunks Dearden brought with him from Montreal, but when he

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

found that the cases sent by express had been seized he did not take the trunks to his hotel but got them secreted. After ten days' search the Customs officers finally discovered and seized them. Dearden claims that this is a portion of the goods upon which he paid $12,000 penalty in Montreal, and that he cannot be punished twice for one offence, but the books and documents found in the first two cases show that his smuggling operations have extended over a great many years, and his business connections were from the Rocky Mountains to Cape Breton. The Montreal fine was only for what the Montreal officers discovered, and by no means covered the whole of his operations or violations of the law in other parts of Canada. The officials have made several small seizures from jewelers in Halifax and Dartmouth, and all parties indebted to Dearden have been notified by the department not to pay him. If this warning to the retail trade to buy goods only from reputable jobbers is not sufficient, they will please hold THE TRADER guiltless if they get into trouble from any such source as mentioned above.

A SENSATION.—The sensation of the month is the expulsion of the Dueber Watch Case Manf'g Co., of Cincinnati, from the Silver Watch Case and Movement Mf'rs Association of the United States and Canada. The immediate cause of this expulsion was that the "Dueber Co." refused to conform to the wishes of the majority of the Association. In a nutshell, it appears to be a case of whether the dog shall wag the tail, or the tail wag the dog. In this case the Association very properly decided that the majority should govern and that the dog should wag the tail. The obstroperous tail was therefore amputated with despatch, and now the amateur surgeons are anxiously waiting to see whether the Association dog can live without his tail, or whether the tail will develop into an opposition dog. The outcome of this will probably be some lively times amongst the Case makers until this question has been fairly fought out. As the "Dueber Co." have been for some time under a strict boycott from the Knights of Labor, and are now under a boycott from all the respectable jobbers in the United States and Canada, it looks as though they were going to have an interesting season before them. While we think everyone is fully entitled to hold their own opinion, we have no sympathy with anyone who has a habit of kicking because he can't have his own way always. As this is the second time that the "Dueber Co." has kicked over the Association traces within the past three months, we suggest that if they are ever to be taken back again into the Manufacturers' fold, they should be compelled to furnish *bona fides* in the shape of bullion, which would act as a hostage for their future good faith. Such an action as that of the "Dueber Co." unsettles business entirely until it is settled, and no matter what the result may be it is not the honorable way of doing business. At present it looks like a stand-up fight, with the odds greatly in favor of the Association. However, the near future will show how the cat is going to jump, and the trade is awaiting its gyrations with a great deal of interest.

ON THE LIST.

The Ko-Ko of the Canadian Jewelry trade has sent us the following list of persons, of whom he remarks:

"We've struck them off the list,
They never will be missed."

The Watch Butcher.

The Jeweler who sells by auction.

Likewise those who are big on special discount sales.

The Jeweler who never meets his notes when due.

The enterprising burglar who burgles Jewelers' safes professionally.

The traveller who never sells any customer less than $1,000 at a time.

The Canadian Retailers who have skipped to Uncle Sam's dominions.

The Jeweler who wants to settle with his creditors at 40 cents on the dollar.

The man who advertises himself as "The only honest Watchmaker in town."

The Jeweler who can always buy goods fifty per cent. cheaper than any person wants to sell them to him.

The Jeweler who advertises and sells Watches at cost.

Likewise the Watch Butcher who repairs (?) Watches for the cost of the materials he uses.

The Jobber who violates his contract by cutting the prices of Watch Cases and Movements.

Likewise the Retailer who seduces the poor Jobber by telling him that he can buy Cases and Movements at ten per cent. off the list.

The Jeweler, retail or wholesale, who stamps 16k. wedding rings 18k., and deceives the blushing bride and modest bridegroom by selling them as the simon pure 18k.

The Retailer who thinks it an insult for the jobber to ask him to pay his bill when he knows "he is good for it."

The Jeweler who, after living on the fat of the land for years, fails and lets in all his creditors except his own relations, who invariably hold security.

The Jeweler who makes it a principle "never to give a note to anyone" in payment of goods, and who gets mad when four months afterwards the Jobber wants his money.

The Retailer who orders the same goods on approbation from half-a-dozen Jobbers, and after displaying them for about a month in his show window as his "newly imported stock," returns to the owners all that he has not sold (express charges unpaid).

The seductive Jobber who sells his goods on six months' credit, and draws on the innocent Retailer the moment they are shipped.

The Wholesaler or Manufacturer who doesn't advertise in THE TRADER.

Likewise the Canadian Retail Jeweler who doesn't read it.

WORKSHOP NOTES.

WATER-PROOF GLUE.—Soak in a cool place half a pound of glue for one night in a quart of good milk, and boil it the next day; it will resist moisture much better than glue dissolved in water.

TO CLEAN BRUSHES.—The best method for cleaning watchmakers' and jewelers' brushes, is to wash them out in strong soda water. When the backs are wood, you must favor that part as much as possible, for, being glued, the water may injure them.

GOOD MUCILAGE.—An adhesive mucilage for labels, suitable for bottles or glass, may be prepared by soaking glue in strong vinegar, then heat to boiling and add flour. This is very adhesive, and does not decompose, when kept in wide-mouthed bottles.

TO REMOVE TARNISH.—Silver or electro-plate ware that have been tarnished by exposure to tainted air can be restored to brightness in the following pickle: ½ pound of potassa cyanuret is dissolved in 2 gallons rain water, and the articles are immersed in it, until bright. Be careful to rinse off the alkali water, otherwise it will corrode the goods.

TO CLEAN DULL GOLD.—Dull Gold may be cleaned by immersion in a bath of 80 grams calcium hypochlorite, 80 sodium bicarbonate, and 20 table salt, which is dissolved in 3 quarts distilled water. It must be kept for use in well-corked bottles. Goods to be cleaned are put in a basin and covered with the mixture. After some time they are taken out, washed, rinsed in alcohol, and dried in sawdust. The articles then have the same appearance as if new.

TO PREPARE CHALK.—Thoroughly pulverize the chalk, then mix it with clean rain water, in proportion of 2 pounds to the gallon. Stir well, and let it settle for about 2 minutes. The gritty matter will now have settled to the bottom. Slowly pour the water into another vessel, so as not to disturb the sediment. Permit the whole to stand until entirely settled, and decant as before. You now have prepared chalk, ready for use when dried. Spanish whiting may be treated in the same way, and makes an excellent polishing powder.

PRECIPITATING GOLD IN OLD BATHS.—The baths when no longer fit for use are filtered into a white glass flask, rendered alkaline with a little bicarbonate of soda, and a concentrated alcoholic solution of magenta is added drop by drop until the liquid has taken the deep red hue of syrup of raspberries. The flask is then exposed for six or eight hours to the light of a bright window. At the end of this time the gold is found to be deposited as a violet powder, while the supernatant liquid has become colorless. It is carefully decanted, so as to preserve merely the deposit. When a sufficient quantity of protoxide of gold has been thus collected, it is carefully washed upon a filter, dried, and the filter is burnt. The dry residue and the ash of the filter is then dissolved at a gentle heat in an excess of aqua regia, and the solution (diluted with distilled water) is separated from the insoluble substances by filtration.

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well known reputation that the name RODGERS has attained all over the world have induced other makers to adopt a similar name, calcuiated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt , on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

TORONTO,

to whom all orders should be addressed. Send for quotations.

G. RODGERS,

Known to the trade in Sheffield, England, and on this continent since 1846.

OTHER NOTES.

IT has been estimated that from a single pound of steel, costing about 50 cents, there can be manufactured 100,000 watch screws, worth $11. Some of these machine-made screws are so small that an uneducated eye requires the aid of a magnifying glass to see what they really are.

A SOUTHERN philosopher observes—"There is an appreciable amount of hog in human nature. Hogs will squeal, and scuffle, and trot for miles after a leaky old wagon loaded with corn, but will not budge an inch after a wagon with a tight body. Civil service reform will tighten up the joints of the public crib, and we will have no hungry, noisy politicians hanging around it.

A RESIDENT of Burlington, Wis., has built a machine—a wheel within a wheel—and claims that he has solved the problem of perpetual motion. He also claims that his machine will accomplish anything that steam or water power will accomplish, and that he has been twenty-nine years working at it. This last claim is probably well founded.

DID you ever think of how much work is required to count a billion or the length of time it would take? An arithmetician makes this calculation: Had Adam counted continuously from his creation to the present day, he would not have reached a billion, for it would take 9,512 years. Any enterprising person disposed to doubt this statement can try the experiment.

A MARSEILLES merchant who started in business with $5,000 and became a millionaire, left his property to a friend with the condition that he should be buried with the sum of $5,000 placed in his coffin. The executor bewailed the reckless waste of money and was at his wits' end to know how to defeat the whimsical clause in the will. At length a happy thought came. "I will put a cheque," he said, "into the coffin for $5,000. It will be duly honoured when he presents it."

AT present the Rothschild family control the quicksilver supply of the world, but a new mine has now been found at Schupplastena, near Belgrade. There are only a few quicksilver mines known, the two largest being in Spain and California. Both are owned by the house of Rothschild, who only permit a supply, but never a glut of the market to issue from their mines, and thus they control an immense and very profitable monopoly. The yearly consumption of quicksilver is cut down to 100,000 bottles, the larger part of which comes from California, while Spain furnishes about 10,000 bottles.

THERE are more churches and chapels in London than the whole of Italy. It has 618 railway stations. Nearly 1,500 passenger trains pass Clapham Junction every day, while the underground railways run more than 1,200 trains a day, and carry 12,000,000 passengers a year. The omnibus companies run 1,000 stages, and carry 56,000,000 passengers a year. About 130 persons are killed and 2,000 injured every year by vehicles in the streets. There are in London 14,000 policemen, 14,000 cabmen and 15,000 persons connected with the Postoffice. The cost of lighting London by gas annually is $3,000,000. London has over 400 daily and weekly newspapers. Last year there were 2,314 fires.

WISE AND OTHERWISE.

IF your dinner bell has lost its clapper, you can still console yourself with your napkin-ring.

AN experienced boy says that he regards hunger and his mother's slipper as about the same, as they both make him holler.

"I sot me down in thought profound, this maxim wise I drew: It's easier for you to love a gal than make a gal love you!"

A NEWBURG goat the other day devoured an entire volume at one sitting. That's what you may call a swallow tale goat.

HELLER has a new coffee-and-milk trick, and the *creme de la creme* of society who flock to his mystic manifestations enjoy this kind of coffee-cup and sorcery.

A FATHER of three sons and five daughters was asked what family he had. The answer was, "I have three sons, and they have each five sisters." "Mercy!" exclaimed the interrogator; "such a family."

BEFORE beginning the second psalm for the day, a Glasgow minister reached down into his pocket and took a pinch of snuff. Even yet he cannot understand what there was in the first verse of the psalm to make the congregation laugh when he read: "My soul cleaveth to the dust."

As they were about to quaff, one of the party suddenly called out to the other, "Hello, Dougherty—you drinking whiskey? Sure it was only yesterday ye towld me ye was a taytotler." "Well," said Mr. Dougherty, evidently somewhat disconcerted, "you'r right, Misther Kelly—it's quite right ye are—I am a taytotler, it's true, but I-I-I'm not a bigoted one!"

ONE Irish laborer laid a wager with another that the latter could not carry him up to the top of a house in his hod, without letting him fall. The bet is accepted and up they go. There is peril at every step. At the top of the ladder there is life and loss of the wager,—death and success below. The highest point is reached in safety; the wagerer looked down humbled and disappointed. "Well," said he, "you have won; there is no doubt of that; worse luck to you another time; but at the third storey I *had hopes*."

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

WANTED.—A SITUATION AS A WATCHMAKER.—By a young man about three months through his apprenticeship. Address, S. MATHERS, care of W. Watson, Jeweler, STAYNER, ONT.

SITUATION WANTED.—AS WATCHMAKER. Five years' experience. Can give best of references. Address, O. R. SUMNER, Oakville.

WANTED.—A SITUATION AS IMPROVER IN WATCH-making. Two years' experience. Address, Box 277, Barrie, Simcoe Co.

SITUATION WANTED BY A FIRST-CLASS PRACTICAL watchmaker of fifteen years' experience. Best of references furnished. Address, stating salary, &c., WORKMAN, care TRADER Publishing Co., Toronto.

SALESMAN WANTED.—By one of the largest retail jewelers in Toronto. A first-class salesman, who thoroughly understands the business. References required. Address, stating salary required, JEWELER, care THE TRADER PUBLISHING CO., 57 Adelaide St. West, Toronto.

Jewelry Business For Sale.

Rare chance for a young man to step into an established business in one of the healthiest towns in Canada, and a summer resort.

Stock reduced to $800 or $900.

Rent of store given with glass cases, benches, use of safe, and other fixtures.

Store the best in town, handsomely fitted up, and occupies the most desirable location in the place.

NO OPPOSITION IN THE BUSINESS.

Rent $9 per month. Stock all new and saleable.
American Hopkins Lathe fitted up also for sale.
Central Telephone office in connection. Terms cash.
For further particulars apply to

P. W. ELLIS & CO.,
TORONTO.

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E. Toronto, who makes a specialty of Jewelers' Work. Samples and estimates on application.

— AN —

UNPARALLELED SUCCESS.

CANADIAN PATENT



JANUARY 15TH, 1886.

THE PERFECTION"

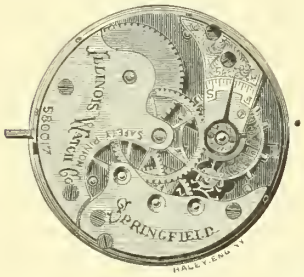
Dust Proof Watch Case, although placed by the American Watch Case Co., of Toronto, upon the Market one month ago, has already been pronounced by expert Watch Dealers to be

THE BEST AND CHEAPEST WATCH CASE EVER MADE.

The Perfection has been specially designed with a view to make a Watch Case which would at once be cheap in price, and at the same time afford sufficient protection to the movement. This idea has been admirably carried out by taking the excess of Silver from the centre and placing it in the backs, which will be found extra firm and heavy. Although the cheapest Watch Case ever made, it is warranted to give satisfactory wear. Ask your Jobber to show them to you; it is money in your pocket to handle them, therefore take no others instead. Every "Perfection" Case we manufacture bears our stamp and registered Trade Mark as above, and is fully guaranteed as to quality, no matter by whom sold.

OUR NEW PATENT UNBREAKABLE PENDANT SET.

☞ Dealers will please notice that we are now fitting all of our *regular* Open-Face Stem-Wind Cases with our new Patent Unbreakable Pendant Set, the simplest, strongest and best device for the purpose ever invented. They are made so as to take any regular American Full-Plate Movement with Female Winding Pinion.

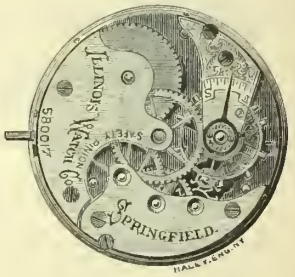


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is now receiving orders for its new and beautiful
FOUR AND SIX
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PLACE YOUR ORDERS EARLY.

THE ILLINOIS WATCH COMPANY
warrants every movement of every size manufactured by it.

DON'T FAIL TO READ WHAT WE HAVE TO SAY TO YOU IN APRIL.

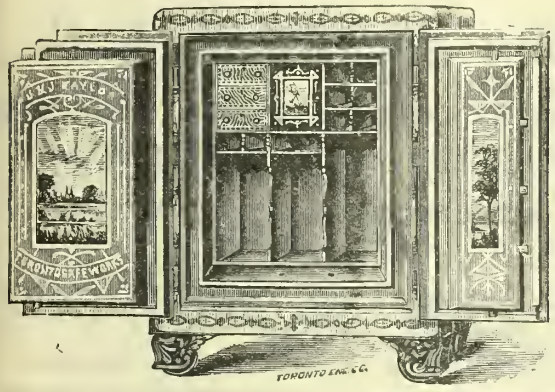


H. ELLIS,

WHOLESALE JEWELER,

3 WELLINGTON STREET EAST, TORONTO.

BEGS to thank the Jewelry Trade for the liberal patronage extended to him during the past year, and hopes by square dealing to merit a continuance of same. His stock of the following lines will be found very complete and prices right: **Waltham, Elgin and Springfield Movements, Gold, Silver and Filled Cases, American Jewelry, Materials, Tools, Glasses, Spectacles, &c.**



J. & J. TAYLOR
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

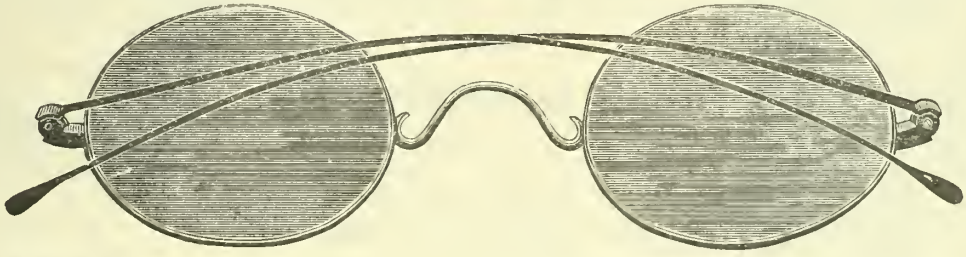
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The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

MONTREAL OPTICAL & JEWELLERY CO'Y

LIMITED.

COLORED SPECTACLES AND EYE-GLASSES.



The M. O. & J. Co., beg to call the attention of the trade to their very large and fine assortment of COLORED SPECTACLES AND EYE-GLASSES. Prices from $1.00 per dozen up. Every style and variety for Men's, Women's and Children's use kept in stock, or manufactured specially to order.

ORDER EARLY AS THE DEMAND AT THIS SEASON IS LARGE.

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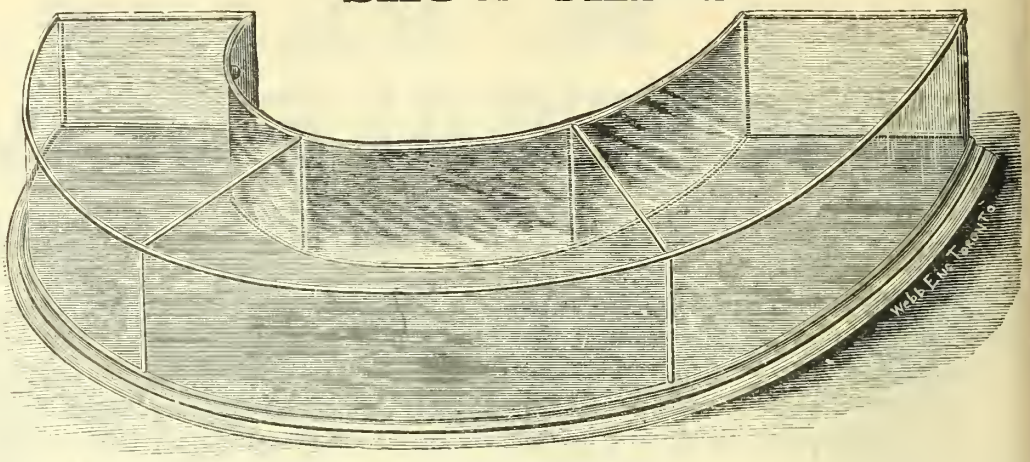
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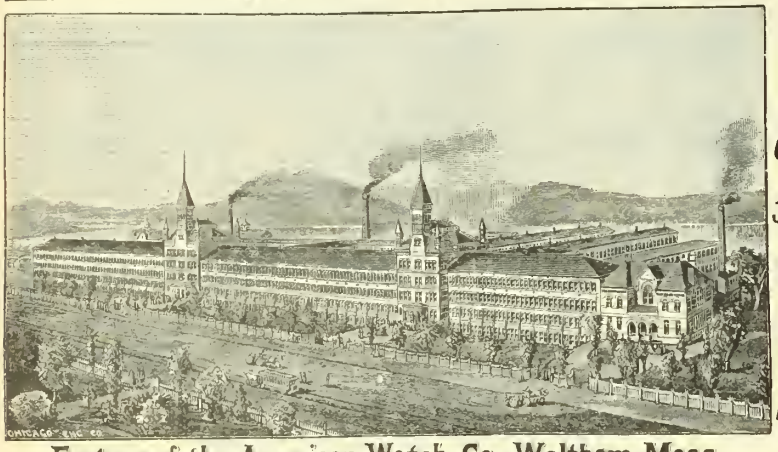
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and Shop Fitters, Gold, Silver and Carriage Platers. All kinds of Show Cases on hand in the newest and latest styles.

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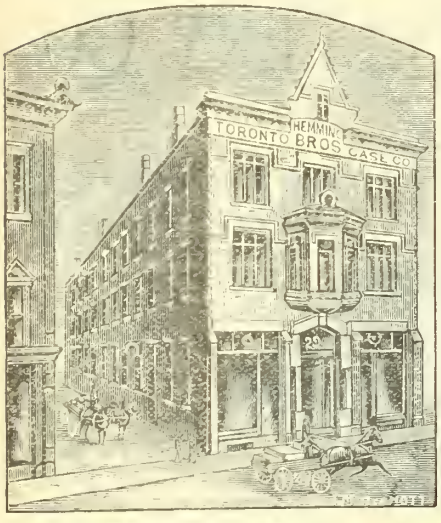
JOBBERS IN WATCHES AND IMPORTERS OF ENGLISH & AMERICAN JEWELRY,

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THE TRADER.

TORONTO, ONT., APRIL, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

WANTED.

The want of Canada is not politics so much as practical legislation. That is what representatives should be sent to parliament for, and that is what they should be paid for. One of the principal wants of the business community of Canada is an "Insolvent Act," and if the legislature ever get an opportunity to talk business for a few hours, they should put such a measure on the Statute Book

It is too late in the day to discuss the advisability or the need of such a law. Its necessity is recognized in almost every civilized country in the world, and it is only because that our legislators prefer party to the interests of the country, that we have not had one in Canada before this. The present state of the law, or rather the want of a general law, is demoralizing in the extreme. No two provinces are alike in their treatment of debtors; every province apparently makes its own laws, and the result is that in some cases they are framed so as to discriminate against the residents of other provinces.

What we want is a general Insolvent Act, that will at once be fair alike to the debtor and creditor, and which will obtain from one end of the Dominion to the other. The present hole and corner system is demoralizing trade because it localizes it by preventing the free interchange of products between the provinces that is absolutely necessary if Canada is ever to become a great and powerful country. From a patriotic as well as a commercial standpoint, we would regard the passage of a first-class Insolvent Act as one of the most desirable things that the present parliament could do, and we trust that before they draw their sessional indemnity they will see that something practical is done in reference to it.

SMUGGLING.

As if to give emphasis to our statement in last month's TRADER, that smugglers, no matter how smart, were bound to get caught if they kept at it long enough, our readers will find elsewhere in this issue the experience of two Canadian jewelers. We need scarcely, after our remarks of last month, say anything on the subject, further than that the parties in question are not deserving of any sympathy for the loss and disgrace to which they have subjected themselves by their breaking the law of the land. In both cases, however, while the principal actors in the transaction have met with just punishment, their accessories before the fact, have escaped scot free. We learn on good authority that at least three wholesale jewelry firms are implicated in these transactions, their part being to get American makers to ship the goods from their factory to some place on the border from whence the retail buyer could smuggle them over at his leisure and at his own risk. Although these firms are not actually guilty of smuggling the goods themselves, there can be no doubt but that they are abettors in the crime, for it was only by their action that the thing was made possible. We refrain from mentioning their names at this time, but if it becomes chronic we shall consider it our duty in the interests of business morality, to give their actions whatever publicity our columns will afford.

In this connection we are glad to learn that several of our leading wholesale houses who desire to see this illegal and ruinous competition stopped, have sent in to the Manufacturing Jewelers' Board of Trade (Providence, U. S.), a requisition asking them not to ship any goods to Canadian customers except to a Canadian port of entry, and to co-operate with them in helping to suppress the evils which must and do arise to honest traders from smuggling. We are in receipt of a letter from the Secretary of the Board regarding this requisition, in which after advising us of the fact that the Board had received such a communication, he says: "I am instructed by our Board of Directors to place in your hands for publication in your valuable magazine the following resolution: 'That the Directors are heartily in accord with the attempt to suppress the evils complained of, and that they will exert their influence to sustain the principles and objects desired.' I have given the editor of the *Manufacturing Jeweler*, (our official organ) a copy of the petition and our views upon the subject which will be printed in their next issue." In a postscript he says: "I may add that I consider the move a *grand good* one, and I trust the petitioners may succeed in their efforts. I will do all that I can individually." The sentiments of the Board and their Secretary are manly and honorable, and do credit alike to their honesty of purpose and business perspicuity. Like the Providence Board of Trade, THE TRADER sincerely desires to see this movement against smuggling crowned with success.

HIGH PRICED EMOTION.

It is a common saying that "Canada possesses more politics to the square mile than any other country in the world," and if one were to judge from the vaporings of any of our houses of parliament they would probably conclude that there was a great deal more of truth than poetry in the remark. We have often expressed the view that if we had less of party and more of country about our parliaments it would be a great deal better for the welfare of the people at large. The petty bickerings of the little legislative show which Ontario holds every year in Toronto is bad enough, but when contrasted with the unseemly wranglings of the big guns down at Ottawa, it becomes tame to a degree. A stranger listening to the debates of the past few weeks on the North-West affairs and not knowing anything of the rebellion or its leader would no doubt fancy that the fate of the country hung on its issue. If he knew anything about the debaters he would conclude that the whole thing was a farce of the most transparent kind and that neither party cared a rap

about Riel and were only making use of his case to get into office, or being in, to stay there. While much may be said in favor of the Government's action, we fail to see how any loyal citizen can censure them for letting the law take its course and ridding the country of one of the most dangerous men that ever lived in it. If Riel was sane enough to raise two very costly and bloody rebellions, he was plenty sane enough to hang say we, and no matter what nationality he sprang from, he was a Canadian and amenable to Canadian law and justice. In our humble opinion, he was not half as crazy as plenty of those who at present for their own purposes desire to make him out as such.

We have always held that the Government did right in hanging Louis Riel and are to be commended for letting the law take its course in the face of the terrible pressure that was brought to bear on them to commute his sentence. But while we do so, we are strongly of the opinion that their administration of the North-West affairs was not what it ought to have been, and therefore open to a searching investigation by parliament. Two wrongs don't make one right, and no matter whether the Government was wrong or not—Riel was guilty and deserved the punishment he received. If the Government were equally culpable the place to try them is in the House and not on the Champ de Mars, and the jury should be their co-legislators, and not an ignorant rabble. If the House is satisfied that they have betrayed the trust reposed in them, they should make them give place to others who have their confidence.

It appears to us that if the Riel debate is going to crop out much oftener, that that gentleman is going to cost the country about as much dead as alive. Riel's memory is all very well in its way and if the bolters and their friends in Her Majesty's loyal opposition think so much of him as they now profess,they should take about three months during midsummer to fall on each others' necks and sob out their praises of the deceased, but for goodness sake let them let up during the time parliament is in session, for their emotion is costing the country at the rate of about one thousand dollars an hour. Grief is sacred and should not be kept too freely on tap ; it is too high for general public use at the price charged for it by the House of Commons of Canada.

Since writing the above the action of the Government in executing Riel has been sustained by the handsome majority of 94. As all the prominent men in the Liberal party, Blake excepted, voted with the Government, it is to be hoped that the *Globe* will take their action as a quiet hint that in future that party proposes to manage its own affairs in its own way, instead of being bulldozed by an irresponsible clique of political heelers who happen to have fallen heir to a proprietary interest in the personal organ of a deceased statesman, whose shoe latchets they are unworthy to untie.

COMMON SENSE PROTECTION.

In our February issue we took occasion to point out a few of the methods by which the retail jewelry trade could protect their own interests. We then stated that in our opinion the jobbing trade of Canada had done all they possibly could for the retailers' protection, and that if the latter desired anything further in that direction they must look to themselves for it. We pointed out, in the article referred to, some of the advantages that combination would have upon the retail jewelry business so far as selling goods is concerned, and if our readers will bear with us further in the same direction, we will endeavor to show them how such a combination would advantage them in the matter of selling their own labor.

It is now a pretty well ascertained fact, that in any well regulated and prosperous retail jewelry business, the watch repairing department should at least pay shop rent and living expenses, leaving the profits of merchandise sales to go to the credit of capital account. We know of dozens of businesses in Canada whose watch repairs make more money than this, but we think this may safely be laid down as a guide for any ordinary jeweler to know whether or not he is doing a prosperous business.

We are aware that there are a great many jewelers on the other hand whose watch repairs do not come up to this standard, and in most cases it will be found that unless in some populous centre where they sell large quantities of goods, such businesses are rarely profitable. As a rule the most of our retailers make money, in the first place, by their mechanical ability to repair watches, and it depends very much upon how they turn this ability to account whether or not they ever acquire capital enough to pay for the stock of goods necessary to the successful carrying on of a first-class business.

The trouble of a great many jewelers is that in order to draw trade they are willing to do this repairing work, which as we have pointed out should be one of their principal sources of income and usually the corner stone of business success, at almost the price of the material they use. By so doing they may think that they are getting ahead their competitors and drawing trade to themselves, but this we think is an error, for the general public as a rule can't tell whether such work is cheap or dear, although they may by experience know whether it is well or badly done. We do not think that in one case in ten where retailers pursue such a system of cut-throat competition in watch repairing, that it does their opponents much harm or themselves any good. If they were disposing of some well-known article, with the value of which the public were thoroughly acquainted, we could understand how capital could be made out of it, but in watch repairing which is more a sale of one's skill as a workman than of anything tangible in the way of material, such a policy is the utmost folly.

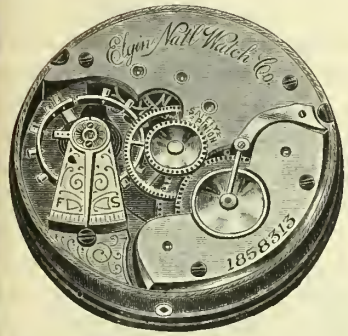
During the past month we have had sent us from various parts of Canada advertisements of jewelers who used printer's ink to boast of this kind of nonsense. They were anxious to have the public understand that they would clean a watch, put in a new main spring, new jewel, new balance spring, at from twenty-five to fifty cents, the usual charge for which by their competitors was one dollar.

Now this to us looks pretty much like a man's cutting off his nose to spite his face, for by such a course they were bound to do themselves no good, while doing their opponents very little harm. People don't expect to get something for nothing ; as a rule they expect to pay for what they get, and therefore, when one jeweler proclaims to work for half price of his competitors the public usually judge that he has rated his work according to its real value.

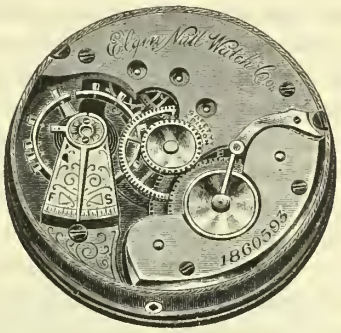
A good watchmaker is a mechanic of the very highest type, and does not learn his profession without a great deal of study and many years of hard and poorly paid toil. This being the case we fail to see why such a person should give away his skill for next to nothing and without advantage to himself. The doctor who makes you a professional visit when you are ill,

THE

ELGIN NATIONAL



No. 98



No. 99



No. 100

SPECIAL attention is called to our line of 18-size 3-4 plate Open Face or Hunting Pendant Set Movements. These Movements have Quick Trains and Straight Line Escapements, also are interchangeable, permitting the stem to be placed at either XII or III in the same movement.

For hunting cases, however, the trade should fully understand that special Pendant Set Hunting Cases must be obtained, and that this is the **ONLY** line of Movements manufactured that can be utilized as a Hunting and Open Face Pendant Set Watch.

FACTORY: ELGIN, ILL.

GENERAL OFFICE: 76 Monroe Street, Chicago, Illinois.

NEW YORK OFFICE: 22 JOHN STREET.

WATCH COMPANY.

does not charge you merely for the time he thus consumes, but you and every other patient have to pay in part for the expense of his education and loss of time while he was learning his profession. If he simply charged you for his time as any ordinary laborer would at the rate of so much per day, he would not stay very long in the ranks of the medical profession. Like the doctor the watchmaker sells something more than simply material and the time of an untrained workman; whether or not he recognizes the fact, it is true, nevertheless, that he is selling his brains as well as the material he uses every time he repairs a watch.

A celebrated silversmith once told a customer in the writer's hearing, when the latter said to him that he could buy solid silver hollow-ware at so much per ounce. "Sir, our goods are more than mere bullion, they are the result of the highest order of mechanical intelligence and skill, combined with beauty of design, and we do not propose ever to sell our brains by the ounce." We have often thought of this remark since that time in connection with such subjects as we are now writing about, for it is only but too true that many of our best watchmakers by their method of selling repairs almost at the price of the material, are doing neither more nor less than "selling their brains by the ounce."

If anybody could take hold of a watch and repair it as well as a trained watchmaker, we could see some reason for his selling his services as many actually do "almost without money and without price." But the skill of the watchmaker is no common thing and the possessor of it is as much entitled to a benefit from it as a doctor, lawyer, or any other professional man who has spent time and money in the acquiring of his business.

If jewelers sold their merchandise, as many of them do their mechanical skill, at cost, there would be very much less money in the business than there is at present. But they might just as well do the one thing as the other. What's the difference? In our opinion there is none, and it is only because people don't recognize the fact that they persist in doing it.

As a rule the more difficult a profession or trade is to learn the more valuable it is to a person, once it is mastered. The watchmaker is, we contend, a skilled mechanic of the very highest type, and therefore deserving of a price for his work commensurate with its value.

We think we have said enough to show some of our readers who have never looked at this subject in this light, that they are not only violating the first principles of business by selling their mechanical skill at cost, but handicapping themselves very heavily in the race for commercial success. If a jeweler don't set much value on his own work, it is hardly probable that the public will do so. The result is that he generally remains "a hewer of wood and a drawer of water" to the public, and ends his business career as poor as when he began.

How shall the trade find a remedy for this state of affairs, which the majority of the trade admit is a bad thing? Our reply is by organizing local retail associations. Watch repairing is strictly a local business, and were such associations formed the trade would be able to get a fair price for their work without any difficulty. When once a jeweler found that he could just as easily get one dollar as fifty cents for cleaning a watch he would hardly care to throw his extra profit away without some very good reason. People don't get watches cleaned or repaired merely to give work to the jeweler, but because they are forced to have it done. The raising of the prices on watch repairing would not, therefore, have any tendency to make this branch of the trade any less in volume, while it would make it as it ought to be one of the best paying parts of the jewelry business. Such an action would also have a tendency to raise the standard of workmanship. If the customer paid more for his work, it would probably be better done. The jeweler could afford to spend more time and pains over it and really do it justice, whereas at the present time he often has to turn out work that he is ashamed of because he can't afford to do it better for the price he gets.

Almost every one can call to mind the story of their schoolboy days of the lark who had her nest in the field of grain. When the grain was ripe the farmer and his sons came to look at it and decided to invite their neighbors to help them to cut it. The neighbors failed to put in an appearance. They consulted together and then finally decided that although their neighbors had gone back on them they could rely on their relations, and consequently determined to ask their help for next day. The relations however failed to materialize, and in despair the old man said to his boys: "Now that everybody has gone back on us we will have to tackle it ourselves." The old lark's mind had been easy up to this time, but when she heard this she commenced to pack up and seek another dwelling place, for she knew that now that they were at the last ditch it was sure to be done. Our readers themselves can apply the moral of this fable to the present situation of the retail jewelry trade, and if they only make up their minds to set to work at once and depend on themselves, they will find their business and prospects very much improved by the venture.

CORRESPONDENCE.

SPECTACLES AND HOW TO SELL THEM.

WRITTEN SPECIALLY FOR THE TRADER.

PAPER NO. III.

Lenses or glass for spectacles and eye glasses are made in about a dozen different factories in the world and are rated according to quality of glass used for the purpose. The finest lenses made are French; next comes the English, and the commonest are made in Germany. They are made in plano, double convex and periscopic, of both plate and crown glass. Lenses are used in various forms and colors, according to the purposes they are intended to serve, and are sub-divided into the following five classes:

(*a*). Plain or Plano Glass, without color (usually termed "white"), or in smoke, blue, green or other colors used to protect the eyes against external injuries, or against the light when the eyes are sensitive or the light is too strong. They have no power, and are: 1. Parallel, straight surfaces on both sides, called *plano*. 2. Parallel, bent surfaces on both sides, hollow or *coquille*.

(*b*). Convex Glass, used mostly white. It concentrates the rays of light, and therefore magnifies, and serves to correct the most common deficiency of sight. *Weak or Far-sightedness*, usually the accompaniment of advancing age. It is used in the three following forms: 1. Double Convex or Bi-Convex. Both surfaces of equal convex curve (dcx). 2. Plano Convex. One surface convex, the other plain. 3. Periscopic Convex.

FAHY'S INITIAL AND SUBJECT

PATENT GOLD INLAID

SILVER WATCH CASES.



In addition to our Gold Inlaid Subject Designs, including LOCOMOTIVE, STAG, JOCKEY, BULL DOG, STALLION, LION and BEAR, we are making and will constantly carry in stock a complete line of GOLD INLAID INITIAL Silver Cases, in SENIOR, JUNIOR and SCREW BEZEL 3 and 4 oz. Open Face Stem Wind.

FOR SALE BY ALL CANADIAN JOBBERS IN AMERICAN WATCHES.

One surface convex, the other slightly concave (pcx). All three forms have approximately the same effect, but the double convex gives the truest image, and the difference is most striking in the higher power glasses. Periscopic glass is the highest in price, and is used largely in the finer grades of spectacles. Plano Convex glass is used the least in spectacles, and when it is used, the plane surface is usually neither ground nor polished; and this glass is, therefore, the cheapest, and used only in very low grades of Spectacles.

(*c*). Concave Glass, used mostly white. It disperses the rays of light, and therefore diminishes, and serves to correct the deficiency of sight known as *near-sightedness*. It is used in two forms as follows: 1. Double Concave or Bi-Concave. Both surfaces of equal concave curve (dcc). 3. Periscopic Concave. One surface concave, the other slightly convex (pcc). Both forms have approximately the same effect, but the double concave again gives the truest image, and the periscopic concave is the highest in price.

(*d*). Cylindrical Glass, used mostly white. It serves to correct deformity of the eye lens or of the cornea, known as astigmatism, and is: 1. Cylindrical Convex. Ground and polished plano on one side, and a convex cylinder on the other. 2. Cylindrical Concave. Ground and polished plano on one side, and a concave cylinder on the other. The convex cylinder magnifies; the concave cylinder reduces in the axis of the cylinders only. Cylinders are combined, as the case may require, with spheres or other cylinders, and are then called "compound cylinders."

(*e*). Prismatic Glass, used mostly white. It serves to correct cross-sightedness. Both surfaces are ground and polished plano, but intersecting each other at various angles from 1° to 15°. Prismatic Lenses turn off the rays of light according to the angle of intersection of their surfaces. Instead of plano surfaces, they may have spherical or cylindrical surfaces, and are then called compound cylindro-spherical prisms, according to the curves which they are given.

In the majority of the factories the lenses are all sold to an agent who supplies the spectacle manufacturers. We have never yet heard of a case of a spectacle manufacturer grinding the focus in lenses, although a great many claim to do so. The great trouble in the spectacle trade is the number of irresponsible dealers who have of late years crept into it. These gentry are a curse to the country. They get up a name for an article by advertising it largely, procure testimonials from people who know nothing about spectacles, but who they have happened to fit right through keeping a proper assortment of focuses in stock. They go round the country selling merchants goods at double the price they could buy them from a legitimate dealer in spectacles, making them sole agents for their line of goods and crowding them with large stocks, in a good many places totally unsuitable for the trade in the vicinity. If they stopped there it would not be so bad, but on their next trip round, finding that their victim has not sold enough, they appoint another agent, leaving a large stock of unsaleable goods in the hands of the first buyer, who has to encounter opposition that he never had before, as they generally select someone who never handled spectacles before for their agents. As these gentry do not live in the country but merely have on office here, redress is very uncertain as they never stop more than a few years in a country. Another favorite way of theirs is leaving their goods on commission, but of course they take the merchant's note, but when the note comes due they deny the commission part and force the dealer to pay up.

We have often noticed advertisements of spectacles stating that they are the only genuine English spectacles in the market, but on examination of the goods we have found them mostly American and German. The merchant cannot be too careful who he buys his goods from so as to get good value for what he pays. A great deal of the success of such people is owing to the fact that very few dealers keep a proper assortment of spectacles and eye-glasses preferring only to keep the most saleable numbers, and in order to effect a sale they very often fit their customers with unsuitable glasses. The parties so fitted fall in with these bogus manufacturers, who knowing what the matter is, fit their eyes all right, and tell them that no spectacles but theirs will suit them and that all other makes are worthless. They then ask for testimonials and get them.

Of course there are several good brands of spectacles in the market, but these are sold on their merits, and are good value for what is paid for them. We have often noticed jewelers who keep spectacles complain of not being able to sell them and say it takes too much time. Their invariable excuse is the old woman who wants a pair of spectacles for twenty-five cents and who takes an hour to fit a pair. Well this is caused by the jeweler keeping his numbers all mixed up instead of separate and allowing his customers to try and fit themselves by handing them a box which in most cases does not contain the number required. Of course it takes an hour, perhaps two, and generally the party will go out without getting suited. All this could be avoided if the dealer took a little pains to learn how to fit and kept his stock properly. In our next article we will treat about fitting spectacles.

H. G. LEVETUS.

Editor TRADER,—

DEAR SIR,—I see by the Goldsmiths' Company's advertisement on the cover of your last number they are the pioneers in protection to retailers in the clock trade. Good for you, gentlemen; you are worthy of the support of all in the trade.

It is true, that taking it on the whole, the wholesale trade are more willing to protect the retailers than they are to protect themselves.

There has been a great deal said by certain parties anent protection, but it seems as though the retailers of Toronto are either afraid that in the event of a league being formed their brethren of the country will have an equal chance with them, or they are afraid of one another; or it may be that they feel themselves of too much importance to join in league with the petty country retailers.

But let it be what it may, if they look at the matter squarely and weigh it well they will see it is to the interest of all to have a uniform price, both for work and goods.

Some may object to have a uniform price for work, upon the ground that all don't do their work equally well. Allowing that to be the case (and none will dispute the fact) those who fail in giving satisfaction will have less work, thus making it better for the best workmen. If Mr. Smith has to pay as much to have his work botched, he will go where he can have it done well. Whereas, as the case now stands, he says: I can get Jones to do a job for me for half what White charges, and I will run the chance.

As regards the selling of watches and clocks, where is the

THE NEW METAL CASE,

- SILVEROID -

The metal of which these cases are made is a new one, far superior to any other in use for low-price watch-cases.

It is stronger, is capable of a high degree of polish, has the lustre of silver, and will not tarnish.

PRICES THE SAME AS THOSE FOR ANY OTHER

METAL CASES NOW IN THE MARKET.

A FULL LINE NOW IN THE HANDS OF THE JOBBING TRADE.

Send for sample, and don't be put off with any other than the

SILVEROID!

KEYSTONE WATCH CASE COMPANY,

Nineteenth and Brown Streets,

PHILADELPHIA, PA.

use selling goods unless you get a fair profit for them, for there is a legitimate profit, and below that no one can do business and prosper; and prosperity is what we all want—it is both to the interest of buyer and seller.

Your offer to re-publish Excelsior, a treatise on Watchmaking, is a good idea, and one that will be appreciated, no doubt, by the trade.

Wishing you the prosperity you deserve, I subscribe myself,

Yours obliged,

RETAILER.

Editor TRADER,—

SIR,—It seems to me that if our Jewelers were to devote their attention a little more to the getting up of attractive window shows, it would be one of the best advertisements they could possibly have. The traveller for any wholesale house having, as he does, almost unlimited opportunities for observation, denied to Retail Jewelers who are compelled to confine themselves closely to their own stores, should be in a good position to give his customers many useful hints about this matter, and the best and cheapest way of carrying such ideas into practice. I feel that a salesman's duty is not merely to consider his own interests, but those of his customers as well.

And, sir, is not the success which your paper is enjoying to-day very largely the outcome of this very principle: Its gift-giving policy,—a free paper,—its liberal tone; its free advertising columns; and its admirable editorial matter.

Many Jewelers will remember that not many years ago attempts were made to keep alive a paper said to be devoted to the Jewelry trade; but their policy being "to gather up the fragments, that nothing be lost"—not according to the original dispensation, but that they might have all for themselves—they ate up all the crumbs and then died of starvation, from their own penuriousness.

Only a few days ago a prominent Jeweler, holding before him your paper, said most enthusiastically,—while shaking it good naturedly: "That paper, sir, why the Jewelers couldn't do without it, and any jobber or manufacturer who don't advertise in it is not alive to his own interest; that's where we go for information." I would stake a good deal in backing up this authority, and would venture further to say: that this is the registered Trade Mark opinion of all our Jewelers throughout Canada.

Yours respectfully,

JNO. W. CAMPBELL.

Editor TRADER,—

DEAR SIR,—I see the National Jobbers' Association have had their Annual Meeting, and from the report of it I should say it was a success in every sense.

It is not to the interest of the retail trade to have the prices cut so low that there is no money made by the manufacturer, for when such is the case the jobber and the retailer suffer also, and the public alone reap the benefit.

You will agree with me in saying that on an average, watch buyers don't buy more than two watches in a lifetime. Such being the case, it does not amount to a very great deal if they do pay a fair price for what they buy, whilst it means an immense sum to the manufacturer, and either fair wages to their employees or else small pay and no profit to the employer.

I see from your notice of correspondence received that "Retailer" seems to think that the jobbers are caterpillars on the leaf, and not necessary to the trade. It may be true as far as he is concerned, as it is quite likely that he can afford to buy on a large scale; and if so, it might pay him to visit the markets to buy his goods if he could purchase direct from the manufacturers. But it is otherwise with those in the small towns and villages. They have neither the time nor the capital to make it pay.

For my part I do not see why the Jewelry trade should not have men dealing as wholesalers as well as the dry goods and other trades.

I think that lawyers are a necessary evil, and the less that Jewelers have to do with them the better, is the opinion of,

Yours truly,

JOHN BULL

APRIL FOOL.

The first of April is at hand,
The mischievous boys are seen
To lay the bait and then to stand
Behind some friendly screen.
On the sidewalk they have tacked
A hat over a stone.
They've tied up an empty box so that
A parcel neat is shown.
Nor is this all that they have done
The innocent to lure.
Ten or twelve yards farther down
They've provided for the "poor,"
They've nailed a well-filled purse, you see,
Upon the planks secure.
This trick is good for more than one;
Of that you may be sure.
A dude comes along, he spies the purse,
Forgets it is the rule
To-day to watch a man stoop down,
And then yell "April Fool."
He sees the parcel, passes by,
He'll not be caught again.
He feels that some one should be kicked
For playing him this game.
His blood is up, he hurries on,
He's ready for a spat.
And what would be more natural
Than kicking at the hat?
He gives one long tremendous kick;
His tooth-pick shoes the tool,
He comes down solid as a brick,
The boys yell "April Fool!"
From this we may a lesson learn.
All we who jewelry vend,
Learn that an honest, virtuous man
Will fare best in the end.
The man who cheats the Government
Out of its lawful dues,
Who thinks to pay the duty is
To him no earthly use,
May find, some day, that sharper men
Are on his track, and that
He put his foot in terribly
When he kicked at the hat.
The law is placed just like the hat,
Over a heavy stone,
And though it may look innocent,
Kick not, but leave alone.
There's the good-natured, lazy man,
Harmless and forgiving,
He takes things easy, seems to think
The world owes him a living.
He says he trusts to Providence;
It may be well to tell
That God helps those who help themselves,
Who use their talents well.
He is like the man who finds the box
The boys have laid for him,
A bonanza he expects to strike,



HOW TO MAKE MONEY!!!

THIS is what every Jeweler wants to know, and I may tell them, without beating around the bush, that they can make money easiest by buying their goods properly. "Goods well bought, are half sold," runs an old proverb, and that is exactly what every Jeweler says who buys goods from me.

I keep the largest and most complete stock in Canada of American Gold, Rolled Plate and Gilt Jewelry. I am headquarters for American and Swiss Watches, and Cases of all kinds. I have a larger stock, and sell spectacles and optical goods cheaper than any other house in the trade.

I buy in larger quantities than any of my competitors and pay spot cash for all my goods, and I will sell away down at rock bottom to cash customers, or to good men who can pay their notes when due. It will pay any Jeweler to call in and examine my goods and compare my prices with those of other houses. They will buy from me because I sell cheaper than any other house in Canada.

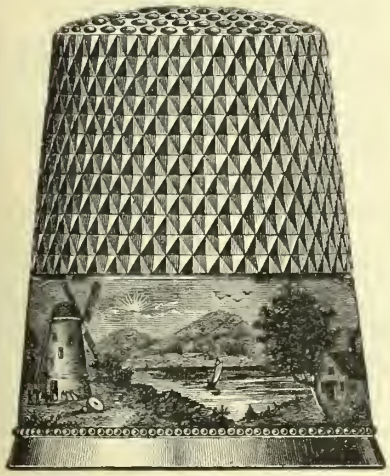
S. FRENKEL, Wholesale Jeweler.

Remember the Address, 55 and 57 YONGE STREET, Above the American Express Co.'s Office.

SIMONS, BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

Chains, Thimbles, Canes, Umbrella Mountings.



Established 1840.

TRADE S MARK

611 & 613 Sansom St.,
618 Chestnut St.,
PHILADELPHIA, PA., U.S.

N. Y. OFFICE, 20 MAIDEN LANE.

Address all Orders to Factory.



No. 76. 5/8 in.

And filled up to the brim.
When he quietly reviews his life
He finds to his chagrin,
That though the box looks fine outside,
Alas! there's nothing in.
The man who sells a "fine gilt"
For a first-class roll-plate chain
And swears that it will color keep
In sunshine and in rain ;
Who sells a plated ring for gold,
The stamp is 18 K.
Who always finds the jewels "broke,"
A couple of dollars to pay
For repairing a watch that an honest man
Would clean and never dream
Of charging more than the current price,
He would not be so mean.
Such a man in the end too often finds
That he has grabbed a purse,
Which nailed fast and stuffed with cotton rags
For wear is much the worse.
A true man does not expect to make
A living without trouble,
At every obstacle he clears
He finds his courage double.
He does not falter by the way
When fate it seems perverse,
He feels that he has nobler aims
Than own a well-filled purse.
He knows his talents, uses them,
Is diligent, persevering,
And feels as he is toiling on,
His home he's daily nearing,
He beats a straight road to his goal,
Though slow may be his "mule,"
You'll find he gets there all the same.
He has not been a fool.—G. K., Elmira, Ont.

SELECTED MATTER.

C. N. THORPE ON MANUFACTURERS.

At the ninth annual banquet of Chicago Jewelers' Association, held on the evening of the 7th of January, the following interesting speech was delivered by Mr. C. N. Thorpe in reply to the toast of "Manufacturers." They hazard much, and though often censured do great good by the application of skill in enhancing the value of nearly everything we appreciate and enjoy in life :

MR. PRESIDENT AND GENTLEMEN OF THE CHICAGO JEWELERS' ASSOCIATION,—In responding to the toast "The Manufacturers," I feel some delicacy at this banquet, because, being a manufacturer myself, I am not at liberty to say all the agreeable things that might be said concerning that large and influential body of citizens. If manufacturing was dead and a tribute were to be paid to its memory, and eloquent things said of the men who had died with it, I am sure I would rise to the occasion with comparative ease. But manufacturing is not dead, indeed, as a part of the world's industry, it is very much alive, and as any other infant soon lays off its swaddling clothes and asserts the strength of its various parts, so this has begun to be a powerful factor in our civilization, and even promises to attain giant proportions.

But your toast calls for something about the men themselves. It is well worded. Looking over the lives of manufacturers, one never comes across any of whom it is not true that they hazard much, and though often censured, do great good by the application and direction of skill in enhancing the value of nearly everything which we appreciate and enjoy in life.

CONCENTRATION OF MANUFACTURES.

It will be well in beginning this subject to look for a moment at the census of 1870 and 1880, to see how much the small manufacturer ventured. In 1870 there were 252,148 establishments employing 2,053,000 operatives, and in 1880, 253,852 establishments employing 2,732,000 people. Census for 1870 gives twenty-six establishments making clocks, employing 1,330 hands; that of 1880 gives twenty-two establishments, employing 3,940 hands. It gives the number of watch case establishments as forty-nine, employing 703 hands; and in 1880, twenty-seven establishments, employing 1,758. The number of jewelry establishments in 1870 was 681, and the number of hands 10,091 ; and in 1880, 739 establishments, employing 12,697 hands. In 1870 it is stated there were thirty-seven establishments making watches, employing 1,836 hands; and in 1880 eleven establishments employing 3,336. (The large number of establishments in 1870 was probably due to the fact that a number of watchmakers still made a few watches by hand). The number of hands in the cooper's trade increased eleven per cent. from 1870 to 1880, but the number of cooper's establishments decreased twenty-two per cent. The number of cotton mills has also diminished since 1850, but the the number of hands employed has doubled. *These figures show the extinction of the smaller establishments and the concentration into larger factories.*

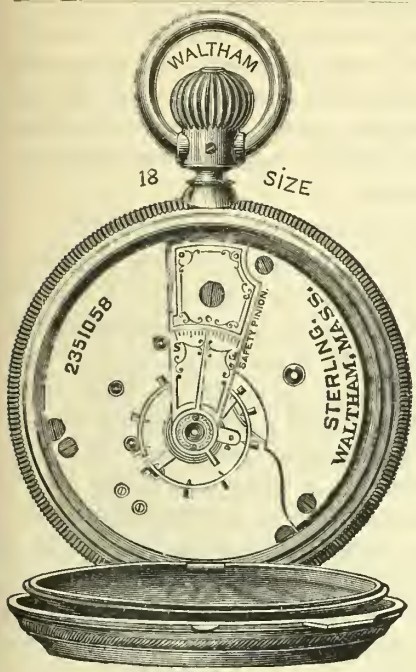
REQUISITES NECESSARY FOR SUCCESS.

Whether the manufacturer controls the operations of a large or small plant, he knows full well, if possessed of ordinary business experience, that danger lurks sometimes in the least suspected places. A correct estimate of economic conditions, and understanding of the market for his specialty, the strength or weakness of his competitors, are considerations that must of necessity enter into his calculations. There are times, and these, too, when he considers himself posted in these particulars, when his estimate of the situation miscarries. He has manufactured in excess of the demand; stored up goods not immediately salable, and collections have been slow. Hazardous experiences like these have occurred to us all, and must, in view of the frequently eccentric laws that govern trade, occur again. But that man who is ever on the alert, who keeps abreast of the times, who is quick to perceive the advantages of sensible innovation upon old and cumbrous processes, who is pushing the introduction of his goods, and only claims for them exactly what they are, and makes no misrepresentations, will certainly minimize hazard in his undertakings.

HOW ENGLAND FOSTERS MANUFACTURE.

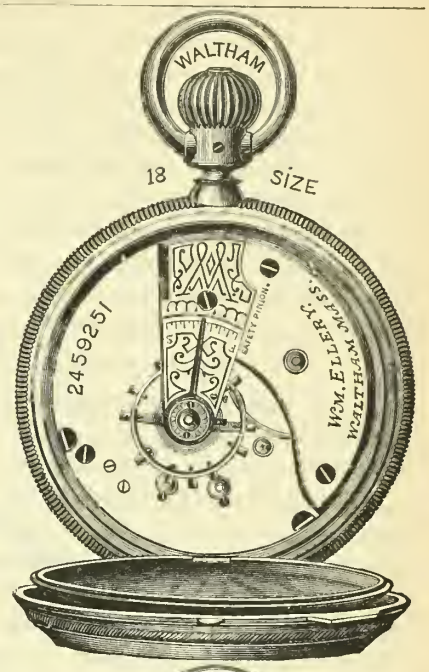
Your toast goes on to say that manufactures do much good. One needs only to go to England and visit the towns in which have lived and served the great manufacturers to see recorded in substantial monuments the names of these benefactors. It would be a pleasant task, were there time this evening, to run over some of the great names of England, such as John Crossley, who first used the power loom in carpet manufacturing and increased his production fourteen fold at a stroke, and the Horricks, who first spun cotton with the spinning jenny; the Platts, of Oldham, who have large works covering fifty-five acres and employ eight or nine thousand hands.

It is to England's credit that she has fostered these industries, not, to be sure, in the same manner as America has ; but would it not be well for us to follow her example, and not only honor individual manufacturers, but encourage them as she does by extending foreign trade? England pays annually millions of dollars as subsidies to her steamship lines who carry her



American Waltham Watch Co.

WALTHAM, MASS.



WALTHAM

FULL PLATE MOVEMENTS

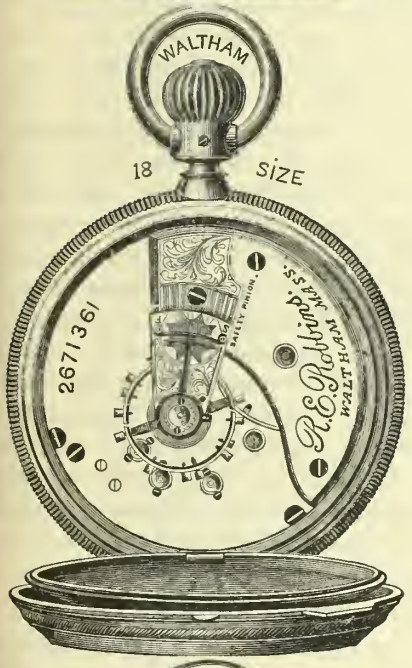
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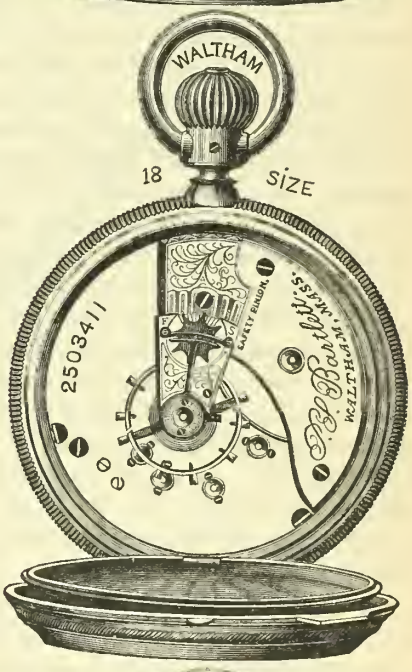
Open Case Stem Winders,

—MADE TO—

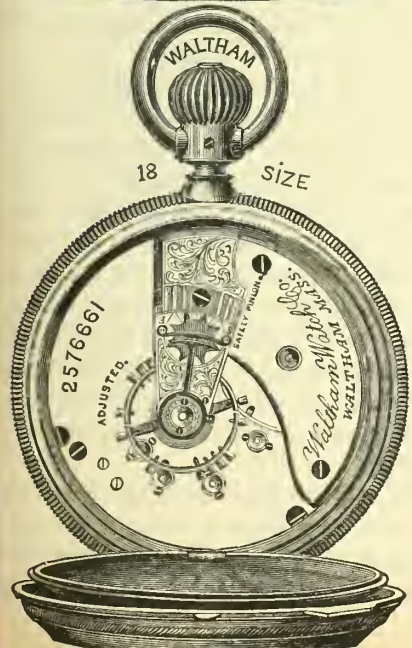
SET BY THE PENDANT ONLY,

Doing away with Inside Hand-Setting Lever.

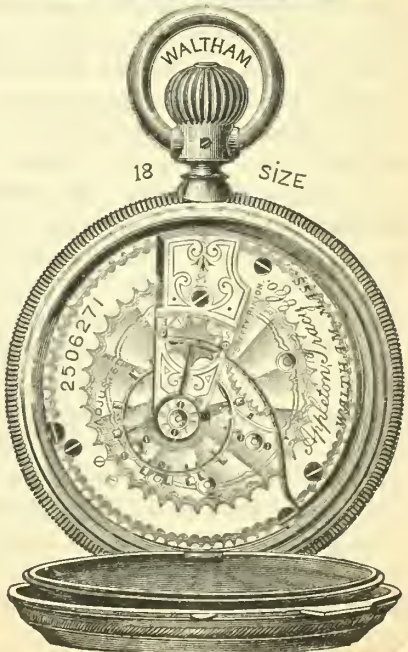




A Complete Assortment of Gold, Silver and "Crescent" Filled Cases on hand to fit any of the above Pendant Setting Movements.



All Pendant Setting Cases will take any American Full Plate Movement with Female Winding Pinion.



ROBBINS & APPLETON

GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

LONDON. SYDNEY.

productions to all parts of the world, bringing back in exchange their value in some form to enrich her people. She pays nearly $2,000,000 as subsidies to her steamship lines that carry her mails to China and to the East Indies, markets that stand ready to-day to absorb the surplus product of our manufactories. She pays nearly $500,000 to carry the mails to Brazil, Mexico and the West Indies, whereas the United States paid to Mexico and the West Indies less than $10,000, and every manufacturer knows that he can pay the freight to Brazil *via* England as cheap as he can send it from New York direct.

AMERICA'S TRIBUTE TO ENGLAND.

A short time ago every manufacturer who had opened a trade with that great Continent that lies in the Pacific south and west of us was threatened with the possibility of having to send all his letters to England in order to get them to Australia, because our own country refused to pay one-quarter, or $100,000 of the $400,000 needed by the steamship lines running from our western shores to New South Wales, when that country of less than 2,000,000 inhabitants would pay $300,000 or three-quarters of the total sum herself. Here is a line of splendid steamships struggling for existence, running to a country very like our own, whose tastes are similar to ours, and will take in ever larger quantities our cottons, hardware, jewelry, watches and silverware. We want our government to furnish us as good consular agents an equal chance with England to reach foreign markets. When we have these, and when we have our ships commanded by American sailors, who carry with them the American flag and the energy and enterprise characteristic of our country, men ever on the alert for the interest of their principles—when we have these we will not say, as we have during the past dull years, that $12,000,000 or $13,000,000 worth of cotton goods make an overloaded market, and consequently shut up our mills, but we will share in the benefit which England derives from the export of $400,000,000 of cotton goods annually. When we have these we shall not oblige our farmers to send their wheat to London to compete with that raised by the "Felleh" of India, who is glad to work for six cents a day.

HONOR AMONGST MANUFACTURERS.

But we must not linger on this while there is so great a host of honorable names stretching like a milky way across our great country. First among these captains of industry are the Ames, the McCormicks, the Sprague, the Fairbanks, Baldwin, Dobson, Pullman, the Bigelows, Carnegie the cultured iron worker, Robert Patterson, at one time the largest cotton manufacturer in this country, and Disston, whose saws and hammers go to all parts of the world. But illustrious as these names are, and adding as they do to the renown of our own country, they do not yet tell us all there is to be said about manufacturers, that large class of citizens who, doing with their might what they have to do, keep before them exact business methods, never stooping to any measure, however full of promise, that is not a right way, and so conserving the honor of their country and the best interests of mankind. I believe the inner history of our own watch and jewelry business will reveal a noble purpose to do that which is right and honorable for honor's own sake. Never shall I forget the remark of the manufacturer of gold watch cases, while discussing the practice in former years of debasing the quality or gold and the great improvement in that respect in recent years, when he said, "I had hard work to get the extra price necessary to make the improved quality, but at last my efforts were appreciated, and never since that time have I made a single case that will not assay full what it is stamped." It is this spirit that has given American manufacture the fair name it has wherever American watches, clocks, cutlery and silverware are sold.

HOW MANUFACTURES BUILD UP A COUNTRY.

One of the greatest opportunities a manufacturer has to do good is in building up industries in new places. If you will watch a village in which a new and successful manufactory has been started, you will see new life in that dullest of all places, the country store. New buildings go up on all sides, corner lots are sold as if each one contained a gold mine, and the surrounding country is surveyed for miles into village lots. The very blowing of the whistle at a given hour every day is educational. If the manufacturer is of a benevolent turn of mind, he founds a library, contributes largely to the building of new churches, and is always ready to make up that deficiency which is ever occurring in enterprises and entertainments for the education of the people. He is often censured, even by those for whom he is doing the most good, his workmen. How often the manufacturer is held responsible for the reduction of wages, when he may be paying out to his hands every dollar he is getting for their labor; but I consider it, as your toast says, one of the highest privileges of the manufacturer. He develops the skill of workmen. How many boys and girls go into factories knowing nothing at all; in a few years they are not only proficient workmen but artisans of the highest order. To be sure they have had within themselves a ready intellect and willing hands, but their employers have opened for them opportunities to visit schools of drawing and mechanical handiwork at night; have imported from Europe skilled artists who have become their foremen and teachers, and, more than that, made a market for their skill. The manufacturer must always have before him his responsibility as a brother to those who work for him, for upon him depends the fortunes and happiness of hundreds of his workmen. Even as a question of expediency he cannot disregard his employees or fail to listen to their demands for justice.

THE MANUFACTURER'S POSITION.

Finally, your toast says he does much to improve that which we enjoy and appreciate in life. How true this is you know full well, and that is why "poor years" in business, as they are known are not an unmixed evil, for they incite to greater effort and force men into new lines of thought. How many hours of the night are spent devising schemes to get up wooden nutmegs, alarm clocks to wake you up, light the candle and build the fire, to get up silver watch cases made out of albata. But, gentlemen, I have stepped over the bounds; this is the inventor and not the manufacturer. I will stop here. I would not attempt to describe the recent inventions upon the different kinds of silver watch cases, or I should keep you here until to-morrow morning; but manufacturing is continually improving and cheapening the things we use, until the humblest homes of to-day have more conveniences than the grandest mansions of the time of our grandfathers.

The manufacturer not only sets the fashion, but must also be prepared to supply the demand when it comes. He must feel cunningly and accurately the pulse of the times; he must take the initiative in introducing new things. Because of his


THE
R. F. S. & Co.
ROLLED PLATE CHAINS
—ARE THE—
BEST.

position, he is a man of peculiar power and responsibility. He holds in the United States to-day the balance of power. He owns a large share of the world's wealth, and his influence over his fellow men is incontestably larger than that of any other class of men, unless it be the clergy.

As a class the manufacturers are too busy to legislate for their country, but their influence sends many a man to legislative halls, who represents them in all he does. Wherever we look over our country, from the Lakes to the Gulf, from Plymouth Rock to the Golden Gate, we see the smoke of thousands of chimneys ascending, indicative of the industry within ; but do we stop to consider that all this has been the growth of the present century, for not until the age of steam power was it possible to accomplish these results.

THE FUTURE OF OUR MANUFACTURERS.

The era of large factories began about 1815, and within two generations we saw the investment of $30,000,000,000 in steam power. There is no doubt in my mind, that some time we shall become the manufacturing country of the world. To-day we are an agricultural country, but with the natural aptitude of American minds for mechanics and organization, taken in connection with the rapid development of population, the goal is not so far distant as one would imagine.

Daniel Webster said when we had but 20,000,000 of population, "I do not know whose imagination is fertile enough, I do not know whose conjectures I may almost say are wild enough, to tell what will be the progress of wealth and population in the United States." We can judge of the future growth of our population only by the past. Daniel Webster saw the population of the country grow from 3,000,000 to 25,000,000. Since that time we have seen it double, and it is certain that within the past two hundred years we have doubled it about every thirty years, so if many of us that are here this evening shall live to see the year 1910 (and many of us will not then be old men) we may hope to see a population of 100,000,000 of people. What a grand outlook! What great possibilities! Let us brother manufacturers and merchants lay well the foundation for such a magnificent structure.

WHY MAIN-SPRINGS BREAK.

Many causes have from time to time been assigned by watchmakers for the breaking of main-springs. The following are a few, in the order of their importance :

1. Winding with a bad key, with too much force, or carelessly.
2. Changes of temperature.
3. Projecting of the barrel arbor hook beyond the thickness of the spring. This may be the principal cause, in the watch itself, of main-spring breaking, and more especially where no stopwork or other check is used, as in such a case, the coils press tighter around the barrel arbor, and a projecting hook distorts the steel more. To plainly see the effect caused by such a hook, take a French clock main spring out of the barrel, put the arbor square through the outside hole, and secure the arbor in the vice, between copper clams. Draw the spring away to its full length, and if it has withstood breakage through softness, projections produced by pressure on the hook, will be found along the spring, the highest near the innermost part.
4. Insufficient spring in the barrel ; for if without check, the spring is much more likely to break than otherwise.
5. Bad winding square—too short, or too thin for the power of the spring.
6. Bad ratchet—improperly shaped, or with missing teeth.
7. Bad click or click spring.
8. Bad spring, imperfectly tempered or badly coiled.
9. Barrel arbor body of too small a diameter.
10. Unreliable stopwork, causing indecision and overwinding.
11. Spring becoming rusty through omission of oil, or through the oil being forced from between the coils out to the edges.
12. Bad barrel hook, or barrel arbor hook—causing an unsafe catch of the spring, and a slip.
13. Careless removal of spring from the barrel—letting it fly out suddenly.
14. Barrel comparatively too small in diameter, and too low—necessitating a thick, narrow and cramped-up spring.
15. Removing a spring from the barrel after it has been confined in it a long time.
16. Letting the spring down suddenly with a jerk.
17. Poor sticky oil which hinders the spring in its development.
18. Star-wheel screw end touching coils of springs.
19. Barrel hook projecting too far.
20. Barrel band out of round.
21. Dropping the watch.

There have been other causes given, but thoughtful consideration will not allow that a "hand rubbing the glass" or the "electricity produced by coil friction" is a valid one.—*Jewellers' Weekly.*

A WATCH WITH A HISTORY.

David Minthorne, of Pamelia, N.Y., is the owner of a watch that was made by Thomas Linford, of London, in 1626, and which, according to the records of the Minthorne family, has the following history : It was presented by George III. to Sir William Johnson when he left England to take charge of his majesty's affairs in the colony of New York. Sir William presented it to Joseph Brant, the famous Indian chief, with the remark that it was "surely worth at least forty rebel scalps." When Brant had his headquarters in the Schoharie Valley, the watch was taken from him, with other booty, by Evart Van Epps, of Fultonville, who was paymaster in the Continental army. Van Epps was afterwards taken prisoner by Brant, and the chief recovered the watch. The grandfather of the present owner of the watch became a warm friend of Brant's in Canada after the war, and Brant made him a present of the time piece. It has been in the Minthorne family ever since.

PERILS OF THE WATERBURY WATCH.

Quite a prominent Danbury citizen carried a Waterbury watch, and as he is a little sensitive about the fact we indulge him to the extent of withholding his name. He had heard and also read in the book of instruction that accompanied his watch that he must not, under any circumstances, open the inside of the watch. But it stopped, and he thought he would see if he could discover the matter. He succeeded in opening it, and out sprang—not glided—a main spring, which went for him with all the vengeance of a thing of life, and the end struck him in the eye, and now there is a possibility of his losing it.—*Danbury (Conn.) News.*

T. WHITE & SON,

MANUFACTURING JEWELERS,

LAPIDARIES & DIAMOND SETTERS,

39 King St. West, · Toronto.

Canadian and Foreign Stones Polished and Mounted for the Trade.
N.B.—A variety of Stones and Imitations of all kinds in Stock.

C. W. COLEMAN,

10 KING ST. WEST, (UP STAIRS), TORONTO,

WATCHMAKER TO THE TRADE. DEALER IN WATCH MATERIAL, TOOLS, SPECTACLES, &c.

Complicated and other Watches put in thorough order. Broken or imperfect parts replaced by new. Gold Dials re-figured. Watches de-magnetized. Musical Boxes repaired. Jewelry Jobbing and Engraving. Stubbs, Hammers, Plyers and Files. Spectacles from 65 cts. per dozen up. Orders must be accompanied with City reference or Cash.

E. & A. GUNTHER,

IMPORTERS AND WHOLESALE JEWELERS,

COR. JORDAN & MELINDA STS.

Spring Stock now full and complete in all departments.
Special attention given to JEWELRY REPAIRING.
Our Travellers now out.

GEO. J. BRAY. MURRAY R. HENDERSON.

BRAY & HENDERSON,

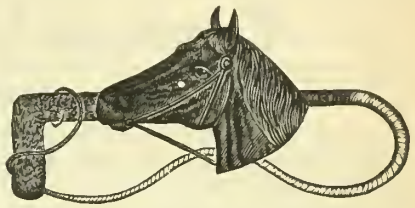
IMPORTERS,

Diamonds, Watches, Clocks, Jewelry, Silverware, Cutlery, &c.

Manufacturing and Repairing a Specialty.

14 King Street West, UP STAIRS, TORONTO.





New Styles for Spring Trade, 1886.

The above illustrations are a sample of my New Goods for this Spring's Trade. I am making a large variety of these brooches, and retail dealers throughout Canada will find it greatly to their advantage to send for samples and prices. I make and guarantee all the goods I sell, and you will find my prices lower than any other House in Canada. Call and see me when in the city.

A. M. WELLINGS,

MANUFACTURING JEWELER AND ENGRAVER,

26 ADELAIDE ST. EAST, TORONTO.

FOR SALE.

STOCK, FIXTURES, TOOLS, MATERIALS, SAFE, Etc., of a good paying JEWELRY BUSINESS in one of the finest towns in Ontario. A bargain will be given to a cash purchaser, capital required not to exceed $1,500.

SAFE, fire-proof, Taylors, 4 years old, outside measurement 5½ feet high, 3 feet 2 inches wide, 2 feet 5 inches depth, cost $300. Stock light but staple, no fancy goods. The most complete material stock outside of the large cities. The fixtures, materials and tools will be sold at a great reduction on cost.

The store has a large run of work, good prices, best location in town. Reasons for selling, am in another business that requires all my attention.

Address **J. F. BERINGER, Picton, Ont.**



THAYER & CO.,

3 WELLINGTON ST. EAST, TORONTO,

MANUFACTURERS' AGENTS AND DEALERS IN

Watches, Clocks, Material and Jewelry of all Kinds.

Our house will be found head-quarters for any of the above goods, and we guarantee to meet any honest competition, either in quality or price. We buy cheap for cash, and propose to give our customers the full benefit of our buying. A look through our stock which is entirely new, will convince any jeweler that he can save money by dealing with our House.

In addition to Watches and American Jewelry, we make specialties of the following lines, in all of which our Stock will be found very complete:

WATCH AND CLOCK MATERIALS OF ALL KINDS, WATCH GLASSES AND GENERAL JEWELERS' SUNDRIES.

☞Our **MR THAYER** will call on you during the month, and we trust that you will reserve for him a share of your esteemed orders.

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

J. R. Harper & Co., jewelers, of Montreal, are removing their business from Notre Dame to St. James Street.

MR. M. C. ELLIS, of the firm of P. W. Ellis & Co., has just returned from New York where he has been for the past fortnight on business for his firm.

WE REGRET TO LEARN of the death of John A., only son of Mr. Harry Richardson, jeweler of Ingersoll, and tender to the bereaved parents our sincere sympathy.

REMOVAL.—Thomas Wicks & Son, jewelers, of Cobourg, Ont., are removing to Toronto, where they propose to open upon Yonge St., just north of King Street.

IN THE TOILS.—Nicholas Smith, of Tilbury Centre, Ont., and E. Todd, of Barrie, Ont., both jewelers, have been compelled to make an assignment for the benefit of their creditors.

MR. GEORGE HEPINSTALL, of St. Thomas, brother of "Hepinstall, the Jeweler," gave us a call as he passed through Toronto on his way to Oshawa where he intends to run his uncle's watch repairs.

S. H. HALE, the popular New York general manager of the Waltham Watch Co., and Mr. Duhme, of the Duhme Watch Case Co., of Cincinnati, have been spending a few weeks in the West Indies for their health.

REMOVAL.—Messrs. Crell & Battegay, wholesale jewellers of this city, announce that they are about removing their business to Chicago, Ill., U.S., and that after the 1st April their address will be 205 La Selle St. of that city.

HONORED.—We are pleased to learn that the Commercial Travellers' Association of Canada has elected Mr. W. G. H. Lowe, of the firm of Lowe & Anderson, as one of its three representatives on the board of the Toronto Industrial Exhibition Association.

MR. WILL PARKER, late with Messrs. E. & A. Gunther, has made an engagement with F. Thayer & Co. to represent them on the Eastern road. Mr. Parker is a practical watchmaker and a popular salesman. We wish him success.

MR. FORSINGER, who has been representing the Waltham Watch Co. in Canada during the past six months, has been transferred to their Chicago office. He extends a general invitation to the jewelers of Canada who visit Chicago to call in and help him to tint that village with carmine.

CALLS.—We were honored with a visit from Mr. Leo, of the Montreal Optical Co., last week. Mr. Leo visited Toronto for the purpose of procuring a first-class engine, the Company having decided to use steam extensively for the grinding of lenses and other work connected with the manufacture of spectacles.

DOUBLY PROTECTED.—Lowe & Anderson have the vault which they have heretofore considered burglar proof thoroughly protected by Holmes' Electric Protection, so that it is now absolutely impossible for any burglar to get into it without giving an alarm at the Company's central office. They don't lose any sleep over their vault now.

HOW IT PAYS.—Smuggling is a costly business sometimes. A Kingston merchant lately detected in this mode of free trade has been fined $300, and the goods, valued at $3,000, and horses and sleigh used in conveying them across the river, will be sold by public auction, and still some people fancy it pays them to smuggle.

A. M. GILPIN, jeweler, of Uxbridge, has again been compelled to assign. Two years ago he was entirely cleaned out by burglars and although he got a compromise, has found it up hill work ever since. Mr. Gilpin has always borne a good reputation and we trust he may succeed in getting a satisfactory settlement with his creditors and be able to resume business again.

BACK AT HIS OLD BUSINESS.—Mr. A. H. Welsh, lately of the firm of Welsh & Trowern, has now fairly established himself in his new factory at 31 Adelaide street west. This factory is run by steam power and is one of the most complete in Canada, and we trust that Mr. Welsh, who is one of the pioneer working jewelers of the Canadian trade, will make a big success in his new venture.

INITIAL WATCH CASES.—The new line of gold inlaid initial silver watch cases put upon the market last month by Messrs. Fahys & Co. are very artistic, and being low in price should command a ready sale. Jewelers in want of something new in cases should not pass them over when making up their orders.

A SUPPLY OF SILVER AND COPPER.—The Assistant Receiver-General has received at the Government Savings Bank here a large supply of silver and copper coin with which he is ready to fill orders from the banks. The coin was struck at the Birmingham (England) mint, and bears the date of 1886. The amount of silver is $85,000, made up in $500 bags, and the copper $8,000, put up in $100 boxes.

T. H. FITZSIMONS, jeweler, of St. Catharines, has again been compelled to go into insolvency on account of the depression of trade in that city during the past year. Not being able to say "no" to the genial jewelry drummer, seems to have been one of the causes which led to his embarrassment. It is not always better to have too much credit than none at all.

J. BUNN, JR.—During the past month we received a visit from Mr. J. Bunn, son of the President of the Illinois Watch Co., of Springfield, Ill. Mr. Bunn was visiting Canada on business for his Company and expressed himself much pleased with the prospects for the Illinois Watch in Canada. Their new four size ladies' watch he says is taking splendidly and they have large orders ahead for them.

ENTERPRISE.—We were pleased to receive a call from Mr. M. Cochenthaler, the well known retail jeweler of Montreal, last week. Mr. Cochenthaler has just removed to his new premises on St. James Street, next the St. Lawrence Hall, which he is fitting up in superb style. He visited Toronto for the purpose of buying his show cases and fittings, and left an order for them with Millichamp.

MILITARY FUNERAL.—James Anderson, of the 46th Batt., who was buried at Oshawa last month with military honors, was once a jeweler in that town. Besides being a first class workman he was an excellent rifleman and just previous to his illness had been practicing for a place on the Wimbledon team. He leaves a wife and three children to mourn his early demise.

A DISHONEST EMPLOYEE.—W. Millichamp & Co., the well-known Show Case manufacturers, had an employee named Mortimer Hays arrested for stealing goods from them. When the detectives searched his residence they found material of various kinds such as German silver, scratch brushes, etc., to the value of $200. The Police Magistrate sentenced him to six months in the Central Prison for his dishonesty.

ELGIN WATCHES.—As will be seen by the advertisement in another part of this issue, the Elgin Watch Co. have decided to make a big push in Canada. "Elgin" watches have achieved a world wide reputation and the Company are bound that the high standard they have reached in the past will be even excelled in the future. In their case a strict adherence to quality and sound business principles has brought them well earned success.

HOW ARE YOU, MR. SHERRY?—Mr. Sherry, the genial representative of Mr. Joseph Fahys & Co., called on us during his last visit to Canada, and did us the honor to stretch his legs under our mahogany. The Editor of THE TRADER and most Canadian Jobbers have to acknowledge the many courtesies of Mr. Sherry in New York and he was therefore, only too glad to have an opportunity of reciprocating his kindness in a small way. Come again, Mr. Sherry. Glad to see you.

ROBBERY.—A farmer named Leonard Ash while paying an account to Mr. W. Hopper, jeweler, of Cobourg, took occasion while the proprietor's back was turned to steal a valuable gold watch. Mr. Hopper had him promptly arrested and he has been committed by the magistrate to stand his trial for the crime at the spring assizes, being allowed out, however, on $1,000 bail. The probabilities are that this will be the most expensive watch Mr. Ash ever handled before he gets through with it. Truly honesty is the best policeman!

THE failure of C. Moodie, jeweler, of Hamilton, has given rise to a considerable amount of unfavorable comment amongst the jobbing trade

- CLOCKS -

MARCH 1st, 1886.

We desire to notify the TRADE that we have completed arrangements with the

"TERRY CLOCK CO."

to carry a full range of their goods, comprising Walnut, Nickel and imitation Marble Clocks.

The Terry Clocks need no commendation from us. Their METEOR Luminous and other grades have a deservedly high reputation in the States and Canada.

It shall be our aim always to keep a complete stock on hand and thus be able to fill orders promptly.

We will mail, in the course of a few days to the *Legitimate Trade* an *Illustrated Catalogue* which will embrace some new patterns of exceptionable value.

Our business is exclusively with the Watchmaker and Jeweler who will find it to their advantage to buy the Terry Clocks and not be compelled to submit to unfair competition, as experienced from the outside Trade buying from Fancy Goods Houses who sell indiscriminately.

LOWE & ANDERSON,

16 WELLINGTON STREET,

TORONTO.

He shows assets $3,800, and liabilities of $5,800, the principal part of which appears to belong to his wife, who was in the jewelry business on her own account before he married her. The creditors think that her claim is almost double what it should be, and as the transaction has rather a fishy look they propose to get at the bottom of it before they give him a settlement.

MR. THORPE'S CHICAGO SPEECH.—Elsewhere in this issue we reprint from the *Jewelers' Journal* a verbatim report of Mr. C. N. Thorpe's speech at the Chicago Jewelers' banquet. This speech possesses much merit and fairly bristles with facts, and we are sure it will pay every jeweler in Canada to read it carefully. Mr. Thorpe, as one of the leading manufacturers in the United States speaks *ex-cathedra*, and his words will no doubt carry with them the importance to which all his utterances are entitled.

"TORONTO VS. WINNIPEG.—W. F. Doll, importer and wholesale Jeweler, late 55 and 57 Yonge Street, Toronto now in commodious quarters on first floor of Clements' Block, 525 Main Street, has for the last fifteen days been unpacking, opening up and generally getting into shape the largest and most varied stock of watches, diamonds, jewelry, clocks, silver and electro plated ware, optical goods, novelties, etc., yet shown in the North-West. Mr. Doll has had a very wide and successful experience in his line of business and we bespeak for him a large and ever increasing trade."—*Winnipeg Free Press* (advt).

HIGHLY COMPLIMENTARY.—We were shown two letters the other day by the manager of the American Watch Case Co., of Toronto, one from what is probably the largest jobbing house, and the other from one of the largest retail houses in Canada, both of which agreed in stating that the new gold cases made by the Company were perfect specimens of workmanship and better than any goods of the kind they had ever had before. As may be imagined this unsolicited testimony was exceedingly gratifying to the Company, and proves that a faithful adherence to principle is bound to be appreciated.

A SAFE EXHIBIT.—One of the principal exhibits at the Colonial Exhibition, at London, England, this year, will be that of Messrs. J. & J. Taylor, the well-known safe makers. This firm has sent some forty of their safes over, and we are satisfied that when the British public see them they will come to the conclusion that they never knew what a good safe was before. Canadian made safes are ahead of those of any other country in the world, and we think that the Messrs. Taylor will be able to open up a large export trade to Europe in their goods. These safes will paralyze the genial British burglar sure.

NEW WATCH PRICE LIST.—The committee appointed by the Canadian Jobbers' Association are hard at work on the new watch movement and case list about to be issued by that body. This price list promises to be the most complete thing of the kind ever published in Canada, and will have this advantage over all ordinary lists issued by private firms, in that it will be official. As each retailer will get only one copy it will be well for them to look carefully after it. As this is a long step in the direction of prohibiting the indiscriminate issue of watch price lists it has our heartiest approval.

W. F. CARRIER & Co., wholesale jewelers of this city, made an assignment to the Sheriff last month. The reason given for this step is said to be some heavy losses on account of land speculations. We understand that their liabilities are in the neighborhood of $30,000, the principal creditor being Mrs. Carrier. In 1879 the firm of which Mr. Carrier was senior partner failed, owing about $35,000, and settled with their creditors at 35 cents on the dollar. Since then it has been generally thought that the firm were making money rapidly, hence the surprise that this assignment has created in jewelry circles.

HONOR TO A CANADIAN.—We learn from an Australian exchange that Mr. Donald Manson was the recipient of a complementary banquet on the eve of his departure from that country to America. Mr. Manson has for the past seven years held the important position in Australia of General Agent for the American Waltham Watch Co., and has succeeded in building up a splendid business for his employers. It is very gratifying to be able to chronicle the success of a fellow-countryman in a far off land, and we trust that he may long live to enjoy the reward that his indefatigable efforts should bring to himself as well as the Company he represents.

THE ACME SILVER CO'S EXHIBIT for the Colonial Exhibition was on view at their show rooms for a few days just previous to its being sent away and attracted a large number of visitors who were highly pleased with its variety and beauty. The goods were all manufactured on the premises and are a credit to any country, and it seems to us to be only a question of time when Canada will not only not import any outside goods of this kind, but will compete with foreign countries for a share of their export trade. We understand that their manager, Mr. J. Blackburn, will attend the exhibition and carry the war into England by trying to open up a trade in that country. Such enterprise deserves success.

WILL HE TAKE IT?—Mr. C. O. Perrault, of Montreal, having resigned the Vice-Consulship of France, we understand that strong efforts are being made by his friends to get Mr. Maurice Schwob to accept the position. Mr. Schwob is a native of Alcase, France, and besides being one of the leading wholesale jewelers in Montreal, is also president of the St. Jean Baptiste or French National Society. He would make a first-class vice-consul, and we trust he may see his way clear to accept the position. In our opinion he will honor it as much as it will honor him.

THE GOOD SHEPPARD is once more to the front. This time we fancy the presence of Mr. John Sheppard, of the Keystone Watch Case Co., who was on board of the C.P.R. train that went over an embankment between Montreal and Toronto, saved the lives of the passengers. John says they got a pretty good scare but not very much material damage. When he found, however, that his "Boss" case had improved by the tumbling it had received, he concluded that it was a special dispensation of Providence for the advancement of the Company's interest. The improved railroad disaster proof watch case can now be seen at the Company's office, 22 John St., New York.

A SPLENDID PRODUCTION.—We think that every jeweler in Canada will agree with us in saying that the Watch Material Catalogue lately issued by the Waltham Company is the best, handsomest and most complete thing of the kind ever published by any firm in the world. Every piece of material of every series of watches that the company has ever turned out is illustrated by a wood cut of the exact size, and so well executed as to be recognizable at a glance. As every piece of material is numbered consecutively the trade can have no difficulty in ordering the exact thing they require for repairs without the trouble of sending the broken piece. The increased facilities for repairs which this gives the Waltham watch should make it more popular than ever.

IMPORTANT CUSTOMS SEIZURE OF JEWELRY.—An important Customs seizure was made at Brampton, Ont., by Chief Constable John Hurst and R. P. Campbell, collector of that port. It appears that a school teacher, of Churchville, named A. McPhail, has for a number of years been selling jewelry among his country friends after school hours, and during the holidays, and it is said his sales have been exceptionally large. Chief Hurst, a few weeks ago, heard that McPhail was making frequent trips to Buffalo, and conceived the idea that he might be smuggling. McPhail was arrested and brought before the Customs authorities in Toronto, and goods amounting to nearly $1,000 confiscated. Comment is unnecessary.

ANOTHER OF THE SAME KIND.—Says a London, Ont., exchange: "A Richmond street jeweler got caught with a parcel of watch movements, chains and cases amounting to about $500, a few weeks ago. The goods were purchased in the U. S., shipped to Detroit, and brought across the river *sub rosa*. A parcel was put in the Windsor Express Office addressed to a music dealer of this city, and the Customs detective examined and seized it. The music dealer knew nothing of the contents of the parcel when interrogated by a Government agent, but the name of the *bona fide* consignee being stamped on the plates made the mystery a very transparent one. The chains were stamped "W. A.Y.," but it is thought all the contents of the parcel were for one man. The case has been reported to the Government, and as yet no decision has been given. It is probable that the goods will be confiscated without any further fine being imposed." Since the above was in print it transpires that the owner of the goods above mentioned was Mr. A. Morphy, jeweler of that city. The Customs department have confiscated the goods seized and fined him in addition. It is to be regretted that an old house with an untarnished reputation should be found engaging in such a disreputable business. As we pointed out some months ago it is only a question of time when such transactions are bound to come to light and then the financial loss and business disgrace make it appear a very poor speculation.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

TECUMSEH, the new poem by Charles Mair, of Toronto, has taken this country by storm, and in our opinion will rank as the best thing of the kind ever produced by any Canadian author. It treats in heroic verse of that stirring time in Canadian history when England and the United States were at war (1812) and Brock and Tecumseh were the leaders of the Canadian forces. Did space permit we would be glad to give some of the gems from this admirable work, but as we are short of space we simply say to every one of our readers, buy the book and if you don't think when you have read it carefully through that it is well worth the money to know that Canada has amongst her sons those capable of producing such a meritorious work then write us down for anything you please.

JEWELER, STRATHROY.—In answer to your letter regarding the cutting of prices by large retail houses we cannot see very well how such a thing can be stopped. It is not always the large retailers who are the worst sinners, for we could point you to half a dozen towns and villages not a thousand miles from Strathroy, where watches have been advertised and sold at their actual wholesale cost price. We think you are in error in saying that these goods you refer to cannot be bought in the United States at the advertised prices; most of them can be bought from Canadian Jobbers at regular prices and sold as advertised and give a fair return to the retailer. As regards the circulation of THE TRADER, we send it at present as we have always done, to jewelers and those in kindred trades, but we propose very shortly to revise our list and confine it exclusively to the jewelry trade. We trust this will be satisfactory.

THE REASON WHY Mr. G. H. Levetus, of the Montreal Optical Company, was not killed in the accident on the Grand Trunk Railway last month at Hastings, was not because he was not there, but because—well, we don't know why, as he was in the car that jumped the embankment and rolled over half a dozen times before it stopped. All that he knows is that he felt himself and his gripsack mixed up and rolled over something less than a thousand times and when he became conscious he was still alive and has remained so ever since. The last time we saw him he was as lively as a cricket and as ready to take an order for spectacles as ever. He has changed his quarters from Montreal to Toronto and opened an office for the company on Front Street.

A HANDY NOVELTY.—The Goldsmiths' Company have just sent out to their customers a very useful novelty in the shape of a book called "The Jewelers' Record of Work and Repairs." This little work is neatly bound in a cloth, gold-lettered cover and contains sixty-four pages, each of which is perforated so as to tear out and leave a printed stub with particulars of repairs, similar to the ordinary bank check book. By this system the jeweler has a first-class record of his repair work and can at any time find out all the particulars regarding it. We fancy that this novelty will be much appreciated by the trade who in many cases find it difficult to keep track of the many jobs that are constantly passing through their hands. If you have not received a copy by mail write and get one.

ENTERPRISE.—Speaking of the exhibits for the Colonial Exhibition the Toronto *World* says: "Among the many exhibits Toronto is sending to England the display of the Toronto Silver Plate Company must take a foremost place. The firm is sending $3500 worth of silver plated ware, which we are safe in saying will be an ornament to the exhibition. The collection consists of epergnes, orange and nut bowls, a rifle cup, curling cup, fireman's trumpet, cruet stands, tea setts, and numerous articles suitable for presentation by societies and other bodies. The beauty and gracefulness of the different designs were refreshing to look upon. The Toronto Silver Plate Company has made great progress during the four years since its establishment. They now employ a staff of eighty-five men."

A LEVEL HEADED JEWELER.—Mr. R. J. E. Scott, the enterprising jeweler of Carleton Place, has just purchased a safe from Messrs. J. & J. Taylor of this city. Our Carleton Place contemporary says of it: "The safe stands 5 feet high, is 3 ft. 3 in. broad and 3 feet deep, and weighs 3 tons. It is both fire and burglar proof. The outside door is fastened by the ordinary combination lock with three bolts, and inside of this is a steel door 1½ in. thick, with a four wheel combination lock and bolted from every side. The inside of this vault has been very nicely arranged for Mr. Scott's use. The wooden door is made to lift out, and the back of it is dressed with velvet, containing hooks for hanging watches on. The centre is fitted up with draw shelves at proper distances, for the purpose of holding plate and jewelry, in addition to which there are large drawers for various articles, besides pigeon holes for books and papers. Both doors are beautifully and artistically painted, the scenes and the lettering on each being executed in the best possible manner. R. J. E. is very proud of his handsome piece of furniture, and well he might be. It reflects much credit, not only on the genial agent of the Bell Telephone Co., but also on the firm who manufactured so handsome an article."

HE IS OF AGE.—In the case of Ellis *v.* Sapery, tried at the last County Court, in which Messrs. P. W. Ellis & Co. sued Louis Sapery for payment of notes overdue amounting to about $1,300, a verdict was given for the plaintiffs. The whole case hinged on the question of whether Sapery was of age when these promissory notes were given by him. There was no evidence offered by the Messrs. Ellis, and the defendants had that part of the case all their own way, but the opinion of both judge and jury was that they not only failed to prove he was under age when he made the notes, but that they actually proved beyond a peradventure that the defendant was of age at least a couple of years before that time. A good deal of interest has centered around this case in jewelry circles, and the plaintiffs are to be congratulated on the plucky and determined way in which they have fought the thing through. The plaintiffs boldly claimed in court that the whole thing was a premeditated swindle and that they proposed to keep at him until they got their lawful dues. Young Sapery has been in jail now for over three months and it looks as though he will stay there for some months longer unless he is willing to do the square thing with his creditors.

EXCELSIOR'S ARTICLES.

In regard to "Excelsior's" articles on Watchmaking we had hoped to be in a position to announce definitely to the trade in this number our intention to commence their publication at a very early date. Not wishing to do anything that would appear arbitrary or ungenerous to the author, we wrote to the former publishers, asking their permission to re-print these articles in THE TRADER, and are now awaiting their final reply. We hope to have this matter definitely settled one way or the other in a few days, and trust that in the meantime our readers will bear with the delay.

WORKSHOP NOTES.

BUTTING.—The tendency of pinion leaves to butt the wheel teeth when coming into contact is caused either by the bad shape of the teeth or the leaves, or by using a pinion of an improper size, or by the wheel and pinion being placed at an incorrect distance from each other.

CLEANING SOAP FOR METALS.—A German technical paper publishes the following recipe for the preparation of a cleaning soap for bronze, brass and silverware: 50 grams finely cut cocoa soap is by heating mixed with a sufficient quantity of water that it will form a thick paste; again, 5 grams crocus are stirred up with a little water, and 1½ grams carbonate of ammonium are mixed with it, and then stirred into a soap paste, after cooling. The obtained paste is preserved in stone jars, well tied up with bladder or parchment paper.

BLUEING SPRINGS.—There is no advantage, says Mr. Glascow, gained by blueing a spring; it is not thereby kept free from rust. Indeed it is said that steel, when blued, is in a state of incipient oxidation, and it is known that the blue spring is more frequently found rusted in ship's chronometers than the bright portions of the escapement; but as it is customary to blue springs, I will explain how it is done. The best way to blue a cylindrical spring is upon a block kept for the purpose, and not used for hardening. The block should be solid, so as to heat slowly, and the grooves be cut very shallow, and not fitting the spring too closely, in order that the air may have access to all parts of it. The spring should be fixed with screws, as if for hardening, and

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well known reputation that the name RODGERS has attained all over the world have induced other makers to adopt a similar name, calcuiated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt., on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

TORONTO,

to whom all orders should be addressed. Send for quotations.

G. RODGERS,

Known to the trade in Sheffield, England, and on this continent since 1846.

the block be placed on end upon a blueing pan over a spirit lamp. If the parts of the spring nearest the pan are coloring more than the upper part, the block must be turned upon the opposite end. Every part of the appartus must be dry and hot before commencing to blue, and above all things it must be clean, for the least particle of oil or dust will prevent the spring from blueing evenly. Covering the block with a short length of glass tube will prevent external air currents from affecting the spring, and will keep the temperature uniform within the tube. When the spring is the required color, set the block down to cool, and if the spring has been well polished, it should be a very bright blue.

CONCERNING THE RATE OF A WATCH.—To the question: "Where can I discover the disturbance in a watch which has been wound up but goes lame and finally stops?" in the *Schweizer Uhrm. Ztg.*, a correspondent replies: When the watch is wound up, and has a lame motion and at last comes to a stop, either the male stop has wedged itself under the female stop in the last winding, or, if it should be a little smaller, then the former applied to a shoulder of the latter, or, the spring is too broad by one number, and, when the barrel cover is pressed in a little, a friction will occur, or, finally, the hole is not located in the centre of the spring. The first coil of the spring in this case comes to a stand above the spring core, in consequence of which the inner end of the spring rubs on the cover or bottom of the barrel, whereby the spring is pinched in, and thus contrasts its elasticity, which has happened to me several times. I took out the spring, filed the two inner sides of the spring a little smaller, rounded their edges with the graver, and with a round file filed the hole in the centre. It also happens sometimes that the spring hook is not located exactly in the centre of the spring core; there are also springs of an inferior quality, that lose their elasticity after several weeks or months, whereby the watch makes a lame motion, and stops after from 10 to 12 hours. It may also occur that the balance spring works lose, which defect also produces a slow motion and finally stoppage; this will occur only, however, when the watch has been wound too quickly, whereby the balance is transported into unduly large vibrations.

OTHER NOTES.

AN Italian invention is a compass, in which the needle floats upon a pool of water tinctured with spirits of wine to prevent freezing. The whole is enclosed in a sealed case. The advantage claimed for the compass is that, while ordinary movements of the needle are free enough, those occasioned by sudden shocks are modified and softened. The effects of the pitching of the vessel are thus guarded against.

AT a happy spot where a number of darkies reside, an old negro was heard calling to his wife, "Manda, is you got dem chickens shut up in de smoke-house, like I tole yer?" "No; an' I'd like to know what's de matter with you, dat you're so tickler 'bout dem chickens all at once," she replied. "Nebber you mind; I know what's de matter, an dat's nuff till dem chickens is housed. When I hear dat dem niggers ober dar in de next yard is gwine to hab a party to-morrow night, I wants to be sure my chickens doesn't tend to it."

AN open-faced gold watch, with the inscription, "John Andre, 1774," engraved on the inner case, was sold at auction the other day in New York. The watch is a curious piece of workmanship. After Major Andre's execution it was sold for the benefit of his captors, Paulding, Van Wart and Williams. It was purchased by Col. William S. Smith, of the Continental Army, for thirty guineas, and by him was committed to General Robertson, of the British Army, to be sent to Andre's family in England. For some reason it never left the United States, but found its way into a pawnshop.

MOST people will be surprised to learn that there has ever been any mystery as to the origin of penny postage and the adhesive postage stamp. Sir Rowland Hill, who put the principle of cheap postage into practical working shape, is said to have claimed, and he certainly has received the popular credit for the origination of both. As a matter of fact, however he was the originator of neither. Careful investigation shows that Rev. Samuel Roberts, of Conway, proposed and petitioned for penny postage ten years before Sir Howland came to the assistance of the Post-office Department, and James Chalmers, bookseller, of Dundee, invented the adhesive postage stamp.

WISE AND OTHERWISE.

SOME wag gets this off: "Purp-petual motion"—a dog's tail.

WHEN is a young lady "very like a whale?" When she's pouting.

TIME is money: of course it is, or how could you "spend an evening?"

Two twin brothers are said to be so much alike that they frequently borrow money of each other without knowing it.

AN old Grecian philosopher advises all men to know themselves. That's suggesting to a good many to form disreputable acquaintances.

"DURING his ministry he made six hundred hearts beat as three hundred," is the way a Maine paper neatly puts it concerning a local pastor.

WHY have the funny men of America been so dull this winter? Answer First—They haven't! Answer Second—Because it's been such an no-pun Winter.

A GENTLEMAN just returned to this country from a tour in Europe was asked how he liked the ruins of Pompeii. "Not very well," he replied; "they were in such shocking bad repair."

OUR boy says:

Those melancholy days have come,
The saddest of the year,
When the good house-wife, mop in hand,
Gets up upon her ear.

HE appeared to be almost gone. Rolling his eyes toward the partner of his bosom, he gasped: "Bury me 'neath the weeping-willow, and plant a single white rose above my head." "O, it's no use!" she snapped out. "Your nose would scorch the roots." He got well.

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

WATCHMAKER in need of situation. Best of references. WM. SCOTT, care of A. Attwood & Son, Hamilton, Ont.

WANTED.—A SITUATION AS A WATCHMAKER.—By a young man about three months through his apprenticeship. Address, S. MATHERS, care of W. Watson, Jeweler, STAYNER, ONT.

SITUATION WANTED.—AS WATCHMAKER. Five years' experience. Can give best of references. Address, O. R. SUMNER, Oakville.

WANTED.—A SITUATION AS IMPROVER IN WATCH-making. Two years' experience. Address, Box 277, Barrie, Simcoe Co.

WANTED A SITUATION to learn the watchmaking and jewelry business, by a careful and steady young man. Apply to FRANK PURVIS, Lyn, (Leeds Co) Ont.

SITUATION WANTED by a first-class practical watch maker, fourteen years' experience, best of references furnished. Address stating salary. P. O. Box 174, Simcoe, Ont.

WANTED.—A FIRST-CLASS WORKING JEWELER for a pushing eastern town. Plenty work. Apply to THAYER & Co., 3 Wellington east, Toronto.

ATTENTION WATCHMAKERS and jewellers; an old and well-established business for sale in one of Ontario's flourishing towns on the G. T. R.; about 40 miles from Buffalo; 2,000, population; house and stock connected and centrally located; has been a watch and jewelry store for 28 years; will sell house and lot, with stock and fixtures complete, at a bargain; reason for selling, eyesight failing. For further particulars address E. J. LASALLE, Lock Box 11, Dunnville, Ont.

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E. Toronto, who makes a specialty of Jewelers' Work. Samples and estimates on application.

The Only Absolute Guarantee of Quality

IS THE INTEGRITY OF THE MANUFACTURER.

The AMERICAN WATCH CASE COMPANY, of Toronto, guarantee every case bearing their trade mark, no matter by whom sold.

CANADIAN PATENT



JANUARY 15TH, 1886.

THE PERFECTION

Dust Proof Watch Case, although placed by the American Watch Case Co., of Toronto, upon the Market two months ago, has already been pronounced by expert Watch Dealers to be

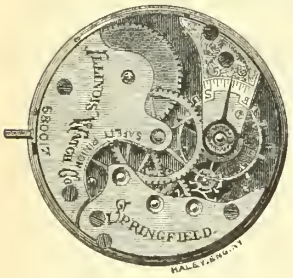
THE BEST AND CHEAPEST WATCH CASE EVER MADE.

The Perfection has been specially designed with a view to make a Watch Case which would at once be cheap in price, and at the same time afford sufficient protection to the movement. This idea has been admirably carried out by taking the excess of Silver from the centre and placing it in the backs, which will be found extra firm and heavy. Although the cheapest Watch Case ever made, it is warranted to give satisfactory wear. Ask your Jobber to show them to you; it is money in your pocket to handle them, therefore take no others instead. Every "Perfection" Case we manufacture bears our stamp and registered Trade Mark as above, and is fully guaranteed as to quality, no matter by whom sold.

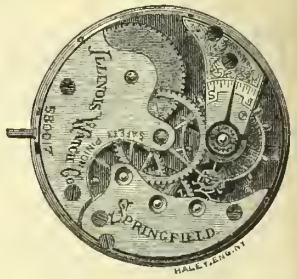
OUR NEW PATENT UNBREAKABLE PENDANT SET.

☞ Dealers will please notice that we are now fitting all of our *regular* Open-Face Stem-Wind Cases with our new Patent Unbreakable Pendant Set, the simplest, strongest and best device for the purpose ever invented. They are made so as to take any regular American Full-Plate Movement with Female Winding Pinion.

HELLO! HELLO! HELLO!



WELL, WHAT IS IT?



Why, we want to place our order for some of the new and popular

FOUR SIZE MOVEMENTS

MADE BY THE

ILLINOIS WATCH COMPANY.

They are the SMALLEST watch made by any Company engaged in the manufacture of watch movements in America. The

FOUR SIZE MOVEMENTS

are constructed upon a new and distinct model having no resemblance to the Celebrated Eight Size Movements manufactured by the ILLINOIS WATCH COMPANY. The Top Plate is composed of two pieces only, hence THE BARREL CAN BE REMOVED WITHOUT DISTURBING THE TRAIN. They are provided with Safety Pinions, thus securing a protection to the Train in case of the breakage of the Main Spring. They also have CONVENIENT LET DOWNS, and all the steel work is finely finished with especial care.

There is NO LADIES' WATCH TO COMPARE with them in size, style, beauty, durability and price, and we want to place our order early, for the ILLINOIS WATCH COMPANY has already sold its entire production of FOUR SIZE MOVEMENTS, months ahead, and is daily receiving large and numerous orders for the various grades of Four Size Watches. The

ILLINOIS WATCH COMPANY

WARRANTS EVERY MOVEMENT OF EVERY SIZE MANUFACTURED BY IT.

DON'T SKIP THIS PAGE IN MAY, FOR IT WILL PROFIT YOU TO READ WHAT WE SHALL SAY THEN.

H. ELLIS,

WHOLESALE JEWELER,

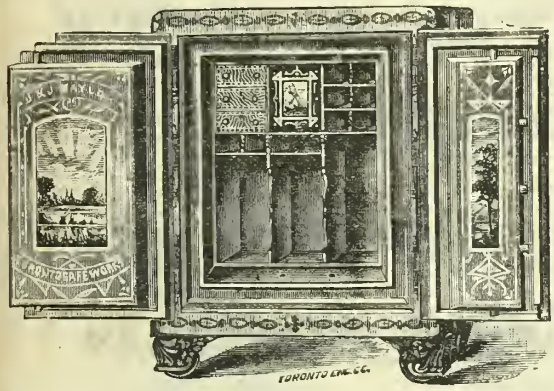
3 WELLINGTON STREET EAST, TORONTO.

My stock of the following lines will be found very complete and prices right.

WALTHAM, ELGIN AND SPRINGFIELD MOVEMENTS, GOLD, SILVER AND FILLED CASES.

Rolled Plate Alberts, Charms, Lockets, Pins, Drops, Sets, Necklets, &c.
Also a full line of Watch Materials, Tools, Watch Glasses, &c.

ORDERS BY MAIL WILL RECEIVE PROMPT ATTENTION.



J. & J. TAYLOR
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

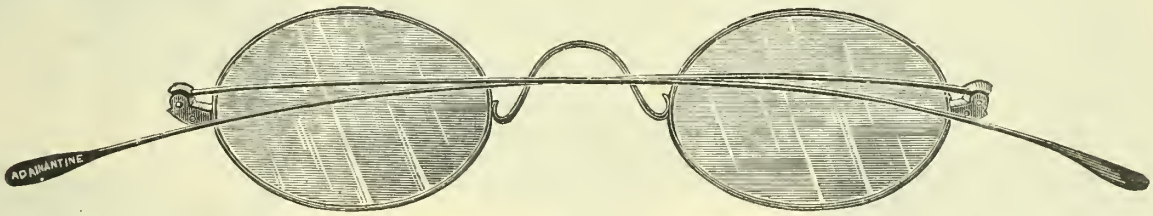
30 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

THE

MONTREAL OPTICAL & JEWELLERY CO'Y

LIMITED.



Have made a change in their travellers' routes. Mr. Levetus is now residing in Toronto, Room 9, 23 Scott Street, and will take Ontario from Napanee, West, North and South. Any of the dealers wishing to purchase a stock of goods on his route, are requested to write to him at his Toronto address where he returns every Saturday, and he will let them know when he will call. Mr. Leo will take the Provinces of Quebec, Nova Scotia, New Brunswick, Prince Edward Island, and Ontario between Kingston and Cornwall. Messrs. Levetus and Leo are the only travellers for this popular Company, and dealers are warned against any one else representing themselves as such.

The Montreal Optical and Jewellery Company, L'd.

P.O. BOX 1054, MONTREAL.

W. MILLICHAMP & CO.,

29, 31, 33, 35, Adelaide St. E.,

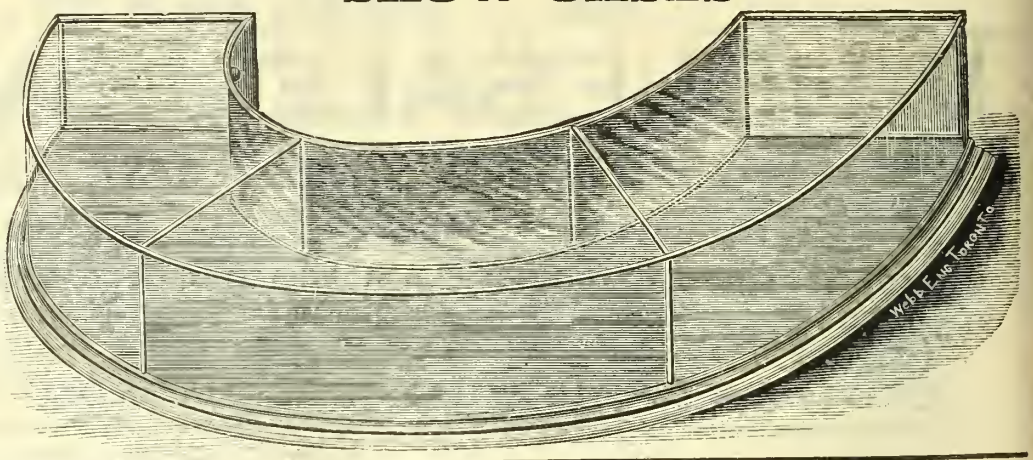
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SHOW CASE MANUFACTURERS

and Shop Fitters, Gold, Silver and Carriage Platers. All kinds of Show Cases on hand in the newest and latest styles.

Agents for Canada for the Celluloid Show Cases. Send for Illustrated Catalogue.

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JOHN SEGSWORTH & CO'Y,

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HAVE IN STOCK

WALTHAM, ELGIN AND ILLINOIS MOVEMENTS.

GOLD, GOLD FILLED AND SILVER CASES.

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JEWELERS' CASES - - AND TRAYS

In Finest Materials and Latest Styles

Goods at Prices to Suit Everyone.



JEWEL CABINETS,

SAMPLE GRIPS Fitting Any Line of Goods.

SILVERWARE CASES, PLUSH NOVELTIES Every Style of Fitting required by Jewelers.

TRAVELERS' TRAYS Fitted for Watches, Jewelry, &c.

WE have much pleasure in announcing to the Trade, throughout the whole of Canada, that we have secured the services of Mr. T. J. Sutton, who will represent us East of Kingston and through the Lower Provinces; and also of Mr. M. M. Varden, who will cover the Western ground from Kingston up. All orders that the Trade may favor them with will receive our best attention.

HEMMING BROS.,

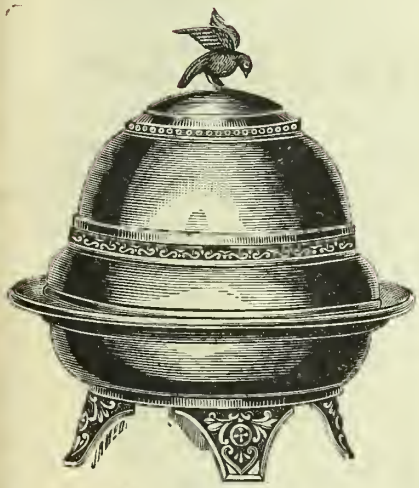
29 ADELAIDE STREET EAST, - - - TORONTO.

THE

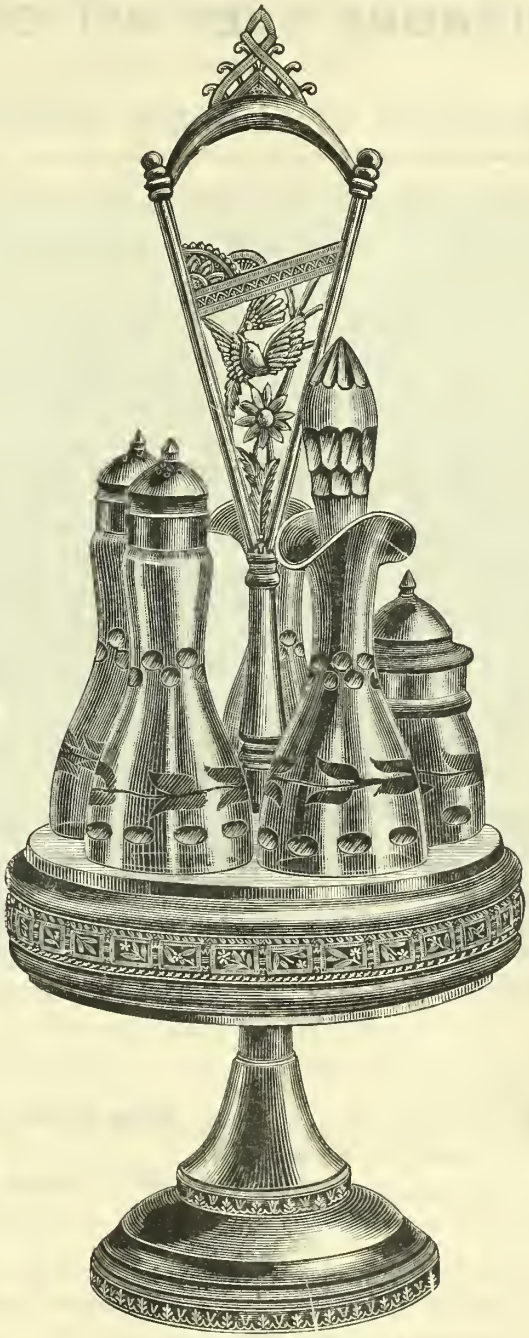
TORONTO SILVER PLATE CO'Y,

410 TO 426 KING STREET WEST.

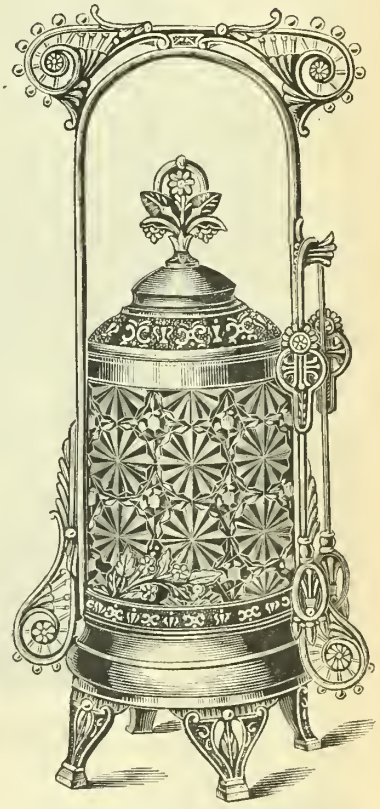
Street Railway Cars pass the door every five minutes



No. 121. Butter.
$2.50 List.



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Blue, Green, Amber and Crystal.

THE BEST OF WORKMANSHIP AND NEWEST OF DESIGNS.

ONLY GOLD AND SILVER MEDALS AWARDED 1885.

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

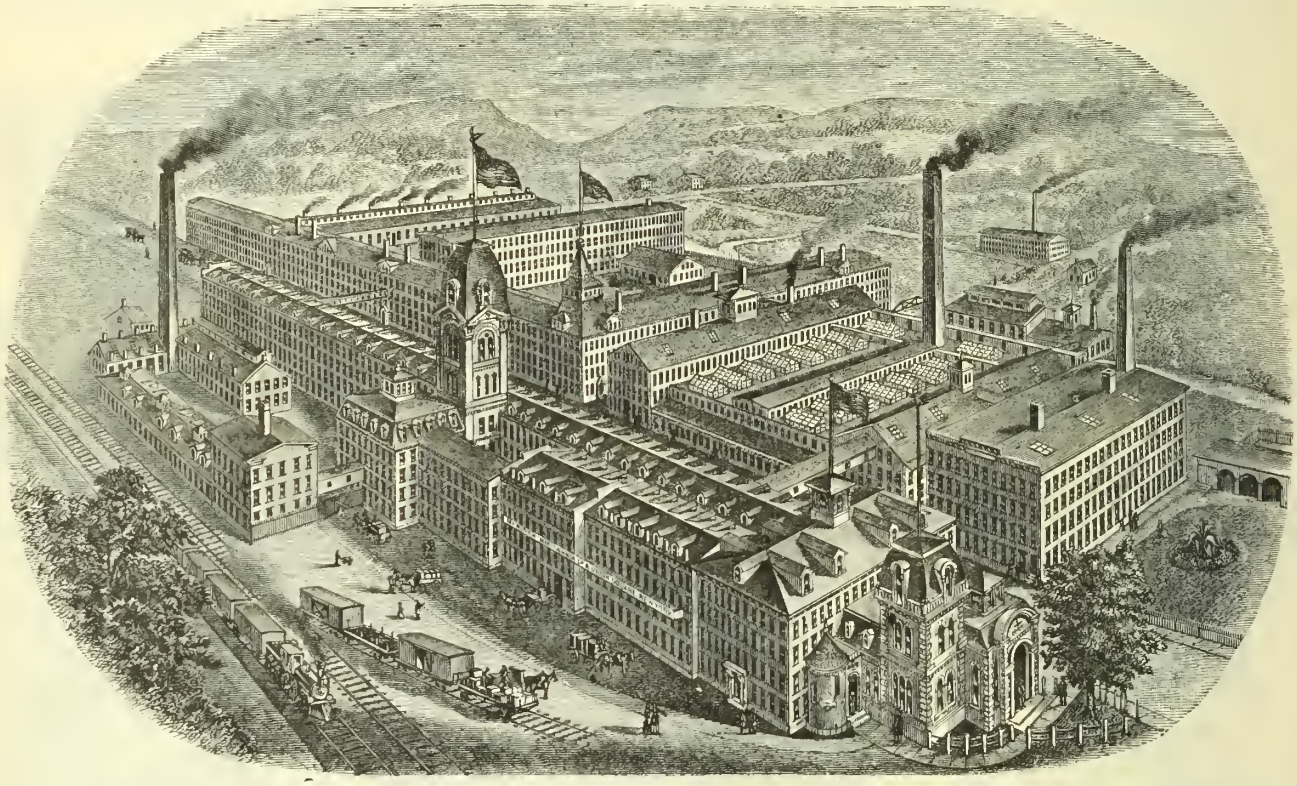


HIGHEST HONORS OVER ALL COMPETITORS,

AND

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on al Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and names as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

THE TRADER.

TORONTO, ONT., MAY, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to
THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

EXCELSIOR'S ARTICLES.

We had no idea when we made the offer to the readers of THE TRADER in our March issue, to publish "Excelsior's" articles on Watchmaking, that the response would be so quickly and so unanimously made. From every part of Canada—from Halifax to Vancouver, we have received replies to our offer, and in every instance the pith of the letter has been "publish them by all means." Now that the trade have expressed an almost unanimous wish that we should republish these articles, we have decided to carry out our proposition, and commence their publication in next month's issue. We understand that "Excelsior" intends at some future time to complete the series of articles on this subject and publish them in book form, and while we shall advise every Canadian jeweler to purchase one of these books when they come out, we shall advise them at present to preserve very carefully every number of THE TRADER containing them, and have them bound up for future use and reference. If our space would allow us we would like to print in this issue the opinions of some of our leading Canadian watchmakers, who have read these articles carefully and preserved the numbers of the *Jewelers' Circular* in which they originally appeared. They are all unanimous in the opinion that they constitute the best work on practical watchmaking ever published, and that unless they were sure of being able to get another copy, they would not part with them for their weight in gold. This being the case, we trust that every jeweler who has not read them will do so carefully, and if they do, and try to attain to the standard of workmanship which "Excelsior" sets before them, we feel confident that they will be of lasting benefit to the trade in general. We cannot close without expressing our sincere thanks to our many friends throughout Canada for the very kind and flattering things they have said about us in the letters we have above referred to. We have been toiling and plodding along for the past seven years, scarcely knowing whether our work was being appreciated or not, and sometimes feeling as if we didn't care. The kind words contained in these letters have convinced us of the fact that THE TRADER is appreciated, and that it has got a very much stronger hold upon its readers than we had ever imagined it possessed. We don't care for taffy, but a few words of appreciation once in a while does us good, and if we know ourselves we shall work all the better for them in the future.

Our thanks are also due to Mr. M. C. Ellis, of the firm of P. W. Ellis & Co., the well-known wholesale jewelers of this city, through whose kindness we are enabled to secure the complete set of "Excelsior's" articles, from which to republish them as promised.

SHORTER PARLIAMENTARY SPEECHES.

We imagine the great mass of thinking electors in this country will agree with the principle laid down by Mr. Charlton in his bill for the curtailment of parliamentary speeches. While it may be a very nice thing for members to read these long orations in the *Hansard*, they must remember that as a rule, speeches are read by the public in proportion to their length. It may be safely asserted that where one person reads a newspaper report of a speech six columns long, a thousand will read one which is only half a column long. For the present state of affairs, we think the publication of the *Hansard* is in a great measure responsible, because it has a tendency to keep members with the gift of the gab on their legs long after they are through with anything new or original, bearing upon the subject under discussion.

This thing has got to be a public nuisance, and the M. P. who fails to grasp the situation, is certainly a poor discerner of the signs of the times. No man, no matter who he is, can speak six hours on any subject that can possibly come before our Canadian Parliament, and talk facts and common sense bearing on the subject in hand. Such speeches remind us a good deal of picnic lemonade, a single lemon to a barrel of water. If these wordy gentlemen would just take half the trouble to boil their speeches down instead of diluting them all that they can, they would carry a great deal more weight in Parliament, and be a great deal better received by the country at large.

Artemus Ward referring to this subject once said, that, "if a preacher can't strike ile in half an hour, he is either boring in the wrong spot or he's got a bad gimlet." There is more truth than poetry in this saying of Ward's, and what is true of pulpit preaching is equally true of parliamentary speaking.

These interminable speeches of three, four, five and even six hours, are not only insipid in themselves, distasteful to the listeners and laughed at by the general public, but they are a source of expense to the people that should not be tolerated. It costs about one hundred dollars an hour to run the Dominion Parliament, so that the country has to pay for the simple delivery of these pedantic orations from three to six hundred dollars each. In one case in a hundred the country may get value for the money spent, in the other ninety-and-nine the money is worse than wasted.

The remedy lies with the people and they should either make a law prohibiting speeches of more than one hour duration on any subject, or do away entirely with the sessional indemnity now paid to members of Parliament. Either remedy would have the effect of cutting off a great deal of windy and irrelevant verbiage which at the present time makes our sessions of Parliament both ridiculous and costly.

THE EIGHT-HOUR MOVEMENT.

The recent conflicts that have occurred between Capital and Labor, in the United States and Canada, have suddenly awakened the public that the great army of mechanics is fast and deservedly becoming a power in the land. Taught by the experience of former years, that labor had no earthly chance of success when pitted against capital under ordinary conditions, the leaders of the working men have with considerable difficulty and commendable foresight organized them into one solid compact body, commonly known as the Knights of Labor. The master workman or head centre of this organization, Mr. T. V. Powderley, appears to be a level-headed gentleman, admirably fitted for the position. He fully recognizes the fact that Capital and Labor should never be antagonized, but that their proper sphere is to walk hand in hand, each being absolutely necessary for the other's welfare. If the organization over which he presides, will listen to Mr. Powderley's advice, we think that they may effect much in the way of improving the condition of many of the worst paid and most precarious trades. Appearances at present seem to indicate, however, that the local organizations of the Knights of Labor are inclined to take the bit in their teeth and act on their own responsibility. In order to check this feeling, Mr. Powderley has recently issued a manifesto, pointing out the danger and folly of strikes, and asking the members to refrain from striking in all cases except as a last resort. He also points out that the proposed eight hour movement is premature and likely to be productive of more harm than good to the working classes. With both of these contentions we thoroughly agree, and trust that he may be able to impress them upon his followers so thoroughly that they may act as he requests.

The eight-hour a day platform in the eyes of a great many working men seems to have a charm which makes it appear more practical than it really is. Of course if the hours of labor were reduced to eight, instead of ten as they are at present, it would no doubt give employment to more men than are now employed. This would however of necessity be at the expense of those at present having steady employment, a thing which we hardly think the workmen of our acquaintance are quixotic enough to accede to. While it might benefit the workman who is disposed to utilize the time thus gained for the improvement of his mind or the benefit of his health, there is a large number to whom shorter hours of labor would simply mean more hours for loafing and spending money in idle amusement, and who would be damaged instead of being improved thereby.

A workman's labor, like the capitalist's money or the merchant's goods, is his capital, and every unbiased person must admit that he is fairly entitled to get the highest price for it that he possibly can, provided that he does so lawfully. If workmen are scarce and work plentiful its value is enhanced ; if on the contrary work is scarce and workmen plentiful its value is depreciated. The inevitable law of supply and demand governs the price of labor exactly the same as it does the price of groceries, wearing apparel or any of the thousand and one articles of daily consumption.

Subordinate to the law of supply and demand, the true test of the value of any workman is the amount of work he can turn out in a given time. If all kinds of manufacturing could be conducted on the piece-work system, it would be very much to the advantage of the manufacturer and the skilled workman. A man would thus get paid exactly what he earned, and the harder he worked the more he would have to show for it. By the day or week system where trades unions force employers to pay the same rate of wages to all, an injustice is often perpetrated upon the honest and capable mechanic, who receives no more pay than the man next him who perhaps does twenty five per cent. less work. If the piece-work system were generally employed the pay rolls would very quickly show the relative value of the different workmen.

If it be admitted that the true way to pay any mechanic is to do so in proportion to the work he accomplishes, then he can easily see that if the hours of daily labor are shortened from ten to eight hours, that their wages will show a similar shrinkage. If as they propose, they shorten the day's work two hours or one-fifth, then one-fifth of their pay must be deducted to correspond. If the total amount of their wages were not reduced but continued on at the old figure, it would practically mean that they were receiving twenty per cent. advance on old prices, a thing that they would hardly venture to propose in these times of keen competition.

The leaders of the Knights of Labor are wide enough awake to see that such a proposition is absurd when applied to day and week workmen, and they therefore argue, "of course if the day's work was shortened two hours we would expect and be willing to take less pay for awhile, but would trust by agitation and strike eventually to get it up to the former ten hours a day rate." At the first blush from the workman's standpoint there seems to be some reason in this argument, but a little thought will reveal the fact that it is the veriest nonsense. If the eight-hour system were to prevail amongst all branches of manufactures and if they even succeeded in getting the wages back to ten hour a day rates, the effect would simply be to raise the value of all kinds of manufactured goods twenty per cent. on former prices. The workingmen would then find that although they were getting the old rate of wages, the purchasing power of their wages had declined exactly in proportion to the rise, and that they were no better off than before they made the change. In other words they would be simply taking two hours play every day and paying for it themselves out of their own pockets.

There are natural and commercial laws which may be said to be immutable, and either workingmen or capitalists might as well expect the sun to stand still at their bidding, as to be able to overthrow them by any effort of their own however well directed. Thus by applying the law of supply and demand and the principle of piece-work prices to labor, any person can quickly see that the result of such efforts as discussed above must be very disappointing. We think that the correct solution of the labor question is, where practicable to do everything by piece-work and let a man work just as fast or as slow, or as many or as few hours a day as he pleases and pay him in proportion to what he does. Every man would then be practically his own master and could suit himself as to how many hours a day he was willing to work. If this system were to come in vogue we think we would hear little or nothing about ten hours' pay for eight hours' work, which is the true way the principle of the eight-hour labor movement ought to be stated.

EVEN the clocks must have their little joke. On April Fool's Day the old reliable clock in the spire of Trinity Church, New York, stopped suddenly at half-past six in the morning, and later in the day many unwary passers-by who forgot the occasion really congratulated themselves at reaching business at an hour so unusually early.—*Jewelers' Weekly.*

LEVY BROTHERS,

27 KING ST. EAST, HAMILTON, ONT.,

WHOLESALE JEWELLERS,

Are now ready to Continue the Old Business,

—AND—

Beg to call the attention of their many Patrons to their Fine Assortment including the

Recent Novelties in Jewelry.

Our Stock will be found complete in all the

LEADING AMERICAN MOVEMENTS

AND FULL LINES OF

Gold, Gold Filled and Silver Cases,

IN THE LATEST DESIGNS.

Careful Attention Given to Special Engravings.

WE CARRY A LARGE AND VARIED STOCK,

INCLUDING

New Haven, Seth Thomas and Ansonia Clocks.

OUR MATERIAL DEPARTMENT

Will be found Equal to the Requirements of the Trade.

SPECIAL ATTENTION GIVEN TO ORDERS RECEIVED BY MAIL.

CLOCK AND MATERIAL CATALOGUES SENT ON APPLICATION.

CORRESPONDENCE.

SPECTACLES AND HOW TO SELL THEM.

WRITTEN SPECIALLY FOR THE TRADER.

PAPER NO. IV.—CONCLUSION.

Long Sight. The healthy eye can distinguish near and distant objects with equal facility. By this we mean any object not nearer to the eye than eight inches; but at a certain period of life long sightedness occurs, which shows itself by a difficulty of distinguishing any object closer to the eye than fourteen, sixteen or eighteen inches, although objects at a distance are as easily seen as in youth.

When this occurs the rays of light from a near object after being refracted by the eye, fail to form a sharp image on the retina, hence instead of accurate vision, imperfect haze is the result, and clearness can only be obtained by removing the object to a greater distance, or increasing the light, so as to cause an undue contraction of the pupil.

Short Sight. In short sight, distant objects cannot be distinctly seen and even near ones must be brought very close to the eye to see them distinctly. This arises from too great a convexity of the crystalline lens and cornea, and is in many cases congenital.

As long sight and short sight are the only two cases that an ordinary dealer in spectacles has to fit, we shall confine ourselves to these two conditions.

Long Sight. The natural decay of vision occurs usually from thirty to fifty years of age, varying according to the habits and employment of the individual. Sometimes during this interval the refractive power of the crystalline humors of the eye slightly alters its condition, whilst the crystalline lens and cornea change their form so that a difficulty of distinct vision is felt. The eye loses a portion of its power of seeing at varying distances, or its power of adjustment and near objects are no longer seen as easily as in youth. Reading small print by lamplight is difficult, as the book requires to be held at a greater distance from the eye than formerly, and a more powerful light is needed, and even then the letters appear misty and run one into the other or seem double. And still further, in order to see more easily, the light is often placed between the book and the eye and fatigue is soon felt even with moderate reading.

These symptoms indicate an alteration in the primitive form of the eye and spectacles are absolutely needed. Nature is calling for aid and must have assistance; and if such is longer withheld the eye is needlessly taxed and the change, which at first was slight, proceeds more rapidly, until a permanent injury is produced.

There is a common notion that the use of spectacles should be put off as long as possible, but such is a great mistake, leading often to an impaired vision for life, and is even more injurious than a too early employment. Timely assistance relieves the eye and diminishes the tendency to flattening, whereas should the use of spectacles be longer postponed the eye changes rapidly, and when the optician is at last consulted, it is found that a stronger focus spectacle must be used than usual for the first pair, and even these suit but a short time and have to be again exchanged for those of a still stronger power; and these frequent changes become a matter of necessity, which unless judiciously checked, continue during life.

It must not be forgotten that when first using spectacles they are not required during daylight, but only for reading, etc. by artificial light, and it may be from six months to five years from the time of first adopting them ere they will be required for day use.

The spectacles used for correcting long sight are called convex. (Cx.)

A great many machines have been invented for testing sight but they are all more or less useless, and it seems that the more expensive an optometer is, the worse it is. We recommend a test type that is a series of different sized type, or even a newspaper.

After having judged what focus the patient requires, get them to read the small print; if they hold it away off they require a stronger spectacle, if they hold it too near their eyes give them a weaker one.

In trying the first pair you will find it as well to go by the following table of ages:

Age in years.	40	42	45	48	49	50	53	55	56	58	60	62	63	64
Convex glass required.	60	54	48	42	36	30	26	24	22	20	18	16	14	12
	65	66	67	68	70	72	76							
	11	10	9	8	7	6	5							

The weakest power of glass with which a person can read distinctly at a distance of fourteen inches is the glass required.

Short Sight. Short sight is often present at birth, but is little noticed nor its inconvenience felt until study becomes imperative. When this occurs the power employed should be always slightly under that needed to remedy the defect, otherwise the eye will gradually accommodate itself to the lenses and require constantly an increase of power. In all cases leave some little for the adjustment of the eye to do, then you may, after a time diminish the power of the lenses needed.

The spectacles used for correcting short sight are called concave. (cve.)

For fitting find the farthest point at which small print can be read without spectacles, measure the distance from the eye to the print in inches, and add half this distance to itself and the result will be the number of concave lense required for distant vision.

For example, if the patient holds the print six inches from the eye, give number nine concave lense. If any glass is required for reading it will generally be about one-half the power of that required for seeing at a distance. If number ten concave glass is required for seeing at a distance, number twenty will be required for reading.

Give the weakest possible power of lense to near sighted persons that will give satisfactory vision. Lenses that make the object appear smaller or very bright are too strong.

Persons using a number twelve or weaker generally use the same glass for all purposes.

H. G. LEVETUS.

Editor TRADER,—

SIR,—There is a report current that a gentleman of the boot making persuasion has lately taken strongly to the jewelry business, having made several sales of watches, supplied to him by a wholesale jeweler—on the list. You will put both feet, armed with boots, down on this, Mr. Editor.

I am sure if such is the case, the merchant who supplied them, if he becomes known, will be likely to have a very *stern* experience of boots, before he is much older.

Yours respectfully,

JNO. W. CAMPBELL.

[Although we publish this letter we think that the proper course for the jewelers in any town to pursue who have to meet this kind of competition, is to find out the name of the wholesale firm thus violating their contract and get them cut off from the Association as they assuredly would be could such a charge be substantiated.—*Ed.* TRADER.]

SPRING TRADE, 1886.

Jas. Boss 6 Size Gold Watch Cases

FOR LADIES' WEAR.



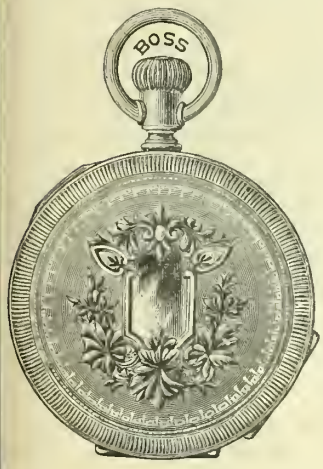
These celebrated Cases especially adapted to Ladies' use, have every improved feature that has given the larger sized Boss Cases their wide and rapidly extending fame.

Close fitting, finely finished, exquisitely engraved, and of unequalled durability, the Ladies 6 Size Boss Cases are undoubtedly the finest and most durable ever handled. New designs of engraving for these watch cases are now ready.

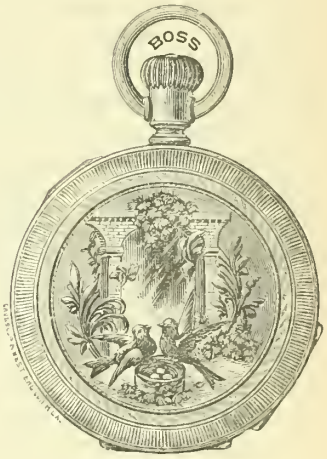


KEYSTONE WATCH CASE CO.,

New York. Philadelphia. Chicago.













SELECTED MATTER.

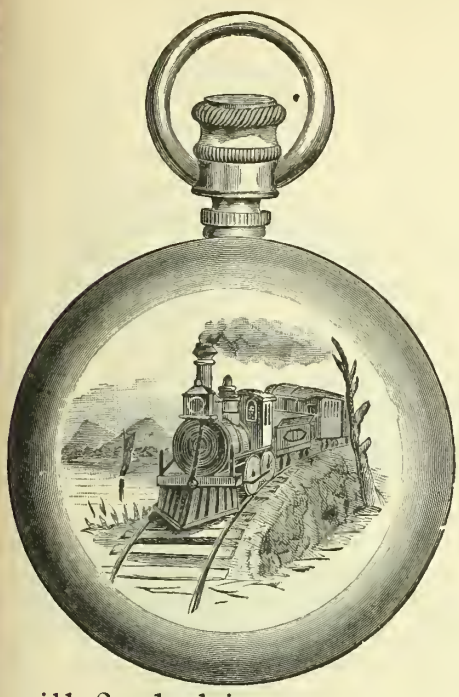
DEAD STOCK.

The end and aim of mercantile business is to gain money, and when men invest capital in a stock of merchandise it is with the expectation of reconverting it into cash at prices sufficiently in excess of the original cost to yield a larger return than it would if loaned at rates established by the various State laws. All this goes without saying : but when by either indiscriminate and injudicious buying or by circumstances unforeseen and uncontrollable a quantity of unsalable goods accumulate upon the hands of the merchant, there arises a problem incident in a greater or lesser degree, to every business, and which involved may lead to loss and possibly to disaster. Unsalable, or, in the vernacular of trade, "dead" stock, is one of the most serious cares of a merchant's business life, requiring in its avoidance the exercise of all his taste in selecting and his talent and acumen in the sales room. In spite, however, of the best management, some of the goods in every store will be found to be of this character, receiving accessions constantly as other pieces fail to win the favor of customers, and locking up capital that should be actively employed. What disposition should be made of this incumbus is the perplexing question which is not rendered more easy of answer by the reluctance of merchants generally to make prompt reductions in prices. And yet we know of no other method of transferring capital that is tied up in goods that do not sell into capital that will pay profits because invested in goods that are in demand. It may be true that when these goods were new they were worth the price asked for them; but when it also becomes a fact that an unappreciating public has, by letting them alone, taken a considerable per centage from their value, this latter unpalatable truth must be realized if the goods are to be moved at all. As to the wisdom of converting "dead" stock into money as quickly and easily as possible there can be no question. The point turns entirely upon the methods to be employed in accomplishing this result. Some have favored auction sales, as we do when ever circumstance is favorable, two of which are important—a first-class reputation and being able to get a good auctioneer on the part of the dealer; but this plan is open to several objections. There are few auctioneers who can and do obtain in this way even moderately fair prices, and when commissions are deducted it is often found that there has been a needless sacrifice. The old method still in use by many large houses appears to be the most wise of any yet devised for the trade at large. The "bargain" counter has usually its own class of customers, some of whom will buy anything if assured of its cheapness. Such a counter should not belie its name. Make it a counter where bargains are truly given. Let the goods placed upon it bear cost prices, or, if need be, in special cases considerably below cost, and they will soon disappear at prices far in excess of most auction sales, while the legitimate trade receives no interruption and suffers very little, if any, injury. If the merchant resolves in some cases to abandon all ideas of profit on unsalable goods, and even submits to a loss on special articles, he is doing a wise thing. It is said of that merchant prince, the late Mr. A. T. Stewart, that one day walking through his immense establishment he stopped before a clerk, and said in that peculiar high-keyed voice of his, "That dress doesn't seem to go very well, young man. What's the matter?" "Customers complain of the price, sir," was the reply. "Ah," said Mr. Stewart, "cut it down twenty per cent." The next week the dress was still there. "Not sold yet?" was asked. "No, sir." "Cut it down twenty-five per cent. more." The third week the dress had disappeared. "Ah," said the merchant, "we can make more out of the money, young man, than we ever could out of the dress." "That's a business man's sermon in plain English that the reader may well remember.—*Jewelers' Journal.*

CHAINS OF INTEGRITY.

The fabric of human society is so woven in and out that no individual can claim for himself a condition of perfect independence. The farmer is dependent upon the merchant, the merchant upon the manufacturer, the manufacturer upon the producer, and each upon the other, forming a vast system of mutual dependence quite like the wheels and pinions of a watch. Each performs his part in the ever moving train of civilization. This applies not only to the food we eat, the clothes we wear and all other necessities of existence, but also affects the very foundations of business integrity. Man's confidence in his fellow-man cannot be more easily overthrown than by detected irregularities and frauds in business transactions. A misstatement or an unreliable guarantee will often create more injury to the offender than weeks of energetic endeavor can repair; yet the offender may be entirely innocent of any intention to act otherwise than fairly and honestly, being himself deceived by those upon whom he is dependent. Thus the jeweler may purchase of the manufacturer an article of 14k. gold which is represented to be 18k. He relies implicitly upon the statement of the maker that the latter is the true quality of his purchase, and he, the retailer, in turn guarantees to his customer that the goods are of the high quality named. In such a case the jeweler, innocent of intentional wrong, finds unfortunately for himself, that the indignant customer upon learning the true quality of his purchase does not look beyond the dealer for redress. Both are defrauded, but the consumer does not as a rule recognize this fact; for he has purchased his article, confiding fully upon the statement of the jeweler, and with complete faith in the merchant's supposed knowledge of his business. By such transactions, and they are frequent, confidence receives a rude shock, and may be forever destroyed, while the jeweler suffers in reputation and consequent loss of trade.

The same chain of connection applies to silver and silver-plated ware, for if loose manufacturers stamp wares of only 814-1000 fine with the "sterling" mark, or the lightest plate "quadruple" or "12 oz." it needs but few cases of detection to blast the future business of any jeweler who sells them for what they are not. That such goods are manufactured and sold is an established fact, and it is no less apparent that the remedy lies largely in the hands of the jewelers themselves. The predominant desire of every merchant to purchase his stock at an advantage over his neighbor, together with the effort of the manufacturer to produce goods cheaper than his competitors, are primal causes of all the adulteration and deterioration of American products. If it could be remembered that there is always sufficient competition among reputable producers to keep prices within reasonable limits, and that houses of capital and standing cannot afford to produce aught but re-



WATCHES!

Everybody knows that Watch Movements and Cases are as much the staples of the jewelry trade as tea and sugar are of the grocery business. The Jobbers' Association of Canada having laid down prices and terms on which such goods have to be sold, the only advantage that a large jobber can offer over a small one is the larger and better assorted stock from which to select such goods.

In this connection I beg to inform the trade that I am to-day carrying the largest stock of American Movements (all makes), and Canadian and American Gold, Silver, Filled and Nickel Cases, of any house in Canada. I can fill any order, no matter how large or small it may be, the day it is received. Retail Jewelers will find this a great advantage. When you visit Toronto, call and examine my immense stock of Watches, Chains, Optical Goods, and general Jewelry.

If you can't come and see my goods, send an order by mail or wire, and it shall have my prompt personal attention. Remember the address :

55 and 57 YONGE STREET, TORONTO.

S. FRENKEL, Wholesale Jeweler.

SIMONS, BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

Chains, Thimbles, Canes, Umbrella Mountings.



Established 1840.

TRADE S MARK

611 & 613 Sansom St.,
618 Chestnut St.,
PHILADELPHIA, PA., U.S.

N. Y. OFFICE, 20 MAIDEN LANE.

Address all Orders to Factory.



No. 76. 5/8 in.

liable wares, perhaps the temptations offered by less honorable manufacturers would more often fail. At least it may be certain that if the dealer refuses to purchase anything but the best, and of firms whose integrity is unimpeachable, other than honest manufacturers cannot live; the nuisance would cease for reasons plainly apparent, and the condition of the retail jewelry trade would be greatly improved.—*Jewelers' Journal.*

JOSH BILLINGS' PHILOSOPHY.

The following selection from the dead humorist's writings will give a fair idea of his style of thinking and saying :—

To make light bread—do as bakers do—call 9 ounces a pound.

To make a hoe kake, take a hoe and bile it to a thin jelly, and then—let her kake.

To learn yure offspring to steal—make them beg hard for all that you give them.

Tew remove grease from a man's karakter, let him strike sum sudden ile.

Angels handle the dice when doublets are thrown into the cradle.

Flattery is like Colone water, tew be smelt ov, not swaliered.

If a man haint got a well-balanced head I like tew see him part his hair in the middle.

There is only one good substitute for the endearments ov a sister, and that is the endearments ov sum other phellow's sister.

Piety iz like beans; it seems to do the best on poor sile.

Going to law iz like skinning a new milk cow for her hide and giving the beef tew the lawyers.

About the hardest thing a phellow kan do is tew spark tew girls at onst and preserve a good average.

I had rather undertaik tew be two good doves than one decent sarpent.

A good wife is a sweet smile from heaven.

A lie iz like a kat—it never comes tew yeu in a straight line.

It is better to no less than to kno so mutch that ain't so.

A broken reputashun is like a broken vase; it must be mended, but allways shows where the krak was.

If you kant trust a man for the full amount let him skip. This trying to get an average on honesty has allways been a failure.

There is no treachery in silence—silence is a hard argument to beat.

Don't mistake habits for karacter. The men ov the most karacter hav the fewest habits.

There iz cheats in all things—even pizon iz adulterated.

The man who is thoroughly polite, is 2 thirds of a Christian enny how.

Kindness iz an instinkt, politeness only an art.

Thare iz a great deal of learning in this world, which iz nothing more than trieing to prove what we don't understand.

Mi dear boy, there are but few who kan commence at the middle ov the ladder and reach the top—and probably you and I don't belong to that number.

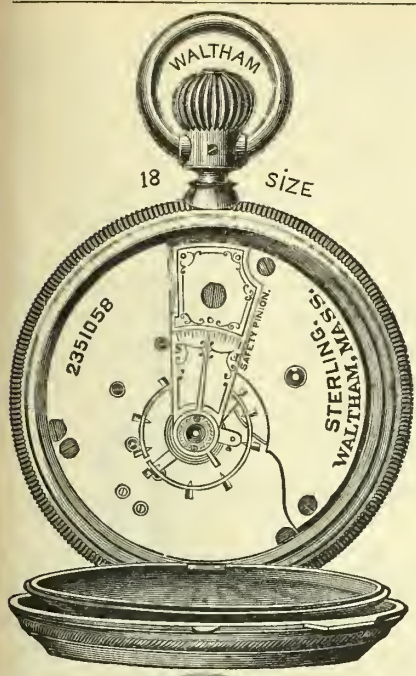
One ov the biggest mistakes made yet iz made by the man who thinks he iz temperate, just because he puts more water in his whiskey than his neighbour does.

SILVER PLATE MANUFACTURING.

The student of Canada's commercial history, must feel surprised at the rapid and gigantic strides she has made as a manufacturing country. Scarcely more than a decade since, fully nine-tenths of our manufactures were imported. For a few years manufacturers may be said to have had a hard time of it, but the experience gained during the trying years of 1876-7-8, enabled them to perfect their knowledge and to secure their home market—till now, our manufacturers are looking round for foreign markets. The Indian and Colonial Exhibition to be held this ensuing summer in London, will give them the opportunity of showing to their fellow-colonists and the world, what they can produce, and the price and quality of the production. While all branches of manufacture have made such worthy progress, there is one, that of the manufacturer of silver plated ware, that deserves, perhaps, more than a passing notice. Previous to the year 1877 we had not one factory in existence, and consequently not one dollar's worth of goods made in Canada. Now there are two at least that produce spoons and forks, and what is known as hollow-ware, from the raw material, and two more factories that import the goods in an unfinished state from parent factories in the United States, and plate them in this country. Among the former is the Acme Silver Company of Toronto. This company bought out the factory, tools and machinery of the Toronto branch of the Meriden Silver Plate Company of Connecticut. The managers of this Canadian branch now control and operate the Acme Silver Company. The writer had the pleasure of witnessing the manufacturing of some of the goods, and to his inexperienced mind, the results were wonderful. The machinery was of the most powerful description; ponderous rollers for rolling out the metal into sheets, and huge-power presses for cutting out the blanks, and stamping in that delicate chasing that adds so much to the appearance of silver plate goods. The company report a good demand for their spoons and forks, which are stamped G. Rodgers, A 1, and are guaranteed equal to the best produced, and certainly if demand for goods is any criterion of appreciation, then indeed must the people of Canada be well pleased with the artistic designs and splendid finish of their goods. We were also shown a portion of the goods that the firm intends exhibiting at the London Exhibition, and we are sure that with such representatives as the above, Canada will add at least one more leaf to her chaplet, and give evidence to the world that in the march of industrial progress she is in the van.—*The Canadian Exhibitor.*

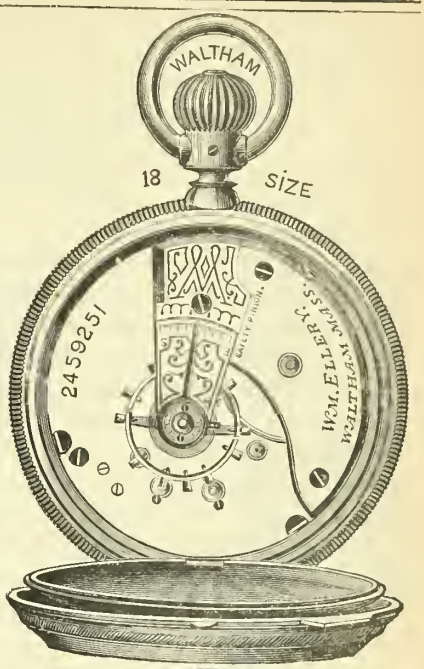
A STRANGE CLOCK.

The Judge's house, says a correspondent of the San Francisco *Call*, was over in the French quarter of New Orleans, unattractive outside, but as soon as you got into the broad hall a cool breeze struck you, laden, without exaggeration, with the balm of a thousand flowers. The hall led right through the house and opened into a regular fairy land of flowers, a garden the like of which I had never dreamed of. It was surrounded by a high wall, and had plants in it from every country under the sun. The white haired old gentleman and the group of grandchildren hanging about him took us about, and the first



American Waltham Watch Co.

WALTHAM, MASS.



WALTHAM

FULL PLATE MOVEMENTS

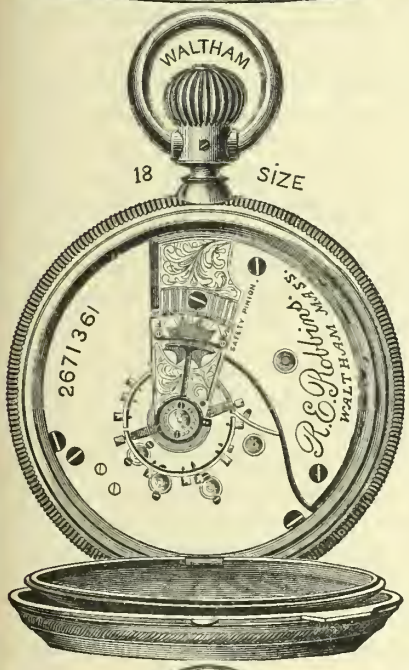
—FOR—

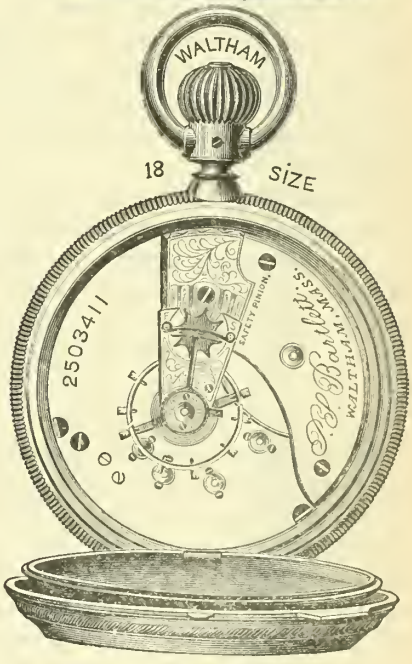
Open Case Stem Winders,

—MADE TO—

SET BY THE PENDANT ONLY,

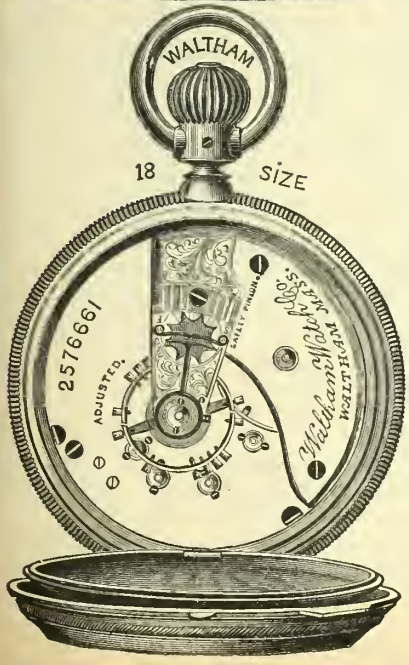
Doing away with Inside Hand-Setting Lever.

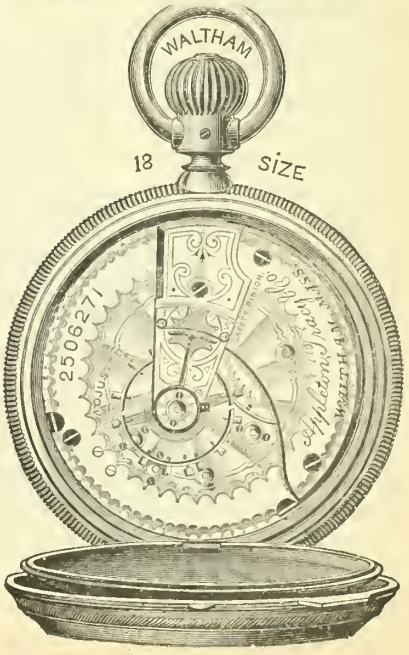




A Complete Assortment of Gold, Silver and "Crescent" Filled Cases on hand to fit any of the above Pendant Setting Movements.

All Pendant Setting Cases will take any American Full Plate Movement with Female Winding Pinion.





ROBBINS & APPLETON

GENERAL AGENTS,

BOSTON. CHICAGO. NEW YORK.

LONDON. SYDNEY.

thing we stopped at was a large oval plot set out with small plants around the edge.

"This," said the judge, "is my clock. What time is it Clara?" he asked of one of the children. The girl ran around the plot and said it was four o'clock, and so it was. The four-o'-clock was in bloom. "In fact," said the story-teller, "the clock was made up of flowers." In the centre was a pair of hands, of wood, covered with some beautiful vine, but they had nothing, however, to do with the time-telling.

The plan was this: The judge had noticed that at almost every hour in the day some plant bloomed, and working on this principle he has selected plants of different hours and placed them in a circle, twenty-four in number, one for every hour.

For example, at the top of the earthen clock, at 12 o'clock, was planted the portulacca, and he told me it would bloom within ten minutes of 12 and rarely miss. At the hours of 1, 2 and 3 he had different varieties of the same plant, all of which bloomed opposite the hour to which it was planted. At four o'clock he had our common plant of that name, and you all know how you can depend on that.

At 5 the garden niotago come out, at 6 the geranium triste, and at 7 the evening primrose. Opposite 8 o'clock he had the bona nox, and at 9 the silent noctiflors—all these blooming at or near the time given. At 10 o'clock, if I remember rightly, he had a cactus, at 11 another kind, and at 12 the night-blooming cereus.

Half the year some of the plants don't bloom at all. The plants opposite 1 and 2 in the morning were cacti that bloomed about that time; and at 3 was planted the common salsify, and at 4 the common chicory, and at 5 the snow thistle, and at 5 the dandelion.

THE GREAT PYRAMID.

Mr. J. Bailey writes to the *St. James Gazette* as follows, with reference to the desirability of exploring the great pyramid: "Now that Great Britain is dominant at Cairo, would it not be a good plan to clear away the sand and rubbish from the base of the great pyramid right down to its rocky foundation, and try to discover those vast corridors, halls, and temples, containing priceless curiosities and treasures with which tradition of all ages has credited the great pyramid? The wonderful building, of such exquisite workmanship, was erected many years before any of the other pyramids, which are only humble imitations, built by another nation, and also for other purposes; for neither King Cheops nor anybody else was ever interred beneath this mighty mass of stone. The smaller pyramids also exhibit neither the nicety of proportion nor the exactness of measurement, both of which characterize the first pyramid From internal evidence it seems to have been built about the year 2170 B.C.; a short time before the birth of Abraham, more than four thousand years ago.

This—one of the seven wonders of the world in the days of ancient Greece—is the only one of them all still in existence. The base of this building covers more than thirteen square acres of ground. Its four sides face exactly north, south, east, and west. It is situated in the geographical centre of the land surface of the globe. It was originally 485 feet high, and each of its sides measures 762 feet. It is computed to contain 5,000,000 tons of hewn stone, beautifully fitted together with a mere film of cement. And these immense blocks of stone must have been brought from quarries five hundred miles distant from the site of the building. The present well known king and queen chambers, with the various passages, might also be thoroughly examined by means of the electric or lime-lights. The astronomer royal of Scotland some years since closely and laboriously examined all that is at present known of the interior of this enormous building. He states that measurements in the chambers, etc., show the exact length of the cubit of the Bible—namely, 25 inches. This cubit was used in the building of Noah's Ark, Solomon's Temple, etc. He also maintains that the pyramid shows the distance of the sun from the earth to be 91,840,000 miles.

BAD BOOK-KEEPING.

"My boy kept the books. I never looked at them. If I wanted to know anything I just asked him." "Was he a competent book-keeper?" "No, he was not. He kept the accounts in his head, and on little slips of paper in his pocket. Half the time and more he didn't get my liabilities down on the accounts at all. I spoke to him about it several times, and he said he would fix up the books some time, but he never did. I now find that I owe several thousand dollars more than I supposed I did."

Such is the substance of a statement made recently by a machinery manufacturer. The statement was made to a meeting of his creditors. There is nothing new in it. Hardly a failure occurs in the manufacturing business that does not disclose a wellnigh inextricable confusion in the books of the insolvent.

This suggests an inquiry. Do the failures occur because of careless book-keeping, or is careless booking used as a cloak to cover insolvency? In other words, is it a cause or an effect? We are inclined to think it is both. A business firm without true and clear accounts is like a ship without charts. It is only by good luck that it can escape the rocks. A prudent seller will therefore be very inquisitive about the book-keeping of his customers. No doubt bad book-keeping is frequently in itself a sufficient cause of insolvency.

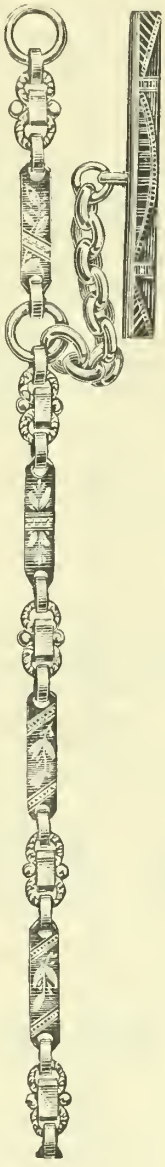
It is also a frequent effect. The dealer who through dishonesty or incompetence has brought himself to the verge of failure, is usually quite willing that his affairs should be kept from the prying eyes of a too ardent investigating committee. The absence of books of account, involves in darkness the causes of his failure, and spares him from specific charges or itemized blame. Even where, as in the case of a recent failure, no such thought can be supposed to exist in form, in the mind of the debtor the essence of it often does exist there in the form of self-deception. It is a curious metaphysical fact that men are prone to deceive themselves. The man who would scorn to cheat his neighbor will not scruple to cheat himself. Don't cheat yourself.—*Trade Bureau.*

"ARE you a customs officer?" "Yes, sir." "Well, I had a little package sent over to me by the steamer *Oregon*—just a little valueless package, not worth more than $10. Has it come in yet?" "Why, man, haven't you heard that the *Oregon* was sunk?" "No; was she? By George! I must go right up and put in a bill for that package There were $12,000 worth of diamonds in it."—*Chicago News.*

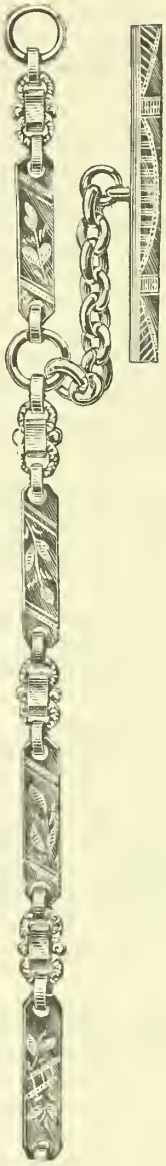
ENQUIRE WHO MAKES THESE ROLL-PLATE CHAINS OF YOUR JOBBER.



1891



1838



1837



1844

GOLD, FRONT AND EDGE HAND ENGRAVED VEST CHAIN.



1783 284 QUEEN.



1795 312 QUEEN.

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

REGARDING OUR HELP COLUMN.—Retail jewelers desirous of having advertisements inserted in our "Help Column," will please take notice that as we issue on the first of each month, any matter for insertion in this column must reach us not later than the 20th of the preceding month. Any advertisement arriving after that date will be too late and must be held over until the next issue. We have already received a considerable number of letters from retail jewelers thanking us for the help afforded them by this column, and stating that when the whole trade realizes the fact that they can avail themselves of its service free of charge, it will become one of the greatest helps they have ever enjoyed. The more that use our "Help Column" the more valuable does it become to every one else.

BON VOYAGE.—Mr. John H. Jones of the firm of John H. Jones & Co., of Montreal, sailed for Europe last week. We wish him *bon voyage*.

MR. SMITH, the manager of the Boston office of the American Waltham Watch Co., was in the city last week looking after the interests of his Company. He gave us a call and reports their Canadian business as being very satisfactory.

SELLING OUT.—Mr. J. F. Berringer, of Picton, Ont., is offering his jewelry business for sale. Any person having a practical knowledge of the business and some capital will find this a very good chance to get hold of a going business in good running order.

BACK AGAIN.—Mr. H. Smith, of the firm of Smith & Fudger, has just returned from a business trip to British Columbia. He reports trade quiet out there, probably on account of the completion of the C.P.R. Mr. Smith looks the better for his trip.

DEATH OF WM. DEARDEN.—Mr. Wm. Dearden, the wholesale jeweler of Montreal whose frauds against the Customs authorities were exposed only a few weeks ago has since died. It is said that after the seizure, Dearden, who is well advanced in years, became partially deranged, and that the loss of his money practically killed him.

SHOW CASES.—The Dominion Show Case Manufacturing Co. have issued a new and very handsome Catalogue of the goods they manufacture. Their cases will be found first-class in every particular and their prices are lower than any other house in Canada. When you want cases give them a show.

A GOOD CHANCE for an enterprising jeweler with money can be found in London, Ont. The business of A. S. Murray & Co., which everybody knows is one of the best in Canada, is now being offered for sale at a very low price, and any competent man with Grit and Greenbacks can make a fortune in short order by investing in this estate.

JOHN A. PARKER.—We were pleased to receive a visit last month rom Mr. John A. Parker, the general manager of the Meriden Britannia Company's Canadian business and manufactory. Mr. Parker expresses himself as highly pleased with the trade his Company has done so far this year, and with the prospects ahead.

DAMAGED BY THE FLOOD.—We are sorry to learn that Mr. R. Hemsley, one of the leading jewelers of Montreal, had his store badly flooded during the recent inundation. It is thought that his loss will amount to several thousand dollars. These floods are worse than fires, for while you can insure against loss by fire you can't get any compensation for damage by water.

FOR EUROPE, HO!—Mr. Harris H. Fudger, of the firm of Smith & Fudger, sailed for Europe by the Cunard steamer last month. He will visit the principal markets of England, France, Switzerland, Austria and Germany before his return, and the firm's customers may make up their minds to look out for good styles and big values before the fall trade commences. We wish him a successful trip and safe return.

A BIG PURCHASE.—We learn from the *Manitoba Sun* that "seven thousand four hundred and eighty-eight pieces of silverware passed the customs yesterday for W. F. Doll, wholesale jeweler, of that city." From the above it is evident that Mr. Doll is going to push trade in the North-West for all it is worth and give the retail jewelers of that part of Canada a chance to purchase stock very near home.

SALE OF CARRIER & CO.'S STOCK.—The entire stock of the estate of W. F. Carrier & Co., wholesale jewelers, amounting to $18,000, was sold *en bloc* by public auction on Tuesday, the 27th April, and was the occasion of a good deal of spirited bidding. It was finally knocked down to Mr. Fred Thayer, wholesale jeweler of this city, at fifty-one cents on the dollar of the inventory price.

A NEW ENTERPRISE.—Mr. R. H. Jupp, of Orillia has opened out his new premises, which for completeness and elegance will compare favorably with anything outside of Toronto. The show cases and fittings were manufactured specially for him by the Dominion Show Case Manufacturing Co., of Toronto, and are very handsome. Mr. Jupp intends to push business for all it is worth, and his well-known energy and business ability should ensure him success.

PALACES ON WHEELS.—We are creditably informed that the Canadian Pacific Railway Company have in course of construction nine elegant new dining cars. These cars are to be the handsomest and best appointed in any railroad service. The Meriden Britannia Co., of Hamilton, have received the contract for manufacturing the Silver Ware for them, which is sufficient guarantee that this feature of the equipment will be in keeping with the rest of the palaces on wheels.

A GOOD REPORT.—The Goldsmiths' Company report that their Jewelers' Record of Work and Repairs, referred to in last month's TRADER, has pleased their customers exceedingly. Ever since the book has been sent out, job and repair work of all kinds has been constantly coming in. The trade speak in highly complimentary terms as to its usefulness. If any regular jeweler who has not yet received a copy will write for one they will find it is just the thing they want.

FIRE.—We regret very much to learn that Mr. Fred. Chinnock, the well-known jeweler, of Napanee, was burned out during the recent fire in that town. We are glad to know, however, that he was level headed enough to be well insured, so that beyond a temporary inconvenience from the stoppage of business, his loss will not be very serious. This is another example of the beauty of every merchant carrying adequate insurance on his stock and buildings.

JOHN C. DUEBER, of the Dueber Watch Case Co., was in Toronto last week, and the Editor of the TRADER had the pleasure of a few hours in his society. While the Editor does not always see eye to eye with Mr. Dueber on matters pertaining to the Case Manufacturers' Association, and we have a fashion of calling a spade a spade, still we are free to confess that personally we think Mr. Dueber a very estimable gentleman, who as a practical case manufacturer stands second to none in America.

PROGRESS.—It is with some, and we think pardonable pride, that we call the attention of our readers to the size and general get up of the present issue of THE TRADER. We are not egotistical enough to credit the progress of our paper entirely to our own efforts, for we feel that without the kind assistance and co-operation of the trade, both wholesale and retail, the paper would not be what it is to-day. We propose to make THE TRADER a live jewelers' paper and a correct guide to the best markets in which to purchase goods.

PEACE.—We are glad to be able to announce in this issue the fact that the Dueber Watch Case Manufacturing Company are back again in the fold of the Manufacturers' Association, and that once more peace and quietness reigns in the watch trade. This is the result that would naturally have been expected from shrewd business men such as all the members of the Manufacturers' Association undoubtedly are, and it is only a pity that any misunderstanding and disagreement should have kept them apart and disturbed trade for ever so short a time.

IMPORTANT TO RETAILERS.—The American Waltham Watch Co., have had quite a number of their new illustrated material catalogues returned to them with comments, "dead," "moved away," "address not known," "out of business," etc., so that it is quite possible every jeweler in Canada may not have received one. Any jeweler who will send his business card to Robbins & Appleton, General Agents, 403 Washington St., Boston, Mass., U. S., will receive one of the valuable lists post free.

C. T. PICARD & CO.—The case against this estate has at last been

BANKRUPT STOCK.

RARE CHANCE.

We desire to inform the trade that we have bought the entire stock belonging to the Estate of W. F. CARRIER & Co., Wholesale Jewelers, of Toronto, at fifty-one cents on the dollar of the original cost price, and will in a few days offer it in lots to suit purchasers, at prices never before heard of in Canada. This stock consists of

WATCHES, JEWELRY,

Musical Instruments and Fancy Goods.

It is fresh, well-bought, and we propose to give the Retail Jewelers of Canada the full benefit of our

IMMENSE BARGAIN.

Our travellers will call on you in a few days, and we think it will pay you to wait for them, as our prices cannot be repeated.

THAYER & CO.,

3 WELLINGTON STREET EAST, TORONTO.

- CLOCKS -

TO THE TRADE

OUR attention has been called to the letter written by the Ansonia Clock Co. to a local firm, and published as an advertisement in the "Globe" of the 20th inst. We have not the slightest fault to find with the letter, and we do not dispute the facts contained therein; on the contrary, we are exceedingly obliged for the free advertisement, and beg to return our sincere thanks for same.

ALL WE DESIRE IS THIS, THAT THE TRADE OF CANADA WILL UNDERSTAND

WE ARE STILL IMPORTING OUR USUAL LINES OF ANSONIA CLOCKS

And so long as our prices are right we presume it is a matter of supreme indifference to the trade whether we buy the goods from Factory direct or not. We claim to be the

OLDEST AND LARGEST CLOCK HOUSE IN CANADA

And the trade can rely on obtaining the most desirable goods from us. In not confining ourselves to any one Factory we are enabled to supply our Customers with the most desirable lines of each, an advantage readily appreciated by Dealers. We handle clocks manufactured by the following reliable and well-known Companies:

NEW HAVEN, SETH THOMAS, WELCH, TERRY, INGRAM AND ANSONIA.

H. A. NELSON & SONS,

MONTREAL HOUSE:
59 TO 63 ST. PETER STREET.

TORONTO HOUSE:
56 TO 58 FRONT ST. WEST.

P. S.—Illustrated Catalogue of Clocks will shortly be ready for distribution.

EDMUND SCHEUER,

OF THE LATE FIRM OF

LEVY BROS. & SCHEUER,

begs to announce to his numerous friends and the trade generally, that he has leased the premises,

No. 11 WELLINGTON ST. WEST,

TORONTO,

where he will, at an early date, exhibit a full line of

Watches, Clocks,

MATERIALS,

JEWELLERY

AND

OPTICAL GOODS.

"The Only Absolute Guarantee of Quality is the Integrity of the Manufacturer."

Quality. Workmanship. Price.

TRADE  MARKS.

GUARANTEE OF THE AMERICAN WATCH CASE CO. OF TORONTO.

The American Watch Case Co. of Toronto Guarantees every Gold Case manufactured by them and bearing any of their Trade Marks as above, to be of the quality stamped upon it according to the United States standard.

TO THE RETAIL JEWELERS OF CANADA.

GENTLEMEN,—We take pleasure in placing before you a few of our newest and most desirable designs of SOLID GOLD CASES, and of calling your attention to some of the advantages of selling them in preference to those of any other make:

QUALITY.—The guarantee we give in regard to the quality of the gold in all Cases bearing our stamp, is an absolute assurance that in handling goods of our manufacture you are getting the quality exactly as represented, and no other—an advantage that, in these days of "stamped-up" goods, we think you will not be slow to appreciate.

WORKMANSHIP.—In regard to the excellence of our Cases, we think that we can to-day say without egotism, that our goods have passed beyond the stage of experiment and are now as perfect as any Cases made in any part of the world. We have fitted up our factory with all the latest and most improved American machinery, and we employ only the most skilled workmen that can be had in the best American factories. The trade may therefore rest assured that we shall take no steps backward; on the contrary, we shall strive by every means in our power to improve our product until it becomes absolutely perfect, and recognized the world over as 'the best Cases made.'

PRICE.—The greatest advantage, however, to be obtained from handling our Cases is the saving in price. No dealer who sells imported Cases can begin to compete with a competitor who handles our goods. Every jeweler of ten years' standing or more must recognize the fact that a complete revolution has recently taken place in the Gold Watch trade. A few years ago Gold Cases were sold at retail in Canada at from thirty to fifty per cent. higher than the same goods were priced at in the United States. The result was that a great many fine watches were purchased by Canadian consumers visiting that country, to the loss of the Canadian retail jewelry trade. To-day, thanks to the presence of our factory in the country, the Canadian retail jeweler can buy Gold Cases of our make from any member of the Canadian Jobbers' Association as cheaply as the American retail jeweler can purchase the same quality of goods from the New York or Chicago jobbers. What does this mean? It means that we have practically put a stop to the general public buying Gold Watches in the United States, because if our retailers are wide enough awake, they can easily show their customers that if they are honest they can save the duty by buying at home, and that even if they are reckless enough to try and evade it, they can make nothing by handling goods which can be bought as low in Canada as in New York.

We sell no goods direct to the Retail trade but dealers will find a full assortment of our Cases with the leading Canadian jobbers. All that we ask of you is to examine the goods, compare the prices and weigh the facts we have stated above. If you do, we are satisfied you will find it greatly to your advantage to handle them.

Don't be misled by any one telling you other goods are better, they are not; they may be, and no doubt are dearer, but they are not any better, if as good. Insist on getting our Cases, and no others.

Soliciting your patronage, through the legitimate jobbing trade,

We are, yours very truly,

THE AMERICAN WATCH CASE CO. OF TORONTO.

The American Watch Case Co's Gold Cases are the Best






3003




4030









And Cheapest to be had in Canada.

The American Watch Case Co's Cases are Warranted



















As to Quality, Durability & Workmanship

RETAIL JEWELERS can hold their Trade together


3005.


3019.


3039.


216


5000.


1_2


5109.


5121.


301

By Selling American Watch Case Co's Cases.

T. WHITE & SON,

MANUFACTURING JEWELERS,

LAPIDARIES & DIAMOND SETTERS,

39 King St. West, · Toronto.

Canadian and Foreign Stones Polished and Mounted for the Trade.
N.B.—A variety of Stones and Imitations of all kinds in Stock.

C. W. COLEMAN,

10 KING ST. WEST, (UP STAIRS), TORONTO,

WATCHMAKER TO THE TRADE, DEALER IN WATCH MATERIAL, TOOLS, SPECTACLES, &c.

Complicated and other Watches put in thorough order. Broken or imperfect parts replaced by new. Gold Dials re-figured. Watches de-magnetized. Musical Boxes repaired. Jewelry Jobbing and Engraving. Stubbs, Hammers, Plyers and Files. Spectacles from 65 cts. per dozen up. Orders must be accompanied with City reference or Cash.

E. & A. GUNTHER,

IMPORTERS AND WHOLESALE JEWELERS,

COR. JORDAN & MELINDA STS.

Spring Stock now full and complete in all departments.
Special attention given to JEWELRY REPAIRING.
Our Travellers now out.

BRAY & JONES,

IMPORTERS,

Diamonds, Watches, Clocks, Jewelry, Silverware, Cutlery, &c.

Manufacturing and Repairing a Specialty.

14 King Street West, UP STAIRS, TORONTO.

NEW STYLES FOR



SPRING TRADE, 1886.

The above illustration is a sample of my New Goods for this Spring's Trade. I am making a large variety of these brooches, and retail dealers throughout Canada will find it greatly to their advantage to send for samples and prices. I make and guarantee all the goods I sell, and you will find my prices lower than any other House in Canada. Call and see me when in the city

A. M. WELLINGS,

MANUFACTURING JEWELER AND ENGRAVER,

26 ADELAIDE ST. EAST, TORONTO.

ALBERT KLEISER,

IMPORTER OF WATCHMAKERS'

TOOLS AND MATERIALS,

SWISS AND AMERICAN WATCHES, ETC.

Stem Winding and all Kinds of Wheels cut to Order.

14 King Street East, Toronto.



THAYER & CO.,

3 WELLINGTON ST. EAST, TORONTO,

MANUFACTURERS' AGENTS AND DEALERS IN

Watches, Clocks, Material and Jewelry of all Kinds.

JOBBING REPAIRS.

WE desire to notify the trade that we have added to our business a department for Jewelry and Watch Repairing in all its branches. We employ only the most skilful workmen and warrant every job we do. Jewelers at a distance will save time and money by sending us their repairs, as we guarantee prompt service and low prices.

Our travellers are now on the roads mentioned below and we ask for them a liberal share of your esteemed patronage.

Our MR. WILL PARKER, G. T. R., East.
Our MR. FRED ADDISON, N. R. R. and C. P. R., West.
Our MR. FRED THAYER, G. T. R., West.

settled by the Customs' Department agreeing to accept a fine from the trustees of $6,000 and release the stock amounting to about $42,000 to the creditors. It is said that goods to the value of $52,000 had been smuggled in by Picard & Co. The outside creditors will likely get a dividend of twenty cents on the dollar from the estate. The stock has been purchased from the trustees by Mr. John Inglis, a former partner in the business, who will conduct the business in the future. It is said that Picard is now in Chicago running a billiard saloon.

A SENSIBLE CUSTOM.—It is now said to be the custom in England for a gentleman who is engaged to present his betrothed with three rings. The engagement rings given by Earl Cairns to Miss Adele Grant included a half hoop of diamonds, a ring set with a diamond and a ruby, and another mounted with a fine single sapphire. It's said to be an ill wind that blows nobody any good, and although this new innovation may come heavy on the bridegroom's pocket, it's a good thing for the jewelry trade. Most of our readers will hold up both hands to have it become the custom in Canada as well as in England.

THEY DO US PROUD.—We were surprised to receive another visit last month from Mr. Sherry, accompanied by Mr. Fahys, jr., of the firm of Jos. Fahys & Co., the well-known watch case manufacturers of New York. Mr. Sherry who has drummed up the Canadian trade for some years past, will in future devote his energies entirely to the U.S. and young Mr. Fahys will take the Canadian trip. Our Canadian jobbers will miss Mr. Sherry's genial smile and hearty hand shake, but it cannot be helped, and we trust his successor may be as well treated by them in the future as Mr. Sherry has been in the past.

A GOOD THING.—The new Association Price List of watch movements and cases of all kinds, has just been sent out by the Secretary of the Jobbers' Association, Mr. George Chillas. It is the best printed and most complete watch list we have ever seen in Canada, and reflects much credit on Messrs. H. H. Fudger, M. C. Ellis and Geo. Chillas, the committee appointed by the Association to compile it. As only one list is sent to each jeweler, they should take good care of them, as only enough to go round once has been printed. This list being official is a big step in the right direction.

DEATH OF DENNIS C. WILCOX.—We regret to chronicle the death of Mr. Dennis C. Wilcox, Secretary of the Meriden Britannia Co., of Meriden, Conn., U. S., and brother of Mr. Horace Wilcox, its President. The deceased was one of the most prominent business men in the United States and leaves behind him a brilliant record of successful and honorable labor. He was energetic and clear-headed in business, generous though unostentatious in his charities, genial and whole-souled in the privacy of his own family, and the inner circle of his friends. He will be much missed by those who knew him.

HOW ARE YOU, MR. ROGERS ?—We had a visit last month from the Rogers Bros., of New York. Although they were not the genuine 1847, being minted in the neighborhood of '65, they are genuine sterling quality, 925 fine all the way through. We thought at first that not being in the spoon and fork business these gentlemen had mistaken their calling, but on finding that the elder brother was representing the Howard & Son button (a soft thing for a pushing fellow), and the younger one, a rising rolled-plate chain house, we changed our mind—after we had seen their order books. Glad to see you gentlemen, come again.

A CHANGE.—Few jewelry travellers are more widely known or more thoroughly liked than Mr. Richard Russell, commonly known as "the lightning traveller." For several years past he has been connected with the firm of A. C. Anderson & Co., and on the amalgamation of the two businesses, with the firm of Lowe & Anderson. His many friends will, however, be surprised to learn that for the future he will travel for the firm of Levy Bros., of Hamilton, and will take the road for them in about a month's time. Mr. Russell has won success by honest persistent effort, and we trust he may long be spared to handle his genial grip and book good fat orders.

OUT OF JAIL.—After being about four months in jail the friends of Mr. Sapery came to a settlement with Messrs. P. W. Ellis & Co., by buying their account against him for the sum of one thousand dollars in hard cash. Taking it altogether we think that this is but another illustration of the truth of the old saying that, "honesty is the best policy." Young Sapery's adventures have not added anything to his reputation or credit, and by the time his lawyers' bills are paid we think he might about as well have attempted to pay one hundred cents on the dollar to his creditors. We trust the lesson will not be thrown away on either wholesalers or retailers. Credit is altogether too cheap at the present time in Canada.

REVISING OUR LIST.—We have been at considerable pains during he past month to revise the list of names to whom we send THE TRADER. In accordance with the promise made to the trade some time ago, we have struck off all but *bona fide* dealers in jewelry and kindred goods. This is we consider a step in the right direction. We propose for the future to make THE TRADER strictly a jewelers' journal, and as there are many questions that will arise for discussion that are better kept from outsiders, we propose to confine our circulation as strictly as we can to the legitimate jewelry trade. If we have inadvertently omitted any jeweler, all that he has to do to get put on the list, is to send us a note to that effect and enclose his business card.

ACCIDENT.—What might easily have been a fatal accident occurred at the factory of the American Watch Case Co., of Toronto, a few days ago. It appears that one of the Company's machinists was fitting a new die into the large steam drop-hammer and while turning around his foot accidentally touched the lever which sets it in motion. The hammer, which weighs one hundred pounds, struck him on the head cutting it to the bone and rendering him insensible. Fortunately he was standing almost upright at the time which made him receive the blow almost at the start of the hammer. Had he been stooping down it would have crushed his head to a jelly. A doctor was at once called in who dressed the wound, and the plucky fellow was able to resume work in a couple of days.

ASTONISHING.—Rice Sharpley & Sons, of Montreal, were recently prosecuted for exhibiting in their window two figures in marble of the real decotelle style, copied from Michael Angelo's statues in the Pitti Palace at Florence. Five witnesses testified that there was no indecency in the exhibition, as the figures are purely works of art, and valued as such. Surely the fools are not all dead yet. It is really astonishing how much fuss a few ignorant people will make about such exhibitions at home, while they will spend thousands of dollars to travel to Europe and cheerfully disgorge of their wealth to see the originals of all such works of art. Of course the originals are simply superb in Florence, Rome and Paris, but immodest and disgusting when exhibited nearer home. Verily consistency, thou art a jewel !

A DECIDED CHANGE.—Mr. Edmund Scheuer, late of Levy Bros. & Scheuer, of Hamilton, having retired from that firm, has removed to Toronto and opened out a new business at No. 1 Wellington St. West, where he proposes to keep one of the largest and best assorted stocks of jewelry, clocks, etc., to be found in any warehouse in Canada. Mr. Scheuer has been connected with the wholesale jewelry trade in Canada for the past fifteen years, and has the credit of being one of the ablest and most popular men in the business. On the formation of the Canadian Jobbers'Association, Mr. Scheuer was chosen Vice-President and this year was elected President. We welcome him to Toronto and trust he may have a long and successful career here. Mr. Scheuer is able and energetic and the kind of man our city wants, and what is Hamilton's loss will be Toronto's gain.

DISSOLUTION.—Amongst the retail jewelry trade of Canada, the name of Levy Bros. & Scheuer had become almost a household word, and it will be a genuine surprise to many of their more distant customers to learn that they have dissolved partnership, Mr. Edmund Scheuer retiring. The business of the old firm will be carried on at the old stand by the Messrs. Levy Brothers, and we need scarcely say that the honorable trade policy of the past will be continued by them as heretofore. Mr. A. Levy the senior partner of the firm has been identified with the jewelry business of Canada for nearly a quarter of a century, and is, we believe, the oldest jewelry jobber in Canada. Under his guidance the firm has made an honorable record and had a very prosperous career, and we wish the remaining partners a long continuation of both.

A MAGNIFICENT CATALOGUE.—The new illustrated catalogue of gold watch cases just issued by Messrs. P. W. Ellis & Co., of this city is the best thing of its kind that we have ever seen, and will we think prove to be one of the most useful auxiliaries to the retail jewelry trade that any firm has yet produced. The paper, artistic and typographical

LOWE & ANDERSON
TORONTO.

SPECIALTIES:

❋

CLOCKS

WALNUT, MARBLE AND NICKEL.

SILVER CASES

WALTHAM AND FAHYS' INLAID SCREW BEZEL, DUEBER, KEYSTONE AND TORONTO.

FILLED CASES

DUEBER, BOSS, CRESCENT AND B. & B.

NICKEL CASES

SILVERINE, SILVERORE AND SCREW BEZEL.

MOVEMENTS

HAMPDEN, WALTHAM, ELGIN AND ILLINOIS.

Gold Headed Canes,
E. P. Hollow Ware.
Cutlery and Flat Ware.
Sheffield Sterling Spoons, etc.

ANNOUNCEMENT.

❋

We are prepared to supply the Trade, at the lowest prices, the latest Novelties in - - - -

American and English Jewelry

Gem, Keeper and Plain Rings, our own make. Special New Patterns in - - - - - -

Ladies' & Gents' Gold Cases.

We sell at **CLOSE** prices, keep a Large Stock, and **PROTECT** the Retailer.

Price Lists of all Goods sent on application of legitimate Jewelers.

LOWE & ANDERSON
16 WELLINGTON ST. EAST, TORONTO.

work are as fine as anything we have ever seen published in the U.S., and reflects the highest credit on every person concerned in its publication. A good feature of this catalogue is that every case is distinguished by number and listed at the price the retailer can afford to sell to his customer. For this reason it will be found very convenient for securing special orders for goods not usually kept in stock, as well as a help to the jeweler in making up his stock orders for staple goods. Every live jeweler should secure a copy, and order from it after he has it.

THAT WONDERFUL CASE AGAIN.—Our friend John Sheppard of the Boss Case Co., was in Toronto last week trying to hunt up the Editor in order to club him with that wonderful watch case. He says that since the last issue of THE TRADER his office has literally been beseiged by people to see his patent life saving Boss Case. We heard by accident as it were, that while in Boston the other day John had occasion to use a hack, which got upset during the journey. John was precipitated out but landed on his watch case, which again acted the good Samaritan. John says as this case has saved his life twice he won't sell it under any consideration. We notice that the Boss Co. have reduced the price of their 6 and 8 size cases which are now lower than they ever were before. Although the price has gone down, the quality still remains away up at par. The Boss Co. still stick to the old fashioned way of giving people full value for their money.

ENTERPRISE.—As our readers will have noticed before they read this, the American Watch Case Company of Toronto, are occupying much more than their usual space this issue and have filled it in a very artistic manner. This Company is now producing gold watch cases which for quality, style and finish are unexcelled by any other makers. Some of these new designs as illustrated in this issue are exceedingly artistic and cannot fail to attract attention. Their guaranteed goods can now be bought by the trade from members of the Canadian Jobbers' Association as cheap as American retailers can buy the same class of goods in Maiden Lane, New York. The effect of this will be to do away with the unfair competition that the honest retail jeweler has so long experienced from competitors who were less scrupulous and willing to smuggle. So far as gold cases in Canada are concerned, the smugglers' occupation is gone and he will have to turn his attention to some other, and more profitable line of goods. The best way to stop smuggling is to make the price in Canada as low as in the U.S.; this truth was recognized by the A. W. C. Co., hence their action. In doing this they have ignored the question of dividends, but we trust that any reduction in profit may be counterbalanced by their more extensive sales.

GIVING THE CANUCKS A LESSON.—We heard a good thing the other day of an American safe manufacturer, who, finding trade rather slack at home, concluded that he would ship one of his unrivalled safes over to Canada, and put in his time and make a good thing financially, by instructing the aborigines of this wooden country how to make safes under his improved patents. Arriving at Toronto he very soon found himself in Messrs. J. & J. Taylor's factory where he discussed to a very patient audience on the merits and values of the unrivalled patents he had for sale. After he got through, the proprietor quietly took him through their works, where he found that not only were the firm using a very superior invention to his in their ordinary goods, but a contrivance exactly the same as the American patent he was trying to sell had been tested by this firm some six years ago but discarded as being worthless. If Brother Jonathan was surprised at this, he was completely paralyzed when his Canadian competitor suggested that they should try his safe by a practical fire test. No, siree, not by a jugful, his safe wasn't got up for any such purpose, and he didn't think any safe would stand the test proposed. When the Messrs. Taylor showed him a safe almost uninjured inside that had come through this very test and offered to put one of their own along side of his during the operation, he collapsed entirely. He said that without doubt there was no safe made to-day in the United States that would stand such a test, and so far as fire-proof safes were concerned, why the United States would have to take a back seat for some time to come. His sample patent safe went home by the next freight train, while its owner after swallowing half a dozen cocktails, took the fastest express he could find to get him out of a country where safe makers were fools enough to test a safe by fire before they guaranteed it to their customers. Canada is poor —but honest.

WORKSHOP NOTES.

To clean filigree silver work that has become tarnished by exposure, you can dip it for a moment in a solution of cyanide of potassium. If not very badly tarnished, probably a solution of hyposulphite of soda will clean it. If there is no base metal about the ornament, you might clean it by boiling it in sulphuric acid.

ALL jobbers should know that gold and silver plate may always be kept clean and bright by a simple process: Mix one part of sal-amoniac with sixteen parts of vinegar. Rub stains and spots with this mixture. They will soon disappear. The plate should then be well washed in soap and water and rubbed till thoroughly dry.

ONE of the most ingenious processes which has lately come into vogue in the treatment of iron—an Austrian invention—is that of giving to the metal a silver surface, this being effected by first covering the iron with mercury and then silver by the galvanic process. By heating to 300°, C., the mercury evaporates and the silver layer is fixed.

THE Moniteur Industrielle gives the composition of an artificial gutta-percha as follows: Fifty parts by weight of copal and 7 5 to 15 of sulphur, with 15 to 30 of turpentine, or 55 to 60 of petroleum; mix well; heat to 100° C., until completely dissolved; let it cool to 35°; add a solution of 3 parts of caseine in weak ammonia and a little methylene; re-heat to 120° until of a weak consistency; then boil with a 15 to 20 per cent. solution of tannin and about 15 parts of ammonia. After several hours boiling wash and cool.

To etch on metals cover the surface of the metal on which you desire to etch, with white melted wax; when cold, trace the design or character upon it with a sharp point, which penetrates through the wax layer. Into these lines pour either very strong vinegar, or pure acetic acid, and spread upon it a powder made of 100 grains rock alum, and the same weight of sulphate of copper, previously calcined in a crucible in the fire. To have the engraving deeper, soon as thee ffect of the first mordant is spent, wash the wax in cold water, without rubbing, however; let it lay, and repeat the operation. By renewing it as often as necessary, the workman has it in his power to regulate the depth of the engraving to his liking.

IT is found that a superior brown tone may be produced upon brass by the following simple process: The article having been thoroughly cleaned and freed from all traces of grease, then polished, is dipped for about half a minute in a cold solution of 18 grms. of hypomanganate of potash, 50 grms. green vitriol, 5 grms. muriatic acid, and one litre of water; thorough rinsing and drying in fine soft sawdust follow. If a reddish cast is desired, the article is to be dipped into a second bath, heated to 60° C., of 10 grms. each of chromic acid, and chloric acid, and hypomanganate of potash, with 50 grms. blue vitriol or sulphate of copper, dissolved in 1 litre of water—this latter mixture alone producing a light bronze. The subsequent operation of heating in an oven produces, it is said, a very rich tone.

OTHER NOTES.

THE mouth of the Mississippi River is again filling up with sand and debris despite the Eads system of clearage.

COLOMBO, the capital of Ceylon, is the chief centre of the jewel trade of the East. Almost any jewel can be bought there by an experienced purchaser for from one-fifth to one-tenth the amount for which it would sell in America.

ISAAC RAYIXN, of Flint, Mich., has a bust of Lincoln, the material of which was originally worth $3,500. The bust is of redeemed greenbacks which were macerated by the Government, after which the pulp was pressed and moulded to form the likeness.

AMONG the French Crown jewels which it is proposed to sell are the "Regent" diamond, valued in the official inventory at 12,000,000f, the seven "Mazarin" diamonds, a small reliquary, made as a brooch, set with 93 brilliants, and dating from 1496, and the watch of the Dey of Algiers.

A COPY of Dickens' "Strange Gentleman," one of the rarest of his productions, was recently bought by a small bookseller for threepence.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

By him it was sold for 15 shillings to a young man in the trade, he in his turn disposing of the book to another person for £1. This last knew the value of his prize, and, in spite of its being imperfect, re-sold the volume for £5 to a well-known firm of booksellers, who now want somewhere about £12 for it. A perfect copy is worth £20. It is quite a small pamphlet, and has been reprinted—without the frontispiece.

WILLIAM L. SILVERY, the young mechanic who invented the induction telegraph by which messages may be sent from flying trains, is only 19 years of age. This unknown boy perfected the induction telegraph while working on his mother's farm, near Castleton, Ind. He had wires strung through the apple orchard, and on these, with encouragement from no one but his mother, developed the principle of induction until he was able to transmit messages from one wire to another forty feet distant. Those to whom he confided his discovery laughed at his ideas, and he was forced to abandon his efforts to bring his work before the world. Thus it lay unheard of until Mr. Edison got a clue to it and applied the principle to telegraphing from moving trains. Young Silvery has not been discouraged for a moment, but has worked away with tireless industry, and his genius has produced other devices equally marvellous.

WISE AND OTHERWISE.

WHY have the funny men of America been so dull this Winter? Answer First—They haven't! Answer Second—Because it's been such an no-pun Winter.

A GENTLEMAN just returned to this country from a tour in Europe was asked how he liked the ruins of Pompeii. "Not very well," he replied; "they were in such shocking bad repair."

AT dinner the host introduces to the favorable notice of the company a splendid truffled pheasant, amid murmurs of admiration. "Isn't it a beauty?" he says. "Dr. So-and-So gave it to me—killed it himself." "Aw, what was he treating it for?" asked one of the guests.

"Do you think, William," said Mrs. Brown to her husband the other night, "that the telephone will ever be as generally used as the telegraph?" "Why, yes," replied Brown; "the time is coming when it will be as common to telephone as it seems now to tell—a fib."

HE appeared to be almost gone. Rolling his eyes toward the partner of his bosom, he gasped: "Bury me 'neath the weeping-willow, and plant a single white rose above my head." "O, it's no use!" she snapped out. "Your nose would scorch the roots." He got well.

CASTE—Young lady (in carriage): "Her name is Smith,—I think her husband is in the artillery. I wish you would tell her I wish to speak with her." Soldier's wife: "I don't know the lady, mum, which we're in the 'orse artillery, mum, and we don't visit with the field batteries."

"CURIOUS thing about that statue of Washington," said old Smash-pipes, in a musing sort of tone, as he sauntered past with Starlight—"curious thing: always shrinks when it rains, you know." "Don't say so!" said Starlight. "Fact!" muttered the old man; "every time it rains it becomes a mere statue-wet;" and the old man's left thumb went under Starlight's fifth rib with tremendous violence.

ALEXANDER DUMAS wrote his autograph for a successful quack who lavishly entertained him:

Since my good friend here, Gallipots,
Has fixed his dwelling in this town,
The hospital has been torn down—

"Good, good," murmured the doctor, who was looking over the writer's shoulder. The poet concluded his epigram;—

And the site sold for burial lots.

We hear of an "exploding dish of chowder,"
A blown up doughnut and a busted cup,
'Most everything is dangerous but powder—
But could Guy Fawkes have Bologna sausage up?

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

A WATCHMAKER wanted. A practical man, temperate, of good moral habits, with good references, can get a situation with me at once. Address, LEONARD MORRIS, Summerside, P.E.I.

FOR SALE. Mosley lathe with partial set of chucks, will be sold. A bargain for cash. Apply to J. D. PARKINSON, 253 Parliament Street, Toronto.

FOR SALE. A new Buffalo forge, cheap for cash. L. B. BLASDELL, 23 Adelaide Street East, Toronto.

JEWELRY BUSINESS for sale, on a leading thoroughfare in the City of Toronto. Large double fronted store (could be partitioned and made into two separate stores if necessary). Stock and fixtures about $500. Established 13 years. For particulars, apply to P. W. ELLIS & Co., Wholesale Jewelers, Toronto.

SITUATION WANTED by a first-class practical watch maker, fourteen years' experience, best of references furnished. Address stating salary. P. O. Box 174, Simcoe, Ont.

TOOLS. Wanted to purchase a pair of flat rolls, ½ round ring ditto, and "Little Giant" ring rounder. All must be in good order, state price and conditions to E. ROBINSON, 192 Dundas St., London.

WATCHMAKER in need of situation. Best of references. WM. SCOTT, care of A. Attwood & Son, Hamilton, Ont.

WANTED A SITUATION to learn the watchmaking and jewelry business, by a careful and steady young man. Apply to FRANK PURVIS, Lyn, (Leeds Co.) Ont.

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E. Toronto, who makes a specialty of Jewelers' Work. Samples and estimates on application.

ASK YOUR JOBBER FOR GOODS OF THE MAKE OF

C. E. HAYWARD & CO.,

Successors to HAYWARD & BRIGGS;

MANUFACTURERS OF FINE ROLLED PLATE JEWELRY,

179 BROADWAY, NEW YORK.

RIBBON VESTS  AND GUARDS.

"THE MORTON" PATENT POST SLEEVE BUTTON.

Patent Bracelets, Link Buttons, Collar Buttons, Vest Chains, Hair Chain Mountings, Seals, Lockets, Charms, Jewelers' Findings, Etc.

Factory: ATTLEBORO, MASS. Buyers invited to call at our New York Office and examine new goods.

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well known reputation that the name RODGERS has attained all over the world have induced other makers to adopt a similar name, calculated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt, on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

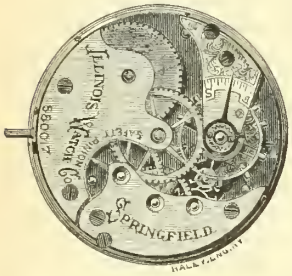
TORONTO,

to whom all orders should be addressed. Send for quotations.

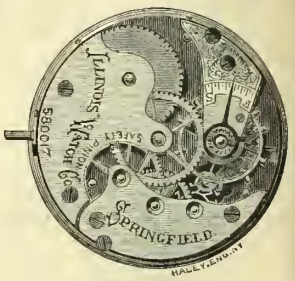
G. RODGERS,

Known to the trade in Sheffield, England, and on this continent since 1846.

HELLO ! HELLO ! HELLO !



WELL, WHAT IS IT?



Why, we want to place our order for some of the new and popular

FOUR SIZE MOVEMENTS

MADE BY THE

ILLINOIS WATCH COMPANY.

They are the SMALLEST watch made by any Company engaged in the manufacture of watch movements in America. The

FOUR SIZE MOVEMENTS

are constructed upon a new and distinct model having no resemblance to the Celebrated Eight Size Movements manufactured by the ILLINOIS WATCH COMPANY. The Top Plate is composed of two pieces only, hence THE BARREL CAN BE REMOVED WITHOUT DISTURBING THE TRAIN. They are provided with Safety Pinions, thus securing a protection to the Train in case of the breakage of the Main Spring. They also have CONVENIENT LET DOWNS, and all the steel work is finely finished with especial care.

There is NO LADIES' WATCH TO COMPARE with them in size, style, beauty, durability and price, and we want to place our order early, for the ILLINOIS WATCH COMPANY has already sold its entire production of FOUR SIZE MOVEMENTS, months ahead, and is daily receiving large and numerous orders for the various grades of Four Size Watches. The

ILLINOIS WATCH COMPANY

WARRANTS EVERY MOVEMENT OF EVERY SIZE MANUFACTURED BY IT.

DON'T SKIP THIS PAGE IN JUNE, FOR IT WILL PROFIT YOU TO READ WHAT WE SHALL SAY THEN.

H. ELLIS,

WHOLESALE JEWELER,

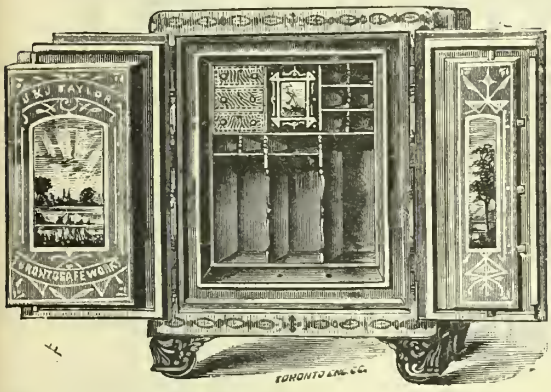
3 WELLINGTON STREET EAST, TORONTO.

My stock of the following lines will be found very complete and prices right.

WALTHAM, ELGIN AND SPRINGFIELD MOVEMENTS, GOLD, SILVER AND FILLED CASES.

Rolled Plate Alberts, Charms, Lockets, Pins, Drops, Sets, Necklets, &c.
Also a full line of Watch Materials, Tools, Watch Glasses, &c.

ORDERS BY MAIL WILL RECEIVE PROMPT ATTENTION.



J. & J. TAYLOR
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

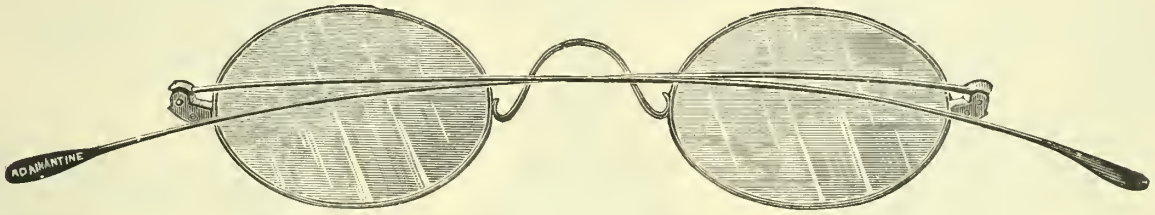
ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

30 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

—THE—
MONTREAL OPTICAL & JEWELLERY CO'Y
LIMITED.



Have made a change in their travellers' routes. Mr. Levetus is now residing in Toronto, Room 9, 23 Scott Street and will take Ontario from Napanee, West, North and South. Any of the dealers wishing to purchase a stock of goods on his route, are requested to write to him at his Toronto address where he returns every Saturday, and he will let them know when he will call. Mr. Leo will take the Provinces of Quebec, Nova Scotia, New Brunswick, Prince Edward Island, and Ontario between Kingston and Cornwall. Messrs. Levetus and Leo are the only travellers for this popular Company, and dealers are warned against any one else representing themselves as such.

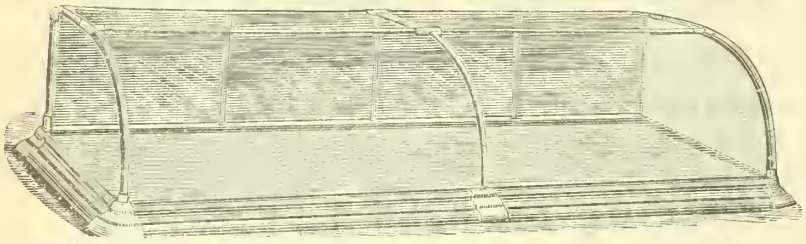
The Montreal Optical and Jewellery Company, L'd.

P.O. BOX 1054, MONTREAL.

Dominion Show Case Manufacturing Co.

J P. WAGNER. C. SCHACK. H. C. LAURENCE. WM. MAHR.

SILVER MEDAL Toronto Exhibition, 1884 & 1885. FIRST PRIZE, Provincial Fair. Ottawa, 1884.



Show Cases of every description in Nickel, Silver, Walnut, Ebonized, etc.
Hardwood Store Fittings, Metal Sash Bars, etc.
Send for Catalogue and Price List.

SHOW ROOMS AND FACTORY:
59, 61 & 63 ADELAIDE ST. WEST, TORONTO, ONT.

JOHN SEGSWORTH & CO'Y,

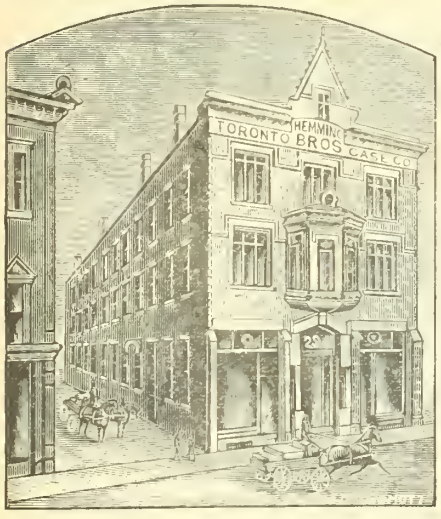
NO. 6 WELLINGTON STREET EAST,

HAVE IN STOCK

WALTHAM, ELGIN AND ILLINOIS MOVEMENTS.

GOLD, GOLD FILLED AND SILVER CASES.

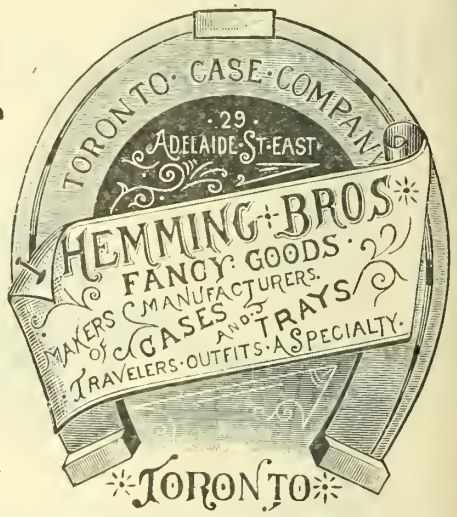
Newest Styles in English and American Jewelry. *Mail Orders Promptly Attended to.*



JEWELERS' CASES - - AND TRAYS

In Finest Materials and Latest Styles

Goods at Prices to Suit Everyone.



JEWEL CABINETS,

SAMPLE GRIPS Fitting Any Line of Goods.

SILVERWARE CASES, PLUSH NOVELTIES Every Style of Fitting required by Jewelers.

TRAVELERS' TRAYS Fitted for Watches, Jewelry, &c.

WE have much pleasure in announcing to the Trade, throughout the whole of Canada, that we have secured the services of Mr. T. J. Sutton, who will represent us East of Kingston and through the Lower Provinces; and also of Mr. M. M. Varden, who will cover the Western ground from Kingston up. All orders that the Trade may favor them with will receive our best attention.

HEMMING BROS.,

29 ADELAIDE STREET EAST, - - - TORONTO.

THE

TORONTO SILVER PLATE CO.,

410 TO 426 KING STREET WEST,

Street Railway Cars pass the door every five minutes.

PRIZE CUPS.



LACROSSE,

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SUITABLE FOR ALL ATHLETIC SPORTS.

THE BEST OF WORKMANSHIP AND NEWEST DESIGNS.

ONLY GOLD AND SILVER MEDALS AWARDED 1885.



Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

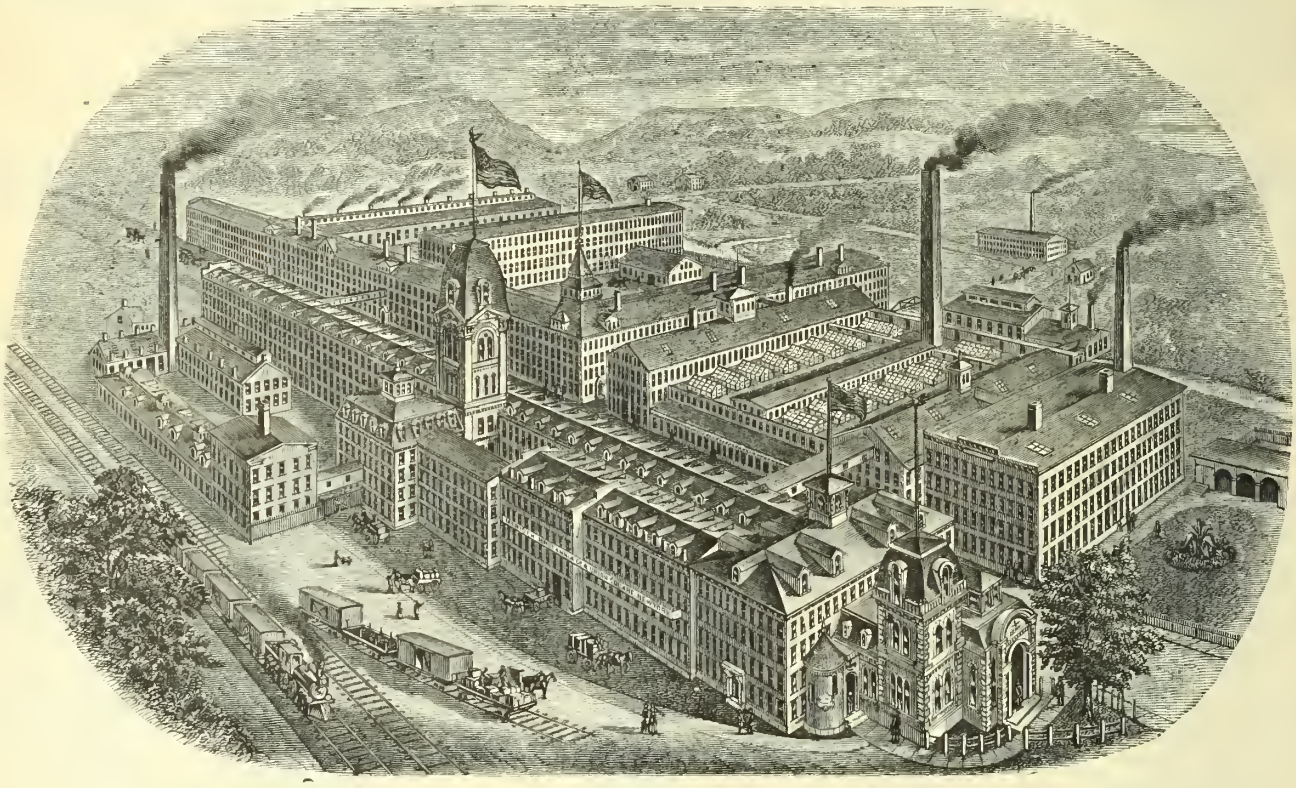


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE



MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and names as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

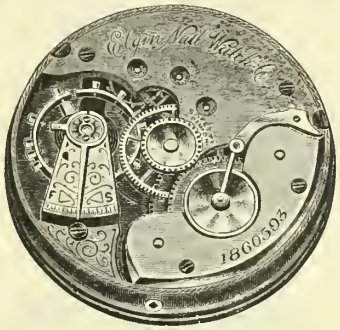
THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

ELGIN NATIONAL



No. 98



No. 99



No. 100

SPECIAL attention is called to our line of 18-size 3-4 plate Open Face or Hunting Pendant Set Movements. These Movements have Quick Trains and Straight Line Escapements, also are interchangeable, permitting the stem to be placed at either XII or III in the same movement.

For hunting cases, however, the trade should fully understand that special Pendant Set Hunting Cases must be obtained, and that this is the **ONLY** line of Movements manufactured that can be utilized as a Hunting and Open Face Pendant Set Watch.

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WATCH COMPANY

FAHYS' INITIAL AND SUBJECT

PATENT GOLD INLAID

SILVER WATCH CASES.



In addition to our Gold Inlaid Subject Designs, including LOCOMOTIVE, STAG, JOCKEY, BULL DOG, STALLION, LION and BEAR, we are making and will constantly carry in stock a complete line of GOLD INLAID INITIAL Silver Cases, in SENIOR, JUNIOR and SCREW BEZEL 3 and 4 oz. Open Face Stem Wind.

FOR SALE BY ALL CANADIAN JOBBERS IN AMERICAN WATCHES.

THE TRADER.

TORONTO, ONT., JUNE, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

EXCELSIOR'S ARTICLES.

Agreeable to our promise, we commence in this issue, Excelsior's articles on Watchmaking, and will continue them regularly from month to month until they are completed. We need hardly say that we trust our readers will study them carefully, for we are satisfied that they possess so much inherent merit, that no practical watchmaker that ever commences them, will leave them off until they are completed. In order that our readers may have them complete, we have started at the very foundation, his Treatise on the Balance Spring, and will continue them on in the same order in which they were originally published.

In another part of this issue, will be found a few, from amongst the hundreds of letters we have received from all parts of Canada, endorsing our remarks regarding the merit of Excelsior's articles, and it will be noticed, that those most enthusiastic are the ones that have read and studied them attentively. All of these gentlemen are unanimous in their opinion that these papers are invaluable to any watchmaker who desires to make his mark in the craft.

Many of these correspondents are good enough to say some kind and flattering things about THE TRADER, and how they regard it. For these we thank them sincerely, and shall do our best in the future to deserve their confidence and goodwill. We have now ceased sending our paper to anyone not a *bona-fide* jeweler, and now that we have made it purely a jewelers' paper we trust that the craft will make it more than ever their own, and help to make it a success by sending in contributions on trade topics and any item of news that they think would be of interest to the trade in general.

As we only print enough papers to send *one* to every jeweler in Canada, we trust that our readers will preserve them carefully. Although we are often written to for them, we cannot furnish back numbers. Our readers will please take note of this, and govern themselves accordingly.

Our advertising pages are now so varied and interesting, as to be fully as good reading as the rest of the paper. They are the monthly messages from our leading manufacturers and jobbers to the trade generally, and we ask for them your careful perusal and consideration. We would take it as a favor, if, when ordering goods from houses to which you have been directed by their advertisements, that you would mention having seen them in this journal. It is but little trouble, and will be of benefit to us.

HOW ABOUT INSURANCE?

The disastrous fire in Hull last month, involving a loss of nearly a quarter of a million of dollars' worth of property, is but another instance of the danger to which most of our country villages are exposed. Had Hull, like half-a-dozen other places in the Dominion which have been reduced to smoke and ashes during the past ten years, not been built principally of wood, and allowed to remain without adequate water and fire protection, its two hundred buildings might have been standing today, and it is scarcely probable that we would have been called upon to commisserate its citizens upon the awful calamity which has reduced many of them to poverty, and rendered most of them homeless.

The era of wooden buildings has gone by, and if people who ought to know better would look a short way ahead, and estimate the risk they are running by living in wooden towns and villages, inadequately protected against the ravages of fire, we are satisfied that in most cases brick or stone would be used in preference.

Of course there are lots of places that are now in existence whose people are not wealthy enough and who probably would not care to pull down their wooden buildings and replace them with brick ones, and to any jeweler who may happen to be carrying on business in such a place, we take this opportunity of saying that they cannot be too careful in looking after their fire insurance, and having both their building (if they are fortunate enough to own it) and stock adequately insured. A man who owns his own store, has his stock paid for, and owes no man anything, if he is foolish enough to do so, can afford to go without insurance, because he takes all the risk himself. But the merchant who buys his goods on credit, has no right to expose his creditors to a chance of loss that can be so easily guarded against as loss by fire.

As a rule, most people insure, but many of them, when they put on a few hundred dollars, fancy that they have done all that they ought to do in the matter. There never was a greater mistake. Total loss by fire is an ever present risk, and it should be as intelligently looked after and provided against, as rent or taxes, or any other necessary expense that it is impossible to do without. It is true that a man may go on for a lifetime and never have a fire, but he *may* have one the day after he insures, or, as has happened, the day after he has allowed his policy to lapse, thinking that the risk was not worth the expense.

Anything that is worth doing at all is worth doing well. Therefore, if you insure against fire at all, do so intelligently. Take stock, and find out how much your loss would amount to in case you were burned out without a chance to save anything. Then go to some first-class company and insure for as near that amount as they will allow you to do. If insurance, no matter how small the amount is good, adequate insurance, so as to reduce your loss in case of fire, to a minimum is far better. Hundreds of wealthy merchants in Canada have been reduced from affluence to poverty simply because they neglected to insure their stock and property in proportion to the amount of risk involved, whilst others, who have been equally unfortunate

in having been burned out, are to-day in a good position and doing a prosperous business, simply because they had prudence and business foresight enough to know the risk of loss they ran by fire and guard against it by adequate insurance.

Cheap insurance is usually dear insurance. No good reliable company ever goes in for low, cut-throat rates, and if any company offers them, you may depend upon it that their responsibility is about on a par with their rates. Always remember that in insurance, low rates should not be so much an object as getting it placed with some first-class and thoroughly reliable company, who not only are able to pay their losses, but to pay them without higgling, or being forced to do so by law.

If possible, put all your insurance in *one* company, and don't break it up if you can help it. If you do insure in more than one company, however, be sure and see that all your policies are concurrent; that is, that as to description and proportion of property they all read alike. Such an arrangement will be found of the very greatest service in case of loss by fire.

In conclusion, we cannot urge upon our readers too strongly the importance of being fully insured against loss by fire, and we think that most of them will agree with us that it should not be neglected. If this be conceded—How do you stand yourself?

CORRESPONDENCE.

NORWICH, March 11, 1886.

TRADER *Publishing Co.:*

GENTS,—By all means publish "Excelsior's" articles. I would like to give them to my apprentice and wish to keep my own numbers for the other matter.

Yours etc.,

J. HOLTON ROBINSON.

BOTHWELL, March 16, 1886.

TRADER *Publishing Co.:*

DEAR SIRS,—THE TRADER is a welcomed visitor every month and your offer in editorial of last issue would make it a valuable work to every practical watchmaker. I hope it will be appreciated.

Yours respectfully,

D. H. CUNNINGHAM.

PORT HOPE, March 6, 1886.

Editor TRADER:

DEAR SIR,—I for one desire the republication of "Excelsior on Watchmaking." I have read "Excelsior's" treatise on Watchmaking with a great deal of interest and am sure the trade will be profited by it.

Very respectfully,

J. S. SMITH.

QUEBEC, March 15, 1886.

THE TRADER *Publishing Co., Toronto:*

GENTLEMEN,—Have read just this day of your *splendid* offer to we retailers and do at once write you to say that I for one would be delighted to see "Excelsior on Watchmaking" in your splendid trade paper.

Yours respectfully,

C. ROUTIER, *Horloger et Bijoutier.*

50 et 52, Cote Lamontagne.

TORONTO, March 8, 1886.

Editor TRADER:

DEAR SIR,—I have read with much interest some of "Excelsior's" articles and should very much like to see all of those on Watchmaking published in the TRADER.

I believe it would increase the already deserved popularity of the TRADER.

Yours respectfully,

N. W. SPELLER.

PALMERSTON, March 4, 1886.

Editor TRADER:

DEAR SIR,—I for one of the many readers of THE TRADER would like very much to see a reprint of "Excelsior on Watchmaking." I find THE TRADER of great benefit to me in keeping me posted on changes in style of goods and other things pertaining to the jewelry trade.

Yours respectfully,

R. CROSKERY.

FOREST, March 8, 1886.

Editor TRADER:

SIR,—If "Excelsior's" article on Watchmaking is an article on watch repairing I should very much like to have you reproduce it in the TRADER; if on watchmaking I think your space is much better filled as you are doing now. THE TRADER is always welcome with me.

Yours etc.,

G. M. VANVALKENBURG.

72 Sparks St., OTTAWA, March 12, 1886.

Editor TRADER:

DEAR SIR,—I would be greatly obliged to you if you would send me THE TRADER. I look forward to seeing it every month and find it boss reading. I don't know the price of subscription, but would gladly pay whatever it is. I would like to see "Excelsior's" work published.

Yours etc.,

W. G. YOUNG.

CHARLOTTETOWN, P.E.I., March 10, 1886.

TRADER *Publishing Co., Toronto*:

GENTLEMEN,—I am of opinion that the publication of the articles referred to would be of benefit to the trade generally, and also would like to see them in THE TRADER on the ground that although we cannot drive the botch out of the trade, we may assist to make him a better workman.

Yours respectfully,

E. W. TAYLOR.

RODNEY, March 8, 1886.

THE TRADER *Publishing Co., Toronto:*

GENTS,—I received THE TRADER for March. In regard to the articles of "Excelsior on Watchmaking," I would very much appreciate the republication of same. I have been read-

THE HOWARD WATCH

Second to none in the world for accurate time, beauty and durability, which essential qualities have gained for them a wide reputation and the general favor of the American trade.



18 SIZE.
For Open Face or Hunting Cases



16 SIZE.
For Hunting Cases.



6 SIZE.
For Hunting Cases.

These Movements are made of the finest materials and in the most faithful manner, with fine ruby jewels, chronometer balances, and with thorough adjustments to heat, cold and position.

The 16 and 18 sizes are all made ***Pendant Hand Setting,*** as well as Stem Winding. The winding and setting arrangement an easy and uniform action, superior to all others in point of durability.

Every dealer who has a sale for fine Watches should use the Howard.

AGENTS FOR CANADA:

SMITH & PATTERSON

46 Summer Street, BOSTON.

132 St. James Street, MONTREAL.

ing THE TRADER for nearly seven years and look to its arrival each month as that of an esteemed friend. I remain

Yours respectfully,

E. J. SCHMID.

OSHAWA, March 5, 1886.

Editor TRADER :

SIR,—In compliance with your request, I wish to state that it would be a great pleasure to me as a retail jeweler to re-read "Excelsior on Watchmaking." The papers are of great benefit to the trade. It will be a matter of surprise if you do not receive replies from *all* watchmakers who receive THE TRADER.

Sincerely yours,

GEORGE W. WYATT.

TEESWATER, March 29, 1886.

Editor TRADER :

DEAR SIR,—I would be very much pleased to see published in your columns a reprint of "Excelsior on Watchmaking," although I have the most of his treatise as published in *Jewelers' Circular*. I think you would be making a move in the right direction and publishing something that would be of great value to the trade at large. I remain

Very truly yours,

GEO. H. COO.

HAMILTON, March 5, 1886.

Editor TRADER :

DEAR SIR,—I for one should be much pleased to see "Excelsior's" excellent articles on Watchmaking published in THE TRADER. I have, I think, all the Nos. of the *Jewelers' Circular* in which these notes appear, but for the benefit of those who have not I say publish them. I am very much pleased with your paper and wish you continued prosperity.

FRED. CLARINGBOWL, *Jeweler*,
158 King St. East.

TORONTO, May 18, 1886.

Editor TRADER :

DEAR SIR,—"Excelsior's" articles are undoubtedly the best written and most easily understood of any in the English language and should be *studied* by every watchmaker in Canada. Should you decide to publish them, the trade generally will be under greater obligations to you than it probably is aware of. I would not take $100 for mine if I could not replace them.

Yours truly,

ED. BEETON.
Head Workman with Kent Bros.

TORONTO, March 6, 1886.

THE TRADER *Publishing Co.:*

GENTLEMEN,—In response to your request for watchmakers to say if they would like you to publish Excelsior's "Practical Hints on Watch Repairing," I for one heartily endorse the idea. I have read them all and am of the same opinion as that generally expressed: that they surpass anything that has ever been printed on the subject. If you publish them, which I hope you will conclude to do, I believe you will be the means of doing a great amount of good to all concerned.

I remain, etc.,

C W. COLEMAN.

TORONTO, March 8, 1886.

Editor TRADER :

DEAR SIR,—I noticed your editorial re "Excelsior on Watchmaking," and knowing by experience the value of the articles referred to (having them myself bound in the *Circular* vols.), I have great pleasure in voting for a republication of them by you. I trust you will receive all the encouragement you deserve in making such an offer, and feel sure that the careful study of them will certainly improve that workman whose aim is to *know* his business thoroughly.

Yours very truly,

T. H. ROBINSON, 510 Yonge St.

WINDSOR, May 10, 1886.

THE TRADER *Publishing Co., Toronto:*

DEAR SIRS,—You deserve at least the hearty thanks of all Canadian jewelers for the free distribution of your excellent monthly, THE TRADER. It has become a credit to its publishers and worthy of the Canadian trade, and, judging by the push exhibited in its management and by its literary merit, I believe it will continue to improve with age.

I heartily wish THE TRADER success, particularly in its support of reform movements now on foot to correct certain abuses in the trade.

Yours sincerely,

G. A. HUESTIS.

TRURO, NOVA SCOTIA, March 20, 1886.

THE TRADER *Publishing Co.:*

GENTLEMEN,—Please accept my thanks for the March No. of your very interesting and useful journal, THE TRADER, which I have gone carefully through and with which I am very much pleased.

I notice particularly your remarks on "A New Metallic Standard of Value," and it strikes me that the idea set forth therein is the very best that could be suggested.

I notice also your proposal to publish the articles of "Excelsior on Watchmaking," which I cordially endorse, as I think it would make your journal more than ever a public benefactor.

Yours faithfully,

CALEB MCCULLY, *Watch and Chronometer Repairer.*

PORT ELGIN, March 8th, 1886.

THE TRADER *Publishing Co.:*

SIRS,—It is with pleasure that I find you disposed to publish that most valuable work of "Excelsior on Watchmaking," and trust that you will have every encouragement from the trade in the matter.

Your valuable journal is of interest enough to make it al-

HAMILTON & HAMILTON, JR.,

Successors to **HAMILTONS & HUNT.**

ESTABLISHED 1871.

ALL CHAINS STAMPED WITH OUR TRADE-MARK.

QUALITY OF GOODS GUARANTEED.

Successors to **HAMILTONS & HUNT.**

If desired, will furuish names of Jobbers carrying our line.

We also manufacture a complete assortment of BARS, SWIVELS, JUMP-RINGS, SPRING-RINGS, CABLES, EYE-GLASS AND BRACELET CHAINS.

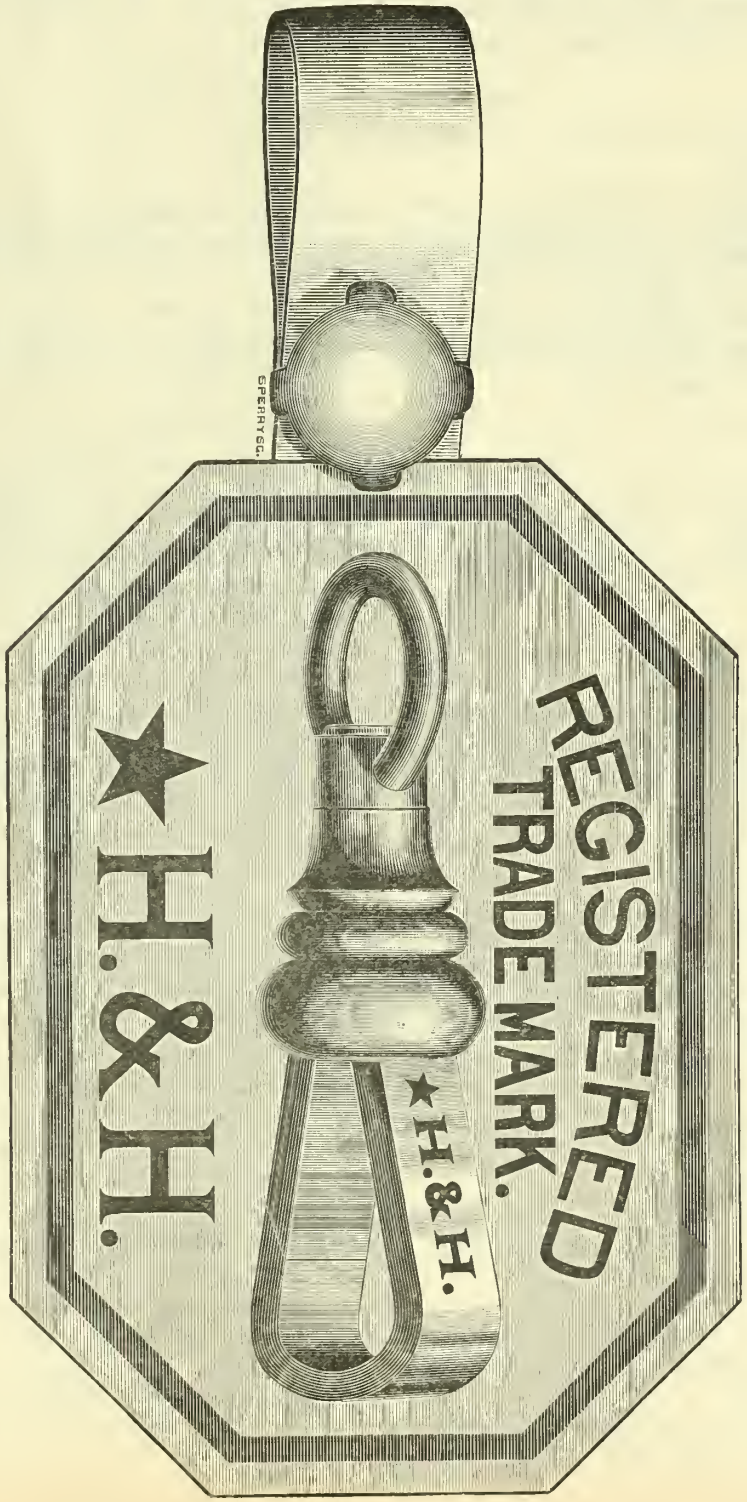
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—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

REGULAR QUALITY STAMPED * H. & H.



—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

EXTRA QUALITY STAMPED * H. & H. H.

ways welcome, even without such a work; but it will surely be of much more interest when you have in it "Excelsior's" work.

Trusting that you will at once begin the "good work" and wishing THE TRADER and its promoters every prosperity,

I am yours sincerely,

A. MOFFAT, *Jeweler, etc.*

P.S.—Having most of the *Circulars* containing work spoken of, I feel sure it will be a "boon" to the trade to have a reading of it. A. M.

To the Editor of THE TRADER:

DEAR SIR,—Your generous offer in last month's TRADER is one that every watchmaker will fully appreciate or I am greatly mistaken.

I have Grossman's prize essay, a work that no watchmaker should be without, and from what I have heard the one by "Excelsior" is far superior to it.

And then to have it reprinted in THE TRADER, at no expense to the retail trade, is something I don't understand as I consider THE TRADER one of the most spicy trade publications I know of. The *Watchmaker and Metal Worker* costs $2 per year and the *Jewelers' Circular* the same, whilst we have THE TRADER free. Hoping the rest of the craft will show their appreciation of your kind offer, I subscribe myself

Yours truly,

B. RICHARDSON.

MAIN STREET, MITCHELL, March 10, 1886.

THE TRADER *Publishing Co.:*

GENTLEMEN,—Your most generous offer to publish "Excelsior on Watchmaking" in the columns of THE TRADER is one I think every watchmaker should appreciate. I have read some of "Excelsior's" articles and was much pleased with them. I think there is no mechanic but can learn a great deal by interchange of ideas. In fact, I see THE TRADER has been for some time endeavoring to draw the craft nearer to each other through the use of its columns, but not with much success I regret. It would appear as if you were really taking more interest in our welfare than we do ourselves. Such should not be the case. I always look on THE TRADER as a welcome friend and would not like to be without it. Perhaps, if you did not send it out for a few months, we would learn to appreciate your efforts and counsel better. In the meantime, let me thank you for your generous offer.

Yours truly,

ALEX. CAMERON.

LONDON, May 5th, 1886.

Editor TRADER:

SIR,—I have mailed you the *Times*, containing a complete account of the opening of the Colonial and Indian Exhibition here yesterday.

It is impossible for me, at this time, to give you more than a few brief notes regarding the event which has brought so many Canadians over to this side of the Atlantic. However, brief as they are, I hope that they may not be uninteresting to the readers of THE TRADER.

In the first place I would state that the Exhibition, although opened, is far from being ready to open. There is but one department that has received ALL of its goods and has everything in shape, and that is India. The others are more or less incomplete. The one most behind, I am sorry to say, is Canada. Only about ONE-THIRD of the Canadian exhibits have as yet arrived. The balance are *somewhere*, the Lord only knows, for Sir Charles Tupper and the balance of the Commissioners here say *they* do not know. There has been a great amount of bad management either on this or the other side of the water. In fact, there seems to have been considerable on *both* sides. The papers here give Canada some very hard knocks. No one seems to be responsible for the delay. Sir Charles says it is the parties at Ottawa. However, when I tell you that there are *over one-thousand* packages of goods from Canada that have not arrived yet, you will see about where the "Canadian Exhibit" stands. No doubt but that when our goods arrive we shall have the *largest and finest* exhibit here. So everyone seems to think. But at present poor Canada is left out in the cold, and all on account of the negligence or bad management of whoever had the charge of shipping the goods. To tell you that there is a crowd of growling, complaining and kicking exhibitors here does not begin to express it. Such swearing and threats you never heard. If the present "force" at Ottawa were dependent upon the votes or support of the Canadians here now for another term of office, I am afraid they would be badly "left." The Exhibition, as a whole, will be a grand success. It is said to by far surpass *anything* ever produced on this side of the Atlantic. There has been nothing spared in fitting up the grounds and buildings. In fact, there is *everything* that money and brains could produce. The opening yesterday was probably the grandest affair of the kind that ever took place. Imagine, if you can, over 40,000 people in one vast assemblage made up of representatives from *every nationality* in the known world. *Hundreds of thousands* of people lined the streets and, in fact, the *whole world* seemed to be "let loose" into the streets of London.

As there are but few of our exhibits up (and most of those are incomplete), I cannot give you a detailed account of them. Hope to be able to do so later. I saw John Hallam here yesterday. I understand John tried to get up unto the platform upon which were Her Most Gracious Majesty, the Royal Family and the Colonial Commissioners, but was refused because he had neither "dress suit" nor "uniform" on. I was a little surprised at John attending such a gathering in his "little brown coat" (I think the same one he wore at Philadelphia in '76) and "same old hat."

I forgot to mention that the greatest trouble that we shall have to contend with will be the lack of space for our goods. What few goods that are here have *nearly* filled the space given to Canada. Those whose goods are here have not been allowed to open hardly more than *one-half*. The rest of their goods have been sent away and stored. To say that the exhibitors are dissatisfied does not express it. No doubt their grievances will find space in Toronto papers before long.

With kind regards, I remain

Yours truly,

EXHIBITOR.

REDUCTION IN THE PRICE

—OF—

LADIES' SIZES JAS. BOSS WATCH CASES.

NO Reduction in Quality, Method of Construction, or Beauty of Finish.

MORE HANDSOME, DURABLE, AND RELIABLE THAN EVER.

NO GILDING.

JAS. BOSS gold cases, whether of ladies' or gents' sizes are not gilded, but always present the natural color of the 14 2-10 carats gold of which their outer and inner plates of precious metal are composed.

The new styles of engraving for these surpassingly beautiful cases are now ready.

Bear in mind that, in the respects of quality and efficiency, Jas. Boss ladies' sizes of watch cases are the best and cheapest ever made.

Every Jas. Boss case is a gem, giving the full measure of satisfaction.

KEYSTONE WATCH CASE COMPANY,

NINETEENTH AND BROWN STS.,

PHILADELPHIA, PA.

A PRACTICAL TREATISE ON

THE BALANCE SPRING.

Including Making, Fitting, Adjusting to Isochronism and Positions, and Rating, also Adjustment for Heat and Cold.

BY EXCELSIOR.

PART I.

(1). Every watchmaker thinks he can "put in a hair-spring," and he does it,—after a sort. Probably there is no other one thing so generally done, in the whole range of the trade, about which there is such complete ignorance. Not one workman in a hundred can put in a hair-spring in all respects as it should be done; and when done, not one in fifty can tell whether it is properly fitted or not, if the general *appearance* is unobjectionable. Men will claim to be able to "fit a hair-spring the first time trying" who do not really know the object of a terminal curve, and who suppose the supplemental coil of the Breguet spring is designed to make the balance vibrate more freely!

(2). Nor is this ignorance confined to any particular class of workmen. It is found even among professional "springers," when they are induced to break their sapient silence and give some *reasons* for their routine manipulations. Theories are often put forth by persons undoubtedly well informed, which are not only absurd and without foundation in fact, but which it would seem that a single moment's reflection should have convinced their authors were untenable. But others, misled by the eminence of the authority, take them up, and defend and propagate them, until they almost become accepted as axioms, which no ordinary man dares dispute, least he should be considered an ignoramus. I propose to take that risk, and show up the most prominent of these bug-bears, and sweep away some portion of the mist and humbug that hang around this subject—not by any assumption of superior knowledge, but by applying the plain test of mechanical laws, practical experience and common sense.

(3). Before proceeding to the more usual operations, it will be useful to consider the mode of making springs. The material employed is the very best quality of cast steel, specially prepared and drawn into wire. Steel has the objection of liability to rust, and to be affected by magnetism, but thus far no substitute has been found which would perserve all of its valuable qualities and be free from these defects. The only rival worthy of being mentioned, is wire made of 18 karat gold, alloyed with pure copper, and worked into springs in accordance with the nature of the material. This is free from the two objections named, but long experience has shown that it is not as reliable as steel, besides that it is more difficult to work properly, and, its expansibility in heat being greater than that of steel, it requires heavier adjusting screws in the balance, thus introducing a train of evils which more than offset all its advantages over steel. It is to be hoped, however, that our inventors may yet succeed in discovering a material having all the advantages, with none of the disadvantages of steel. Until then, owners must take proper care of their time-pieces or suffer the penalty of ruined springs.

(4). Steel may be made elastic either by hardening and tempering, or by compression, and springs are made in both ways. Springs for marine chronometers are now almost always hardened and tempered, as are those for the finer classes of pocket watches—while cheap springs are wire-drawn and rolled to all degrees of hardness, then wound into shape, and blued by heat, which causes them to "set" in the proper form. The former are more expensive, but are in every way preferable when properly made. Their temper is more uniform, both in the body of the spring and throughout its length; their qualities, whatever they may be, are more permanent, and they are more certainly made of any desired temper. Where the elasticity is given by drawing through wire plates and by rolling, there is the danger of minute cracks being produced in the edges at the final rollings, when the wire is already hard, which, although imperceptible to the sight, will disturb the action of the spring. But if the spring is to be hardened by fire, it can be annealed and kept in safe workable condition till the moment of hardening.

(5). In drawing (or rolling) the wire it is important, 1st: To draw always from the same direction, and, if it is rolled upon a spool after each drawing, it must be unwound and re-rolled before drawing again, so as to commence with the same end each time; 2nd: To draw at a regular rate of speed—not fast at one time, then slow, etc., for such irregularity of speed will produce irregularity of texture in the wire; 3rd: To have as few stops as possible, for there will be a difference of texture at that point of the wire that is in and behind the plate at the time of the stoppage, no matter how short the stop may be. The best way is to draw the whole length of the wire through at a regular speed without stopping at all; 4th: Wind the wire upon *large* spools or bobbins, if at all, and do not cramp or bend it any more than is unavoidable, until it is made up into springs; 5th: Instead of oil use bees wax as a lubricant; that will adhere to the wire under any pressure, while oil will not; 6th: Before heating the wire, either to harden or "set' it, clean it thoroughly by rubbing it lengthways with a rag dipped in pure (or 98 *per cent.*) alcohol, and then do not handle it with the bare fingers, but with clean tools, or by interposing clean paper or cloth between the skin and the steel.

(6). *Different forms of springs.* There are two principal forms for hair-springs; the flat spiral, either plain or with the Breguet curve, and the cylindrical or helical. The latter is adopted for chronometers, and the former for most pocket watches. There are many other forms, not often employed, as the spherical, which is largest in the middle and tapering down toward each end, making it globular in form. These are very roublesome to make and set true, and have no practical advantages over the helical form with proper terminal curves. Another method is to make half of the wire in the helical form and the rest is coiled up in the flat form at the end of the helix. The objections to this are that the flat portion of the wire is subjected to violent twistings, being first straightened out from the helix, then wound up again in the spiral form, which would be sufficiently objectionable if the wire was soft, but in this case it is done after the wire is hardened and ready for use. And, even if this objection could be avoided, there is another, that the coiling and uncoiling of the helix would inevitably throw the flat portion out of its plane at each vibration, and greatly disturb the isochronal properties of the spring, to improve which is the only object of the helico-spiral form. Then there is the reversed helix, being, in effect, a helix broken in two in the middle, and the two ends pinned into a stud in such a way that the upper half of the spring coils up while the lower half is uncoiling, and *vice versa*. This is difficult and



GOODS AT JOB PRICES

2,000 SWISS WATCHES, in Gold, Silver, Gilt and Metal Cases.
3,000 PAIRS BRACELETS, American Rolled Plate.
2,000 DOZ. CUFF BUTTONS, Separable and Lever, American Rolled Plate.
300 DOZ. ROLLED PLATE CHAINS, in Curb and Fancy Patterns.
1,000 DOZ. FIRE GILT CHAINS, in Plain and Fancy Patterns.
500 DOZ. NICKEL AND GILT CHAINS, Assorted Patterns.
100 DOZ. FANCY GEM RINGS, in 10 and 15 kt. Gold.
500 DOZ. CHAINS OF ALL DESCRIPTIONS.
2,000 DOZ. SPECTACLES & EYE GLASSES, American, French & English
150 DOZ. MOUNTED HAIR ALBERTS, of all Styles with Charms.

Although I sell every line of Jewelry cheaper than any other jobbing house in Canada, I am making a special drive on the lines of Goods mentioned above. Being over stocked in them and anxious to clear them out to make way for fall stock which will arrive shortly, I am offering them regardless of cost. If you want bargains now is your time.

If you can't come and see my goods, send an order by mail or wire, and it shall have my prompt personal attention. Remember the address :

55 & 57 YONGE STREET, TORONTO.

S. FRENKEL, Wholesale Jeweler.

E. J. THOMPSON & CO.

WHOLESALE JEWELERS,

—: IMPORTERS OF :—

AMERICAN WATCH MOVEMENTS, SWISS AND AMERICAN MATERIALS AND TOOLS, GOLD, GOLD FILLED, SILVER AND SILVERORE CASES,

—: AND ALL THE :—

LATEST NOVELTIES IN JEWELRY

We handle everything required by the Jewelry Trade, and our Prices will be found as LOW as the LOWEST.

PROMPT ATTENTION GIVEN TO ORDERS BY MAIL.

☞ *Goods sent on approval to responsible parties.*

55 KING ST. E. HAMILTON, ONT.

unreliable. The same object is accomplished with flat springs, by using two of them, so attached that one coils up while the other uncoils, as above stated. But no form of spring has yet been tested which produces any better effects than can be obtained from the helix or the spiral, by proper manipulation.

(7). There are good workmen who claim that a flat spring cannot be made isochronal—which, in view of innumerable instances to the contrary, is as ridiculous as the claim that the spring-detent or chronometer escapement is, *per se*, superior for keeping time to a detached lever escapement equally well made –a point which I shall touch upon hereafter. Theoretically, the helix, with its coils of equal diameters, is superior to the spiral; but practically, the average of the effects of the numerous coils of different diameters is equal to that of a spring with equal coils of an intermediate diameter. And a spiral spring with its outer end returned by a properly formed terminal curve is fully equal to a helical spring, for pocket watches; but for marine chronometers it is better to make the spring in the helical form, on account of the large size of the wire required for their heavy balances. As both forms are good, I will describe the mode of making each.

(8). *Making helical springs.* For the helical spring a cylindrical brass block is made, and shallow grooves cut in its exterior surface, by a small screw-cutting lathe or otherwise, having the exact shape the spring is desired to take, the wire is then coiled tightly in these grooves, and each end is fastened by screws or pins. But as brass expands more than steel, when heat is applied, the block will expand more than the wire wound upon it, and injure it more or less by straining it while heated and soft. We avoid this as follows: At each end the spring if pinned, is drawn through holes drilled in the block, pulled tight and fastened with the pins. This produces a right-angled bend at the edge of the hole. The pins are then loosened, and the wire drawn out of the holes so that, when again pinned fast, these bends or elbows, instead of lying on the surface of the block, are about the breadth of the spring above it. These short upright portions will yield sufficiently to avoid straining the wire when heated, yet are stiff enough to hold it properly to its place. When the ends are fastened by screws instead of pins, the screws should be put on the ends of the block, not on its sides, and each end of the wire being drawn over the sharp edge, produces the elbow as before, which can be loosened up and refastened at the proper height by the screws. The elbows may serve the same purpose of safety when bluing the spring. The object of using brass blocks is two-fold: If of steel, they would be liable to warp more or less by hardening, and communicate an irregular form to the spring, which is, of all things, to be avoided; and a steel block will scale to some extent by the hardening process, and lose the perfect accuracy of its grooves—whereas a good brass block can with care be used many times. The block on which the cylindrical springs are hardened should be hollow, so that it will cool quickly. Its thickness should be no greater than will give sufficient rigidity and strength. The thickness is generally from one-eighth to one-sixth of the total diameter of the block.

(9). If the spring is to be simply blued and "set," hold the block with the spring upon it in the frame of the alcohol lamp, turning it constantly, and heating slowly and evenly, till it acquires the proper color, then let cool. One bluing is sufficient for a rolled spring, but coloring a hardened and tempered spring is a very different matter.

(10). *Hardening springs.* If the spring is to be hardened by fire, it is sometimes wrapped in thin sheet copper or platina foil fastened with binding wire or folded over the ends, having been previously well daubed over with common soap, softened by warmth, not moisture, which largely protects it from scaling and coloring by the heat, by keeping it from the air. When so wrapped up it must be hardened in water. But most workmen simply slip the block and its spring into a brass, copper, or iron tube, or even a common clay pipe bowl, and fill it around and over the block with fine wood-charcoal dust, well shaken down to fill all the interstices, and entirely exclude the air while the wire is being heated. A small piece of steel wire must be so placed that it can be occasionally taken out to judge of the heat, as charcoal packing is a very poor conductor of heat, and very deceptive to the inexperienced. Very fine silver filings have been proposed, being a good conductor, but I do not know that this has been tried. Animal charcoal is also used, but it makes the spring very hard and difficult to form the terminal curves. For a plain spiral spring, requiring no after manipulation, it would be excellent.

(11). The whole must be carefully heated in a charcoal fire to a cherry red, but no higher, and, as soon as it reaches that, the block with its spring is emptied into oil or water—the preference being for oil, unless the block is wrapped up as stated above, when it should be quenched in soft water. The proper temperature for the quenching bath is about 60° Fahr., as that is found to give sufficient hardness without danger of causing the steel to crack. But if the wrapping is at all thick, a greater degree of cold will be safe, and in fact necessary—but that is to be avoided.

(12). *Tempering springs.* If the spring has been hardened in oil, it is now drawn down to a straw color—if in water, to a purple—then removed from the block and polished inside and out, edges and all, with a stick and fine oil stone dust or "sharpe," again fastened tightly on the block as before, and the color brought down to a rich dark blue. This, however, is a matter which depends somewhat on the quality of the wire used, and can only be fixed by testing your sample. Some steel will be as hard and elastic at a dark blue as another sample will be at a straw color. The aim should be to stop just short of brittleness, so that a piece of the tempered wire may, *with care*, be bent cold to a right angle around your screw-driver, or a round broach, but would snap off if it was bent carelessly or over the square edge of your pliers. If the spring is to be used white, it should be brought to the proper temper before polishing. In forming the terminal curves the hardened spring must always be bent by heated tools, a subject I shall treat on hereafter under the head of isochronism.

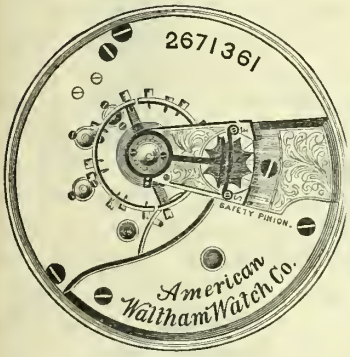
(13). In coloring a spring, it is not always necessary or even advisable to go by the color of the spring itself, as any piece of steel on the block or plates will do just as well. But there are certain precautions to be observed which are not necessary with larger articles of steel, because here even the slightest variation of the temper affects the action of the spring. Supposing the color should be a dark blue, if the mass (spring and block, or plates), has been heated rapidly, the coloring must be stopped sooner, or at a lighter shade, say a purple or a reddish brown; while if it has been heated very slowly, it may be carried to the exact shade desired.

(TO BE CONTINUED.)

AMERICAN WALTHAM WATCH CO.

NEW NAMELESS 18 SIZE STEM WIND MOVEMENTS

HUNTING OR OPEN FACE.



No. 5.

GILDED MOVEMENT; thirteen jewels in settings; expansion balance; patent regulator. Eighteen size, Stem Winding, Huntiug or Open Face.



No. 15.

GILDED MOVEMENT; fifteen jewels in settings; expansion balance; patent regulator; patent Breguet hair spring, hardened and tempered in form. Eighteen size, Stem Winding, Hunting or Open Face.



No. 25.

NICKEL MOVEMENT; adjusted; fifteen jewels in settings; expansion balance; patent regulator; patent Breguet hair spring, hardened and tempered in form; adjusted to heat and cold and in three positions, viz.: pendant, cock and dial. Eighteen size, Stem Winding, Hunting or Open Face.



No. 35.

NICKEL MOVEMENT; adjusted; fifteen ruby jewels in gold settings: expansion balance; patent regulator; patent Breguet hair spring, hardened and tempered in form; double sunk dial; adjusted to heat and cold and in all six positions. Eighteen size, Stem Winding, Hunting or Open Face.

ALL OPEN FACE MOVEMENTS ARE MADE PENDANT SETTING

THESE goods are regular full plate eighteen size, fitting any standard make of eighteen size cases, are of the newest models, and have all the latest improvements, numbers 15, 25 and 35 having the celebrated **Logan Breguet hair spring, hardened and tempered in form,** which is made only at Waltham and is **not to be found upon watches of any other makers in the world.**

They possess all the qualities of high grade movements and are offered at the usual prices of grades known to be much lower in quality.

They bear the name **American Waltham Watch Co.** only, and can be sold upon **their merits,** which, we believe will be more evident and acceptable to dealers and to the public than the fictitious value often claimed for goods of less established repute than Waltham.

We believe the market offers nothing of any other make to at all compare with these goods in such a rare combination of quality and price.

Dealers should **buy** them because they offer opportunity for profit.

Dealers should aim to **sell** them because they will give satisfaction to customers.

Prices will be found on Page 5 of Price-list issued by Canadian Association of Jobbers.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS,

BOSTON. **NEW YORK.** **CHICAGO.**

LONDON, ENG. **SYDNEY, AUS.**

SELECTED MATTER.

THE JEWELER WHO ALWAYS DOES A RUSHING BUSINESS WHEN TIMES ARE DULL.

When times are dull and trade is slow,
And commerce is depressed,
A jeweler sometimes is found
Who " sells more than the rest."
His store is found on some side street,
His stock is low and snide;
Perchance a chattel mortgage rests
On everything inside.
In Bradstreet's he is rated at
N. G. and No O;
His goods they must be paid at once
As soon as they are bought,
He lives in clover; has everything
Which mortal can desire,
And judging from his talk you'd think
Makes money like " wild fire."
He's smooth tongued and polite,
He watches for his prey,
And finds it in those men who like
Flattering (but they pay).
In problems, in arithmetic,
There's none so clever as he,
He has four watches monday morn;
However dull trade may be
He sells five of these in a week,
And has remaining three.
To his friends he says that at the bench
He earns five dollars a day.
When his customer comes to get his watch,
And has two dollars to pay,
And returns to say it's rather much;
This is what he'll say:
" It takes a good man all his time
A dollar a day to earn,
And if I could again start out
This trade I'd never learn."
"All other jewelers in town
Are botches at the best.—"
In fact he is the only one
Who can stand the test,
All watches by these botches ruined
To him are finally sent.
He gets in " regular six a week,"
" More than he likes to tend—"
If he would say one in six weeks
Instead of six in one,
It might then be one in three months,
Again it might be none.
And if it really were the case
That he'd get in his work,
The watch in question would soon be
A subject for the morgue.—
" This watch was found in a back street,"
The chief police would say,
" Foul murder here suspected is,"
" Inquest is held to-day.—"
The coroner's jury is sworn in,
The case explained to a letter—
" Killed by an assasin " the verdict is.
Unknown; (for that no better)—
The man who cast the watch aside
Is lost to him for ever,
And if he buys ten watches more
He'll patronize him never.
This stops the blower not—he blows,
He goes from worse to worst;
Some day he'll get up too much steam—
The end will be he'll burst.—G. K., Elmira, Ont.

A BOLD ROBBER.

Paris must have its weekly sensation. This time it is not a murder nor a duel, but—a robbery. Something new and ingenious in the way of robberies, you may be sure, to attract attention in this lively city. Cartouche could not have been more clever. For the distinction of this recent marauding expedition M. Trochard's store in the Boulevard Haussmann—one of the largest establishments in Paris—was selected.

One afternoon lately a carriage drove up, two men alighted and entered the store. They were well-dressed and had pleasing manners. Asking to see some plate, they were shown the choicest specimens by a salesman, and bought a large amount of it, to the value of 15,000 francs. Going to the diamond counter, one of them inquired the price of a magnificent necklace in diamonds and opals, and was told that the jewels were valued at 95,000 francs. The visitor then ordered it to be packed with the plate, and asked if his cheque would be taken in payment. He seemed to expect this would be refused, and produced from his pockets bank notes for the full amount, lacking 3,000 francs, which deficiency was at once supplied by his companion. The precious pair then drove off with their purchases.

Half an hour later a cab dashed up to M. Trochard's store, two men, dressed as police agents, sprang out, and, entering, hurriedly asked whether two persons answering the description of the plate buyers had been there, and, if so, what they had bought. When told of the purchase of the diamonds and plate, they demanded, in the name of the law, to see the money which had been paid. This money they pronounced counterfeit, and insisted that the clerk, with these spurious notes, must accompany them to the police station. They all three got into the cab.

The clerk was found several hours later, half stupefied in one of the suburbs. He was arrested as drunk and disorderly and taken to the station, where the whole story came out. The so-called police officers were confederates of the purchasers. The notes were perfectly good. The clerk had been drugged, and after the money had been taken from him, he had been thrown into the street. The police are piqued at the success of the crime, and are making extraordinary efforts to detect the thieves but up to now without avail—Cor. *Jewellers' Weekly.*

THE WESTMINSTER CLOCK.

Mr. S. Fawcett some time ago delivered an interesting discourse on the largest steeple clock in the word, the Westminster clock, which was constructed by Sir Edmund Denison in 1854. Admirers of this gentleman tried last year to hold a thirty years' celebration, or something of the kind, but we believe the proposal did not meet with favor in horological circles. The following are the most interesting data from his lecture: The clock, the frame of which is 16 feet long, and 4½ feet broad, and whose flies rotate more than 20 feet above the head of the visitor, is wound and kept going at the cost of £100 per year. The striking train is also wound by hand—an operation, which, for the two trains, is performed twice a week and lasts two hours each time. The first hour stroke resounds when the large hand has reached the sixtieth division line, and each stroke lasts about five seconds. The clockwork moves almost noiselessly. A very large arc (2¾ degrees on each side of O) was taken for

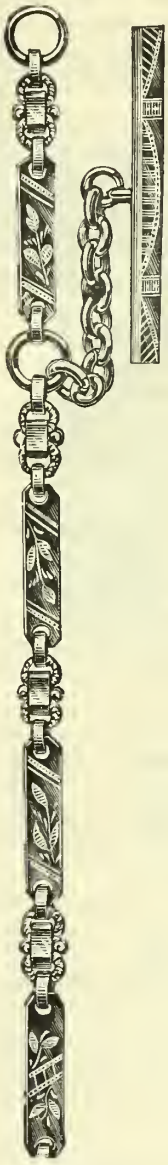
ENQUIRE WHO MAKES THESE ROLL-PLATE CHAINS OF YOUR JOBBER.



1891



1838



1837

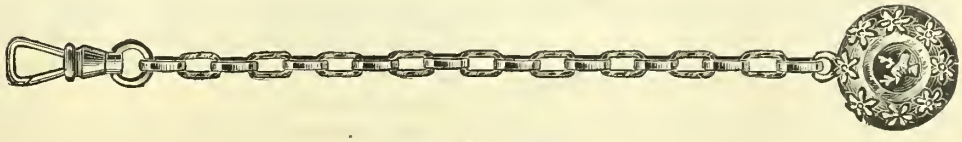


1844

GOLD, FRONT AND EDGE HAND ENGRAVED VEST CHAIN.



1783 284 QUEEN.



1795 312 QUEEN.

the pendulum, whereby it is regulated, not by the difference of temperature, but by that of barometric pressure. The clock has four dials, each 21½ feet in diameter. In each half minute the large hand moves nearly seven inches forward. The going train runs eight and a half days. The hour gong, introduced in 1857, measures 9 feet in diameter, is 8¾ inches thick, weighs 13 tons and 11cwts., and sounds in E. Its hammer weighs 7 cwts. Besides this there are four other gongs (bells) in the tower connected with the clock, weighing from one to four tons, which are struck by hammers weighing from 56 to 175 pounds, and sound in B, E, F, G. The large hand is 14 feet long, and its weight and counter poise are about 200 pounds. The hands are of copper, and of tubular shape. Dials and hands cost £5,334, or about one quarter more than the cost of the entire clock with striking train. The figures upon the dials are two feet long. The pendulum is perhaps the largest in the world.

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

J. A. GIROUX, jeweler of Granby, Que., has assigned with about $2,000 liabilities.

TRADE, although dull, has improved somewhat during the past month. Collections, however, are dull, and money reported scarce.

MR. A. S. CUTHBERTSON, one of the head pushers in the establishment of Messrs. John H. Jones & Co., of Montreal, was in the city last month.

MR. SHERRY, representing the Brooklyn Gold Case Company, and Mr. Fahys, representing Jos. Fahys & Co., of New York, paid Toronto a business visit last month.

MR. WM. EAVES, of Montreal, in correction of a paragraph in last month's issue, writes us that he is the oldest jewelry jobber in Canada, having commenced business in Montreal in 1859.

S. SYDENBURG, jeweler, of Yonge St., Toronto, was committed for trial by the police magistrate last month, on the charge of knowingly purchasing stolen goods.

MOSELEY LATHES.—We direct the attention of our readers to the advertisement in another part of this issue of the celebrated Moseley Lathes for watchmakers' use. They are away up at the top.

THE PREMISES OF L. N. DORION, jeweler of Hull, Que., was destroyed by fire last month. We understand that he was partially covered by insurance.

MR. DAVID THOMPSON, the well-known jeweler of Hamilton, has been recently admitted as a partner in the wholesale firm of E. J. Thompson and Co. of that city.

A. E. EDWARDS, jeweler, of Montreal, has assigned with liabilities of about $3,000, due principally in England. The probability from present appearances is that the estate will pan out very poorly.

WE CONGRATULATE THEM.—At a late meeting of the directors of the American Waltham Watch Company, Mr. E. C. Fitch was elected president pro tem., and Mr. Irving Smith, of Boston, was elected a director.

WE ARE EXTREMELY SORRY to learn that Mr. Charlie Ellis, of the firm of P.W. Ellis & Co., lost his eldest son last week from diphtheretic croup. We are sure he will have the sympathy of the entire trade in his bereavement.

FAHYS INLAID CASES.—We direct the attention of the trade to the price list of the Fahy gold inlaid cases sent with this issue as a supplement. By some oversight it was omitted when the association list was published, but as it has been made exactly the same size, it can be pasted into the book without impairing its symmetry.

OUR ESTEEMED FRIEND Mr. W. J. Porte, Picton's oldest jeweler, called at this office about a week ago, to say "how do you do" to THE TRADER. It is needless to say that we were very much pleased to see Mr. Porte looking so well and to assure him that we were always glad to have him call.

GONE TO EUROPE.—Mr. Herman Levy, of the firm of Levy Brothers, of Hamilton, sailed for Europe last month for the purpose of purchasing goods for his firm. He expects to be absent about three months, and the trade may look for a fine assortment of goods when his firm gets ready for the fall trade.

HENRY W. JAEHNE, the New York alderman, recently convicted of bribery, and sentenced to nine years in Sing Sing, was formerly a jeweler. It may be that the jewelry business was not a very profitable one, but it was at least honest, and would not have landed him in prison had he properly conducted it.

E. SCHEUER, wholesale jeweler of Toronto, has just returned from New York, where he has been laying in an immense stock of jewelry and clocks. He proposes making clocks one of his specialties, and intends to keep an assortment so complete that his customers can have their orders filled from stock without any delay.

SNATCH THIEVES have been going through Montreal jewelers pretty thoroughly lately, and can count amongst their victims R. W. Stoddard and L. O. Paradis, from both of which gentlemen they made a haul of watches and rings. We trust that the police may get these scoundrels into their clutches and make an example of them.

NEW HUNTING PERFECTION CASE.—The new 3 oz. Hunting Perfection Case manufactured by the American Watch Case Company of Toronto, seems to us to be just about all that its name indicates, and we should think that it will very shortly become the leading cheap case of the trade. In our opinion it is the best cheap case we have ever seen for the money.

HYMENIAL.—Mr. W. G. A. Hemming, senior partner of the firm of Hemming Bros., the well-known case manufacturers of this city, was married last month to Miss Smithers of Montreal. THE TRADER, in conjunction with Mr. Hemming's myriad friends in the jewelry business throughout Canada, sincerely wishes himself and bride, long life, health, and prosperity.

MR. 4 SINGER, the late genial missionary of the Waltham Watch Company in Canada, writes us from Chicago, Ill., U. S., to say that he still lives. His many friends amongst the craft in Canada will be pleased to hear this, and the further news that he prospers. Not wanting to lose sight of his Canadian friends he wanted to have the TRADER sent to him regularly.

THANKS.—Regarding the publication of "Excelsior's Articles" our best thanks are due to Mr. A. Moffatt, jeweler, of Port Elgin, for his kindness in furnishing some of the missing journals containing them. Mr. Moffatt has an almost complete file of these articles, and thoroughly endorses our opinion that they are invaluable to any one who desires to become a first-class workman.

COMPLIMENTARY.—John C. Dueber, the well-known watch case manufacturer of Newport, Ky., was banquetted by his fellow citizens last week. Mr. Dueber has been talking for some time about moving his factory, but from the complimentary remarks of the speakers at this banquet we should say that if his townsmen have their way, the Dueber Manufacturing Company won't leave Newport.

MR. CHAS. E. HAYWARD, of the firm of C. E. Hayward & Co., died last month at the ripe age of 62, of congestion of the lungs. He was one of the Pioneers of the jewelry manufacturing business in America, having started in 1851. He was upright and honorable, and one of Attleboro's foremost citizens, and his loss will be keenly felt by that city. The business will be carried on by the remaining partners.

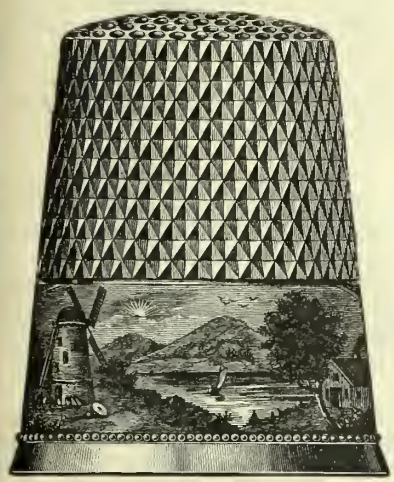
A CHANCE TO VISIT TORONTO.—Jewelers who want an excuse to visit Toronto will wait a long while before they find a better one than that afforded by Hanlan's Regatta, on Friday and Saturday, the 4th and 5th June. In addition to the fact, that with the exception of Teemer, all the first-class oarsmen of America will compete in the single and double scull races, the railroads have made special excursion rates which are very favorable.

THE complete and elegant catalogue of watch materials recently issued by the *American Waltham Watch Company*, is intended for

SIMONS, BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

Chains, Thimbles, Canes, Umbrella Mountings.



Established 1840.

TRADE S MARK

611 & 613 Sansom St.,
618 Chestnut St.,
PHILADELPHIA, PA., U.S.



No. 76. 5⅛ in.

N. Y. OFFICE, 20 MAIDEN LANE.

Address all Orders to Factory

: CLOCKS :

TO THE TRADE

OUR attention has been called to the letter written by the Ansonia Clock Co. to a local firm, and published as an advertisement in the "Globe" of the 20th inst. We have not the slightest fault to find with the letter, and we do not dispute the facts contained therein; on the contrary, we are exceedingly obliged for the free advertisement, and beg to return our sincere thanks for same.

ALL WE DESIRE IS THIS, THAT THE TRADE OF CANADA WILL UNDERSTAND

WE ARE STILL IMPORTING OUR USUAL LINES OF ANSONIA CLOCKS

And so long as our prices are right we presume it is a matter of supreme indifference to the trade whether we buy the goods from Factory direct or not. We claim to be the

OLDEST AND LARGEST CLOCK HOUSE IN CANADA

And the trade can rely on obtaining the most desirable goods from us. In not confining ourselves to any one Factory we are enabled to supply our Customers with the most desirable lines of each, an advantage readily appreciated by Dealers. We handle clocks manufactured by the following reliable and well-known Companies:

NEW HAVEN, SETH THOMAS, WELCH, TERRY, INGRAM AND ANSONIA.

H. A. NELSON & SONS,

MONTREAL HOUSE:
59 TO 63 ST. PETER STREET.

TORONTO HOUSE:
56 TO 58 FRONT ST. WEST.

P. S.—Illustrated Catalogue of Clocks will shortly be ready for distribution.

gratuitous distribution to all watchmakers. The company have had copies of it mailed to all dealers in watches, but many have been returned on account of misdirection. Those dealers who have not received the book should apply for it to the general agents of the company in New York, who will forward it free of charge.

WATCH BUTCHERS.—Speaking of the trade rivalry between two opposition jewelers in Lowell, Mass., which will apparently last until one of them fails in business, the daily paper of that place says: "In the meantime, anybody who wants a watch spoiled can have it done for a dollar by either men." There is more truth than poetry in this sentence, and there are towns in Canada whose jewelers might without any impropriety think over it and lay it to heart.

A RESTITUTION BILL.—Representative Hemphill's restitution bill proposes to give back all the rebel jewelry confiscated during the late rebellion in the United States. This is all well enough as far as it goes, but as much of this jewelry has become old fashioned and depreciated in value, who is going to recoup the owners for this shrinkage? If the claimants are anything like the U. S. jobbing jewelers, Mr. Hemphill will have to add a rider in the shape of a rebate bill.

ELLIS' WATCH CASE CATALOGUE, to which we referred in our last issue has evoked golden opinions from the trade throughout the country. Besides being an excellent help in ordering stylish goods, it is, on account of its printed retail prices exceedingly helpful in making a sale where the jeweler has no goods in stock exactly suited to the wants of his customers. It is a credit to the Canadian trade, and we trust that its energetic publishers may reap a large return for their enterprise.

O. G. MARTIN the jeweler of Blyth, Ont., who was tried at the Guelph assizes last month for passing counterfeit money, was found guilty and sentenced to two years' imprisonment in the penitentiary. Mr. Martin is said to be a smart capable mechanic who could have done well at his business had he stuck to it properly, and it is a pity therefore, that he should have allowed a desire to get wealth without honestly working for it get the better of his judgment and lead him into such a disastrous scrape.

MR. FRED. CHINNOCK, the well-known jeweler of Napanee, called on us last month when in the city. We were glad to hear that having been level headed enough to carry plenty of insurance, his loss by the late fire in that town has not affected him beyond a temporary disarrangement of his business. If anything were wanted to enforce the lesson of "adequate insurance" it is the contrast between such business foresight as Mr. Chinnock has exhibited and the case of some of the other sufferers by the same fire who have been practically ruined by it.

HOWARD WATCHES.—The Howard Watch Company of Boston Mass., U. S., have determined to make a strong bid for Canada trade, and to accomplish that object have given the general agency of their goods to Messrs. Smith & Patterson, wholesale jewelers of Boston and Montreal. The merit of the Howard Watch is too well known to need any commendation on our part, and the trade may therefore rest assured that although they do not pretend to take the place of the ordinary American movements, nothing can be found superior to them for the finest class of trade.

MR. GEORGE CHILLAS, the indefatigable secretary of the Canadian Association of Jobbers in American Watches, has just issued to the wholesale trade a very neat and complete list of Canadian retail jewelers. As this list has been revised and corrected by half a dozen of the best posted jobbers in Toronto and Montreal, THE TRADER proposes to use it as a mailing list in future. We propose to make this a journal exclusively for the use of jewelers and to send it to jewelers only, and any *bona fide* jeweler engaged in business can get it free of charge by dropping us a line to that effect and enclosing his business card at the same time.

A HEAVY SUIT.—Mr. Charles Stark, jeweler, of Toronto, has issued a writ against the American Watch Case Co., of this city, claiming from them $25,000, on account of their assisting to boycott him from purchasing watch cases and movements. This case involving as it does the right of manufacturers to sell to whom they please, is the most important jewelry suit that has ever come before the Canadian courts, and its result will be carefully looked for by the retailers throughout the country, who claim that their trade has heretofore been much damaged by the very low prices Mr. Stark's direct purchases from the manufacturers enabled him to sell at. As the case is now before the courts we shall in justice to both parties reserve any comments until after it has been decided.

THE *Globe* ON THE LABOR QUESTION.—The *Toronto Globe* has for some time been endeavoring to trim its sails so as to get the support of both Capital and Labor. Its symposiums on the Labor Question has brought out so many and such irreconcilable views that any other journal would hesitate to tackle the contract of reconciling them. The *Globe*, however, is apparently equal to the task, and at the present time it assumes that it has them both well in hand although they are like steeds that are galloping in different directions. This trying to run with the hare and hunt with the hounds is about played out in Canada, and if the *Globe* don't get its backbone stiffened up somewhat before the elections come on, it will be the laughing-stock of both parties. Political jelly-fish are a luxury this country can't afford.

LORNE ON CANADIAN POLITICIANS.—A good deal of bombastic nonsense has lately been shot off by the partizan press of this country, in reference to the observation of the Marquis of Lorne that the strong endorsation of Canada regarding Home Rule for Ireland should not all be taken for Gospel, but should be appraised by England at its real value. He pointed out that as both the political parties in Canada were fishing for the Irish vote, neither of them dare refuse to vote for such a resolution as Mr. Blake lately brought before the House of Commons.

For this manly, common sense view he has been soundly taken to task by all, and sundry of the regular political hacks in the country, and told very plainly that although he had lived in Canada so many years his knowledge and experience of its politicians was of no value whatever.

As a matter of fact, we strongly concur with the Marquis of Lorne's view on this, as on many other questions, and were Canadian journalists as honestly outspoken about this subject as about dunning up delinquent subscribers, they would tell a very different story. At the present time of writing it looks as if common honesty were a missing plank in both the political platforms of our Canadian politicians.

THE DEATH OF HORATIO MOORE.—*Waltham, Mass.*, April 29th.—Horatio Moore, president of the Waltham Watch Company, and for many years an honored and useful citizen of Waltham, died here yesterday evening in the seventy-sixth year of his age. Mr. Moore was born in Bolton, Mass., in 1810, and from early youth till the present, his life has been one of great activity. At an early age he was appointed agent of the Newton Chemical Company, which position he held for thirty years, and when the corporation gave up business, seventeen years ago, he was entrusted with settling up its affairs, which involved the marketing of a large quantity of land.

He was president of the Waltham Savings Bank from the time of its incorporation in 1853 until about two years ago. In 1847 he was elected a member of the Board of Directors of the National Bank, then a State Corporation, and held the office continuously up to 1879, a period of thirty-two years. He also ably represented the town in the Legislature in 1851-52-53-56-59. In 1876 he was elected president of the American Watch Company, a position which he has since held, being re-elected at the last annual meeting held only a few weeks since. In addition to his official position he was also a heavy stockholder in the concern. Mr. Moore had been in feeble health for some time, but his death was unexpected. On the 24th of this month would have occurred the golden wedding of Mr. and Mrs. Moore, and great preparations were being made by children and grandchildren to celebrate that event. —*Jewelers' Weekly.*

FISH.—When Brother Jonathan found that he had to pay Canada three-and-a-half millions for the privilege of fishing in Canadian waters, the down-east portion of him at once set up a howl that the award was a gigantic fraud, and that the privilege was not worth that amount for all eternity. In fact, an outsider not knowing who was doing the howling, would have imagined that it was an insult to insinuate that Brother Jonathan wanted any of our fish at all, much less to pay for the privilege of catching them. Now, however, that the treaty has expired by effluxion of time, and this same Brother Jonathan has been refused the chance o-

EDMUND SCHEUER

OF THE LATE FIRM OF LEVY BROS. & SCHEUER

Will be pleased to see his old Friends and the Trade generally at his new Stand

11 WELLINGTON ST. WEST, TORONTO.

Where he is prepared to fill Orders for

WALTHAM, ELGIN, HAMPDEN

AND ILLINOIS MOVEMENTS.

AMERICAN AND TORONTO

SILVER AND GOLD CASES.

Boss and Dueber Filled Cases.

AMERICAN AND FRENCH CLOCKS

WATCH AND CLOCK MATERIALS

Spectacles and Eyeglasses

GOLD AND PLATED JEWELRY.

catching our fish unless he pays for it, he is madder than ever. He has cleaned up the "Sword of Bunker Hill" and "the Cannon of 1812," and scorning all assistance from the rotten monitaurs and ironclad war-vessels of the regular navy, has fitted up a fishing schooner with them and will very soon blow the Royal Canadian navy out of the water.

The whole affair is simply a big piece of blow and bluster of which any great country, such as the United States of America undoubtedly is, should be thoroughly ashamed. We hope, however, that the usual good sense of its people in general will sit on the aspiring senator from Maine, and the greed of the small section of "down Easters" who want not only to steal their neighbor's fish, but to make the price higher to to their own countrymen by keeping out all opposition.

Although the people of the United States are now beginning to realize the fact that the Canadian fisheries are of considerable value, they may as well make up their minds that they are not going to get a share in them without paying a fair price for it, whether the equivalent be in reciprocity or in coin. All that Canada wants is fair play, and that she is determined to have, and no amount of bluster from Senators Blain or Fry, or others of that ilk, will put the jug-handled Yankee policy in force. Canada is now old enough and strong enough to look after her own interests and she proposes to do this, no matter whose corns she treads on.

WORKSHOP NOTES.

ARTIFICIAL CORAL.—An artificial coral mass can be made from four parts yellow rosin, and one part vermilion, melted very fine.

TO DRILL PEARLS.—The easiest way to hold pearls, in order to drill and otherwise work on them, is to fit them loosely into holes bored into a piece of wood. A few drops of water sprinkled about the holes causes the wood fibres to swell and hold the pearls firmly. When the wood dries they fall out.

WASHING SILVERWARE.—Tell your customers never to use a particle of soap on their silverware; it dulls the lustre, giving the article more the appearance of pewter than of silver. When it wants cleaning, rub it with a piece of soft leather and prepared chalk, the latter stirred into a kind of paste with pure water, for the reason that unclean water might contain gritty articles.

POLISH YOUR PINIONS.—Although it does not affect the running of the watch, or may have nothing to do with its rate as a timekeeper, there is nothing that hurts the critical eye more than a badly faced pinion, more especially if it be a fine watch and the other pinions beautifully polished. An ill-faced, rough pinion, is not only an eye-sore, but it is evidence of a slovenly botch of a workman. A new pinion in this age of lathes can be so easily finished and faced that there can be no excuse for leaving it undone. Another evidence of botch work is leaving the shoulders rough and unfinished.

TO RECOVER THE PRECIOUS METALS.—The gold solutions (generally the cyanides) are poured into a porcelain recipient, and heated up to ebullition; stannite of soda is next added and boiling continued until the gold combined with tin forms a black precipitate, which is to be washed and dissolved in hydrochloric acid. This solution of the annic and stannic chlorides must be carefully evaporated, diluted with distilled water, to which a proportionate quantity of tartrate of soda and potash (Rochelle salt) then added, and heated, whereupon the gold contained therein will precipitate in form of a brownish-yellow powder. When working with a silver solution, it is only necessary to boil it with stannite of sodium.

WORN CYLINDERS —Many reasons have been given to explain the rapid wear of a glass-hard cylinder, which is largely due, perhaps, to the hardness of the scape wheel, and the gold or brass scape wheels, formerly used, have lately been replaced by those made of steel. A soft wheel, strange though it may sound, will wear the hardest cylinder, because the soft metal will soon lose its polish on the points, become rough, and dust and oil will act as a grinding agent, while the soft, roughened wheel tooth answers in place of a permanent grinding file. A soft cylinder and a hard scape wheel will produce the reverse; we here have the tooth points that suffer, while the cylinder remains unharmed—an occurrence which is not half as injurious. Both parts must unconditionally be glass hard, and at the rubbing parts have a high fine polish.

OTHER NOTES.

ANOTHER MONSTER CLOCK.—The largest clock in Switzerland is that situated in the St. Peter's steeple, Zurich. Its dial has a diameter of 28½ feet, and the large hand advances 17¾ inches every minute.

TARDY RECOGNITION.—In an assembly held at Chaux-de-Fonds, Switzerland, the question was debated whether it be profitable to advertise judiciously, and it finally concluded that the American watch industry owes all its success to extensive advertising. "Jes' so," gentlemen, together with a reliable first-class article to advertise. "First catch your hare, then cook it."

SOMETHING NEW.—A clock maker of Beziers has devised a means of giving the time simultaneously in every room in a house by an application of the electric bell system, in common use in Paris and elsewhere. The negative wire of the system is connected by a smaller wire with the pendulum portion of the clock train—any clock will answer the purpose, provided it strikes while the positive wire is made to pass just above the hammer of the clock, when the hammer rises to strike, it touches the wire, the circuit is closed, the current passes, and proceeds to act simultaneously on all the bells, alarms, etc., in the circuit.

MATERIALISM.—Samuel Pepys, a distinguished officer of the English navy under Charles II. and James II., and one of the shrewdest and most erudite scholars England ever possessed, once received the present of a pair of splendid flagons, costing £100. His vanity was pleased with the display before his friends, but note the sequel: "Weighed my two silver flagons at Stevens'; they weigh 12 ounces, which is about £5 at 5s. per ounce, and they judge the fashion to be worth about 5s. per ounce more, nay, some say 10s. an ounce for the fashion, sorry to see that the fashion is worth so much, and the silver come to no more."

EVERYBODY'S TIME.—To suit the whims of everybody in these times of universal time, Mr. Th. Bringolf, of St. Imier, has constructed a watch, the dial of which is divided into four kinds of time: We first have the ordinary division, 2 revolutions, each of 12 hours; the second divides the day into 24 hours, from midnight to midnight; the third conforms to the decimal system: the day into 10 hours, the hour into 100 minutes, the minute into 100 seconds. Finally, the last divides the day into 20 hours, the hour into 50 minutes. Not content with this, the dial contains two small hands, one of which marks the seconds according to the duo decimal system, the other conforms to the decimal. All hands are actuated by the same barrel. Take your choice gentlemen.

OPTICAL Telegraphy is sometimes like a sort of advanced guard to the electric system, which it completes by penetrating into regions where lines would not be safe. This is the case for instance, in Algeria, where Capt. Chilly and some military officers have been recently engaged on a mission of optic telegraphy. Each point of the extreme south is now connected with an electric telegraph station, so that a message sent in the evening from Negrine reaches Constantine next morning. Previously it took three days to convey a message to the nearest telegraph office. Between Negrine and El-Oued is about 93 miles, and the apparatus set up at Negrine throws the light (solar or electric) this great distance. The Arabs are astonished at the light, and are, of course, powerless to intercept it. *L'Electricite* expresses a hope that ere long the Niger will be reached with the system in question, and St. Louis connected with Algiers.

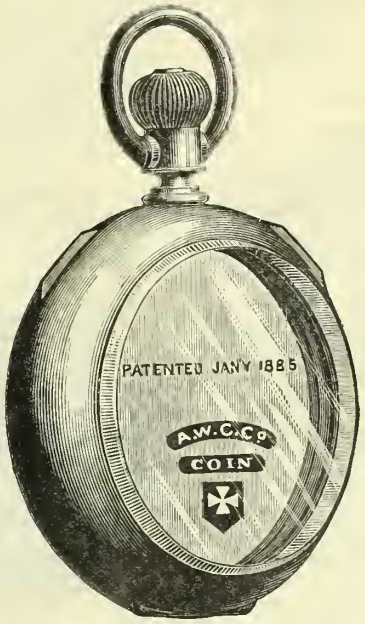
A POPE AND A KING EXCHANGE GIFTS.—In 1537 Charles V. paid a visit to Rome, and the Pope thought to make him some extraordinary present. Cellini suggested a gold crucifix in which he could utilize the statuettes and ornaments of his beloved chalice, but Paul decided to give a superbly illuminated missal, and Cellini was to make the cover, which was to be of gold, adorned with jewels worth about six thousand crowns, and he was also deputed to be the bearer of the present to the Emperor, who reciprocated the Pope's gift by a diamond which had cost him twelve thousand crowns, which Cellini afterwards set as a ring for Pope Paul. But he complained that he was not paid commensurately for his labor, either in the ring or the book cover, so he determined to go to France, and finally accomplished the journey, wonderful to relate, without any marvelous adventures, but only the ordinary incidents of travel.

The Only Absolute Guarantee of Quality

IS THE INTEGRITY OF THE MANUFACTURER.

THE AMERICAN WATCH CASE COMPANY, of Toronto, guarantee every case bearing their trade mark, no matter by whom sold.

OUR CANADIAN PATENT FOR THE PERFECTION CASE WAS ISSUED JANUARY 15th, — 1886. —



OUR NEW 30z. PERFECTION O. F. OR HUNTING CASE NOW READY. ASK YOUR JOBBER FOR THEM.

THE PERFECTION

Dust Proof Watch Case, although placed by the American Watch Case Co., of Toronto, upon the Market two months ago, has already been pronounced by expert Watch Dealers to be

THE BEST AND CHEAPEST WATCH CASE EVER MADE.

The Perfection has been specially designed with a view to make a Watch Case which would at once be cheap in price, and at the same time afford sufficient protection to the movement. This idea has been admirably carried out by taking the excess of Silver from the centre and placing it in the backs, which will be found extra firm and heavy. Although the cheapest Watch Case ever made, it is warranted to give satisfactory wear. Ask your Jobber to show them to you; it is money in your pocket to handle them, therefore take no others instead. Every "Perfection" Case we manufacture bears our stamp and registered Trade Mark as above, and is fully guaranteed as to quality, no matter by whom sold.

OUR NEW PATENT UNBREAKABLE PENDANT SET.

☞ Dealers will please notice that we are now fitting all of our *regular* Open-Face Stem-Wind Cases with our new Patent Unbreakable Pendant Set, the simplest, strongest and best device for the purpose ever invented. They are made so as to take any regular American Full-Plate Movement with Female Winding Pinion. Our 3 oz. S.W. Perfection cases are also fitted with it.

WISE AND OTHERWISE.

WHEN may a man be said to be a book?—When he is a tome.

THE first thing is to make your sermon plain. Mr. Bloomfield preached on the text, "The fool hath said in his heart, There is no God." Wishing to find out how it pleased his people, he called a poor foolish man to the pulpit and asked him how he liked the sermon. The reply, which made Bloomfield a sadder and a wiser man was: "Well, sir, I must say I can't agree with you. In spite of all you've said, I think there must be a God."

A COUPLE stood before a jewelers' the other evening, when the young lady remarked—

Gawgie, don't you think there is something perfectly lovely about those clocks?"

"What do you admire so much about them?" he asked.

"Why don't you see, they—they name the day?"

The future will tell if Gawgie tumbled.

OUTWITTED.—"No darling," George was saying to her as they walked along the brilliantly lighted street. "I have never loved as I love now. You are the only girl for whom I felt that deep longing that is born of true love. And in saying that I am not guilty of—"

"Chestnuts," yelled a street-vendor.

George hurried away; but before he could gain full possession of his senses, she had pulled him across the street and said "Vanilla" to the waiter.—*Tid-Bits.*

"Prof." Dale of Binghampton, N. Y., recently "broke the world's record," by swinging Indian clubs four hours and fifty minutes. A young man in this town swung Indian clubs in his mother's parlor a few days ago, and, although he didn't break the world's record, he broke nearly everything else in the room, including the chandelier, mantel ornaments, two plaques, a statue of Minerva, his own head and one of the commandments. If the world's record had been within reach of his clubs he would have broken that too.—*Norristown Herald.*

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

A WATCHMAKER wanted. A practical man, temperate, of good moral habits, with good references, can get a situation with me at once. Address, LEONARD MORRIS, Summerside, P.E.I.

JEWELRY BUSINESS for sale, on a leading thoroughfare in the City of Toronto. Large double fronted store (could be partitioned and made into two separate stores if necessary). Stock and fixtures about $500. Established 13 years. For particulars, apply to P. W. ELLIS & Co., Wholesale Jewelers, Toronto.

WATCHMAKER in need of situation. Best of references. WM. SCOTT, care of A. Attwood & Son, Hamilton, Ont.

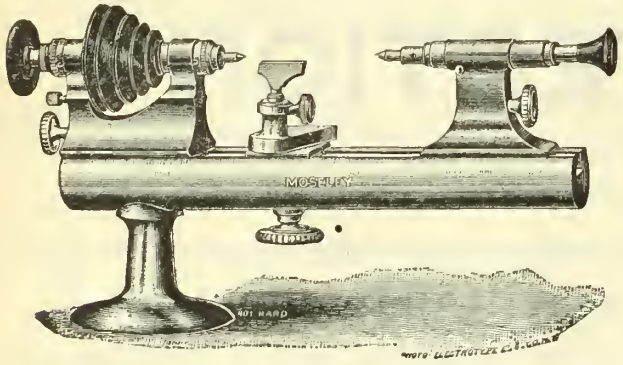
7 FINE GLASS SHOW CASES FOR SALE VERY CHEAP; ALSO ONE WALL SHOW CASE. Must be cleared out. THAYER & Co., 3 Wellington Street, Toronto.



NEW STYLES FOR 1886.

The above illustration is a sample of my New Goods for this Spring's Trade. I am making a large variety of Silver brooches, and retail dealers throughout Canada will find it greatly to their advantage to send for samples and prices. I make and guarantee all the goods I sell, and you will find my prices lower than any other House in Canada. Call and see me when in the city..

A. M. WELLINGS,
Manufacturing
JEWELER & ENGRAVER
26 Adelaide St. E., Toronto.



PRICE LISTS AND DESCRIPTIVE CATALOGUES, WITH CUTS OF ATTACHMENTS, SENT FREE ON APPLICATION.

—: THE :—

MOSELEY LATHE.

Acknowledged by all to be the BEST, and therefore the

CHEAPEST WATCHMAKER'S LATHE

in the Market.

ED. BEETON,
Company's Agent for Canada.

Address P.O. Box 193, Toronto.

ASK YOUR JOBBER FOR GOODS OF THE MAKE OF

C. E. HAYWARD & CO.,

Successors to HAYWARD & BRIGGS;

MANUFACTURERS OF FINE ROLLED PLATE JEWELRY,

179 BROADWAY, NEW YORK.

RIBBON VESTS  AND GUARDS.

"THE MORTON" PATENT POST SLEEVE BUTTON.

Patent Bracelets, Link Buttons, Collar Buttons, Vest Chains, Hair Chain Mountings, Seals, Lockets, Charms, Jewelers' Findings, Etc.

Factory: ATTLEBORO, MASS. Buyers invited to call at our New York Office and examine new goods.

T. WHITE & SON,

MANUFACTURING JEWELERS,

LAPIDARIES & DIAMOND SETTERS,

39 King St. West, - Toronto.

Canadian and Foreign Stones Polished and Mounted for the Trade.
N.B.—A variety of Stones and Imitations of all kinds in Stock.

C. W. COLEMAN,

10 KING ST. WEST, (UP STAIRS), TORONTO,

WATCHMAKER TO THE TRADE, DEALER IN WATCH MATERIAL, TOOLS, SPECTACLES, &c.

Complicated and other Watches put in thorough order. Broken or imperfect parts replaced by new. Gold Dials re-figured. Watches de-magnetized. Musical Boxes repaired. Jewelry Jobbing and Engraving. Stubbs, Hammers, Plyers and Files. Spectacles from 65 cts. per dozen up. Orders must be accompanied with City reference or Cash.

WATCH GLASSES.

Just received, large shipment; every number and size in stock. Send your order at once to

E. & A. GUNTHER,
WHOLESALE JEWELERS,
Cor. Jordan & Melinda Sts. - - TORONTO.

BRAY & JONES,

IMPORTERS,

Diamonds, Watches, Clocks, Jewelry, Silverware, Cutlery, &c.

Manufacturing and Repairing a Specialty.

14 King Street West, UP STAIRS, TORONTO.

FOR SALE.

Complete set of the *Jewelers' Circular.*
" " " *Jewelers' Journal.*
" " " *Watchmaker and Metalworker.*
" " " *Canadian Mechanics' Magazine.*

A lot of Scientific and Horological Books.
1 Grouts Louis' Excelsior Sign (Watch and Spectacles combined), never been used.
1 Jewelers' Safe, for sale or exchange for smaller one.
Watch Materials, Tools, etc.

Parties in want of any of the above articles write for particulars. Also business for sale. A chance for a good workman to make money.

J. F. BERINGER, Drawer B, PICTON, ONT.

ALBERT KLEISER,

IMPORTER OF WATCHMAKERS'

TOOLS AND MATERIALS,

SWISS AND AMERICAN WATCHES, ETC.

Stem Winding and all Kinds of Wheels cut to Order.

14 King Street East, Toronto.



THAYER & CO.,

3 WELLINGTON ST. EAST, TORONTO,

MANUFACTURERS' AGENTS AND DEALERS IN

Watches, Clocks, Material and Jewelry of all Kinds.

JOBBING REPAIRS.

WE desire to notify the trade that we have added to our business a department for Jewelry and Watch Repairing in all its branches. We employ only the most skilful workmen and warrant every job we do. Jewelers at a distance will save time and money by sending us their repairs, as we guarantee prompt service and low prices.

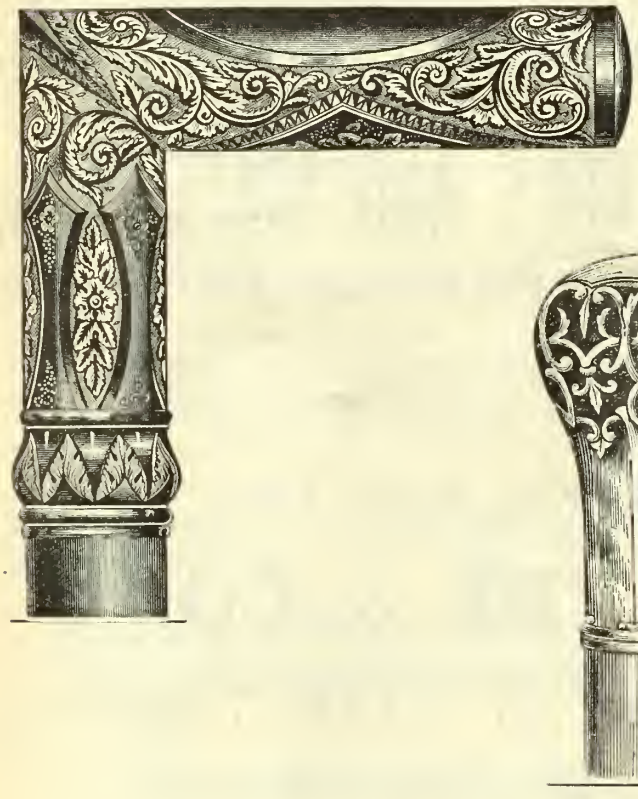
Our travellers are now on the roads mentioned below and we ask for them a liberal share of your esteemed patronage.

Our MR. WILL PARKER, G. T. R., East.
Our MR. FRED ADDISON, N. R. R. and C. P. R., West.
Our MR. FRED THAYER, G. T. R., West.

- CANES -

Solid Gold, Gold Filled & Silver Headed Canes.

Orders by Wire or Letter Promptly Filled.







CLOCKS

We can give our Customers this month Special Prices in Walnut and Nickel Clocks. Only the legitimate Jewelry Trade supplied.

LOWE & ANDERSON

16 WELLINGTON ST. EAST, TORONTO.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well known reputation that the name RODGERS has attained all over the world have induced other makers to adopt a similar name, calculated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt, on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

TORONTO,

to whom all orders should be addressed. Send for quotations.

G. RODGERS,

Known to the trade in Sheffield, England, and on this continent since 1846.

The ILLINOIS WATCH COMPANY are now delivering their new FOUR and SIX size movements.

The SMALLEST, PRETTIEST and BEST Ladies' Watch is the new FOUR size made by the ILLINOIS WATCH COMPANY.

THE
ILLINOIS WATCH COMPANY

Warrants every movement of every size manufactured by it.

KEEP YOUR EYE ON THIS PAGE IN JULY.

It will be MONEY in your pocket to place your order early for the new ILLINOIS WATCH COMPANY FOUR size movement.

Everyone who tries the present product of the ILLINOIS WATCH COMPANY orders again.

H. ELLIS,

IMPORTER OF

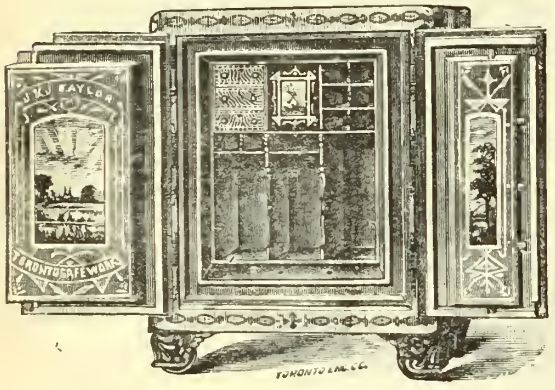
Watches, Clocks, Jewelry, Materials, Glasses, Etc.

3 WELLINGTON STREET EAST, TORONTO.

Agent for E. N. Welsh Clock Co., Chicago Ill.; Ingraham Clock Co., Bristol, Conn.; W. L. Gilbert Clock Co., Winstead, Conn.

Our travellers are now on the following routes: Mr. Harry Ellis, G.T.R., West; Mr. H. Ellis, C.P.R., West; Mr. Ellis, Manitoba; Mr. E. C. Fraser, G.T.R., East; Mr. Fraser, C.P.R., East; Mr. Ed. Fraser, Lower Provinces; Mr. R. Ellis, N.R.R.

ORDERS BY MAIL WILL RECEIVE PROMPT ATTENTION.



J. & J. TAYLOR

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

30 YEARS ESTABLISHED.

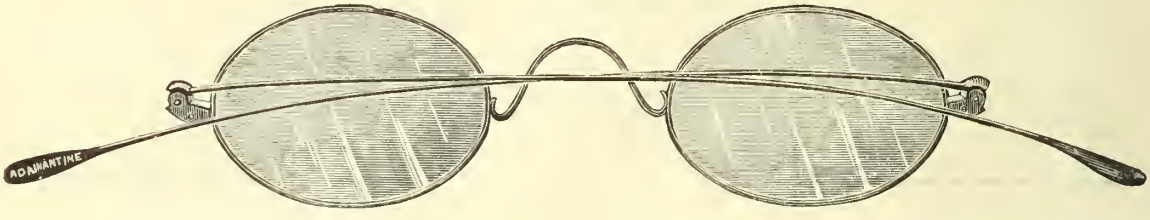
The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

The Montreal Optical and Jewellery Company, L'd.

1685 NOTRE DAME STREET, MONTREAL,

BEG TO CALL THE ATTENTION OF THE TRADE TO THEIR CELEBRATED

AXIS ✹ CUT ✹ PEBBLE ✹ AND ✹ ADAMANTINE ✹ SPECTACLES



WHICH ARE USED ALL OVER THE DOMINION, AND ASKED FOR EVERYWHERE ON ACCOUNT OF THEIR EXCELLENCE OF FINISH AND DURABILITY.

A Large Stock of all kinds of Spectacles and Eye-Glasses

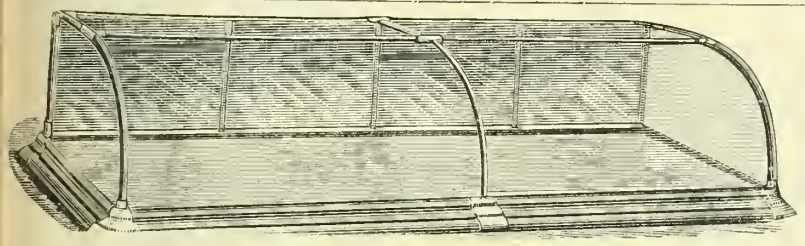
ALWAYS ON HAND.

WRITE FOR CATALOGUE BEFORE PURCHASING ELSEWHERE.

Dominion Show Case Manufacturing Co.

J P. WAGNER. C. SCHACK. H. C. LAURENCE. WM. MAHR.

SILVER MEDAL Toronto Exhibition, 1884 & 1885. | FIRST PRIZE, Provincial Fair, Ottawa, 1884.



Show Cases of every description in Nickel, Silver, Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

SHOW ROOMS AND FACTORY:

59, 61 & 63 ADELAIDE ST. WEST, TORONTO, ONT.

JOHN SEGSWORTH & CO'Y,

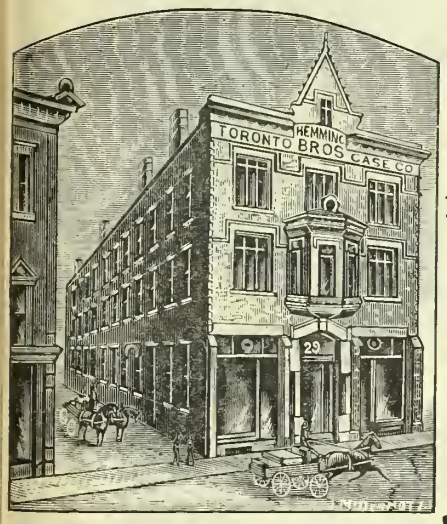
NO. 6 WELLINGTON STEET EAST,

HAVE IN STOCK

WALTHAM, ELGIN AND ILLINOIS MOVEMENTS.

GOLD, GOLD FILLED AND SILVER CASES.

Newest Styles in English and American Jewelry. *Mail Orders Promptly Attended to.*



JEWELERS' CASES - - AND TRAYS

In Finest Materials and Latest Styles.

Goods at Prices to Suit Everyone.



JEWEL CABINETS,

SAMPLE GRIPS Fitting Any Line of Goods.

SILVERWARE CASES, PLUSH NOVELTIES Every Style of Fitting required by Jewelers.

TRAVELERS' TRAYS Fitted for Watches, Jewelry, &c.

WE have much pleasure in announcing to the Trade, throughout the whole of Canada, that we have secured the services of Mr. T. J. Sutton, who will represent us East of Kingston and through the Lower Provinces ; and also of Mr. M. M. Varden, who will cover the Western ground from Kingston up. All orders that the Trade may favor them with will receive our best attention.

HEMMING BROS.,

29 ADELAIDE STREET EAST, - - - TORONTO.

THE

TORONTO SILVER PLATE CO.,

410 TO 426 KING STREET WEST.

Street Railway Cars pass the door every five minutes.

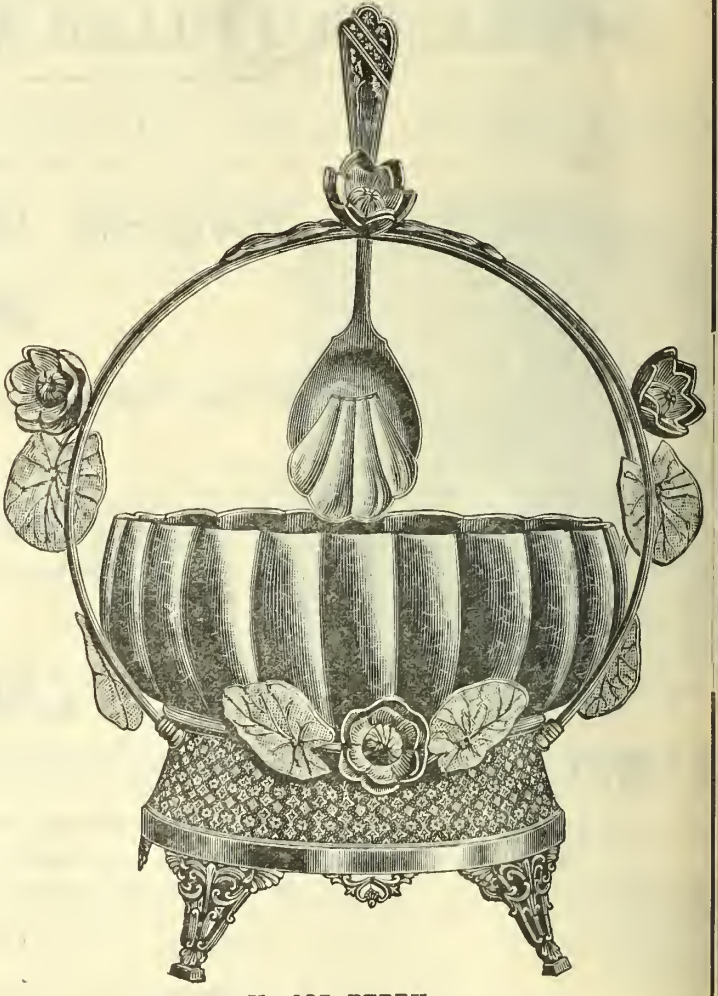
FULL LINE OF PRIZE CUPS,

SUITABLE FOR ALL ATHLETIC SPORTS,

LACROSSE, BICYCLE, BASEBALL, CANOEING, YACHTING, FOOTBALL, CRICKET, LAWN TENNIS, &c., &c.



No. 93—PICKLE.
Assorted Colors in Glass, $12.00 List.



No. 527—BERRY.
Assorted Colors in Glass, $12.00—List.

ONLY GOLD & SILVER MEDALS AWARDED 1885.

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

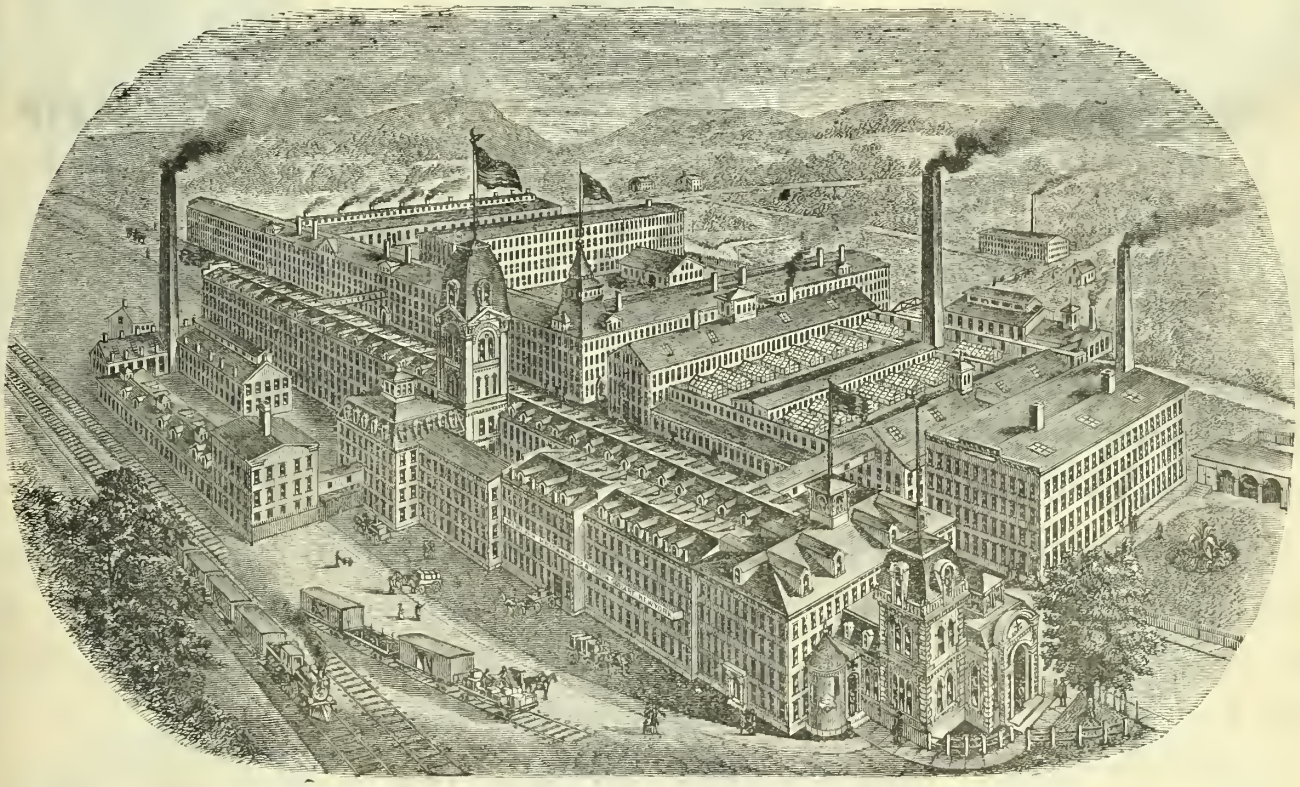


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

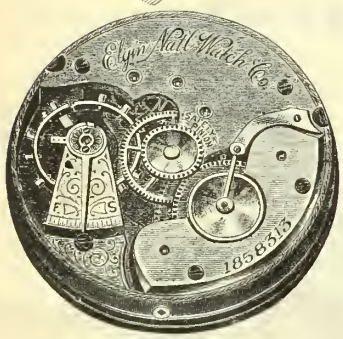
The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name is well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

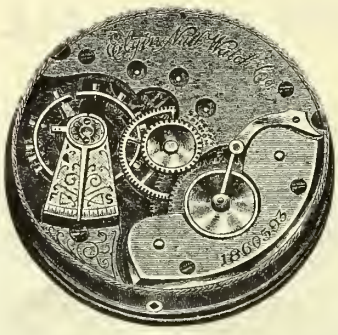
THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

ELGIN NATIONAL



No. 98



No. 99



No. 100

SPECIAL attention is called to our line of 18-size 3-4 plate Open Face or Hunting Pendant Set Movements. These Movements have Quick Trains and Straight Line Escapements, also are interchangeable, permitting the stem to be placed at either XII or III in the same movement.

For hunting cases, however, the trade should fully understand that special Pendant Set Hunting Cases must be obtained, and that this is the **ONLY** line of Movements manufactured that can be utilized as a Hunting and Open Face Pendant Set Watch.

FACTORY: ELGIN, ILL.

GENERAL OFFICE: 76 Monroe Street, Chicago, Illinois.

NEW YORK OFICE: 22 JOHN STREET.

WATCH COMPANY

FAHYS' INITIAL AND SUBJECT

PATENT GOLD INLAID

SILVER WATCH CASES.



In addition to our Gold Inlaid Subject Designs, including LOCOMOTIVE, STAG, JOCKEY, BULL DOG, STALLION, LION and BEAR, we are making and will constantly carry in stock a complete line of GOLD INLAID INITIAL Silver Cases, in SENIOR, JUNIOR and SCREW BEZEL 3 and 4 oz. Open Face Stem Wind.

FOR SALE BY ALL CANADIAN JOBBERS IN AMERICAN WATCHES.

LEVY BROTHERS,

27 KING STREET EAST,

HAMILTON, - - - ONT.,

Would call the attention of the Trade to their full line of

NEW HAVEN, SETH THOMAS

CLOCKS

ANSONIA, INGRAHAM, &c.

Having received large additions to their stock they are now prepared to fill orders at short notice.

Gold, Gold Filled and Silver Cases,

TORONTO, QUEBEC, BROOKLYN, WALTHAM,

QUEBEC, NEWPORT, BOSS, LADD, CRESCENT, GLADIATOR,

QUEBEC, FAHYS, KEYSTONE, WALTHAM, TORONTO,

SILVERINE, SILVERORE,

COMPLETE IN ALL LINES.

ALL THE LEADING AMERICAN MOVEMENTS

And Splendid Value in Fine Rolled-Plate Jewellery, Swiss Watches and Movements, Optical Goods,

Watchmakers' and Jewellers' Tools and Materials.

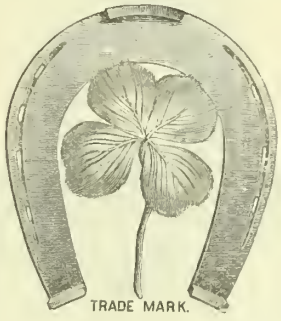
ORDERS BY MAIL RECEIVE SPECIAL ATTENTION.

THE AMERICAN LEVER CUFF AND COLLAR BUTTON.

The Old, Original, Reliable, Faultless Cuff Fastening.



OPEN.





CLOSED.

LOOK FOR TRADE-MARK ON POST.

NONE GENUINE WITHOUT IT.

Retailers are Advised to Examine Carefully what they buy.

The Horse Shoe and Clover Trade-Mark stamped upon all our productions is a guarantee of their supreme excellence in mechanism, quality, finish and design.

Ask Your Jobber for Them and accept no other.

HAMILTON & HAMILTON, JR.,

Successors to **HAMILTONS & HUNT.**

ESTABLISHED 1871.

ALL CHAINS STAMPED WITH OUR TRADE-MARK.

QUALITY OF GOODS GUARANTEED.

Successors to **HAMILTONS & HUNT.**

If desired, will furnish names of Jobbers carrying our line.

We also manufacture a complete assortment of BARS, SWIVELS, JUMP-RINGS, SPRING-RINGS, CABLES, EYE-GLASS AND BRACELET CHAINS.

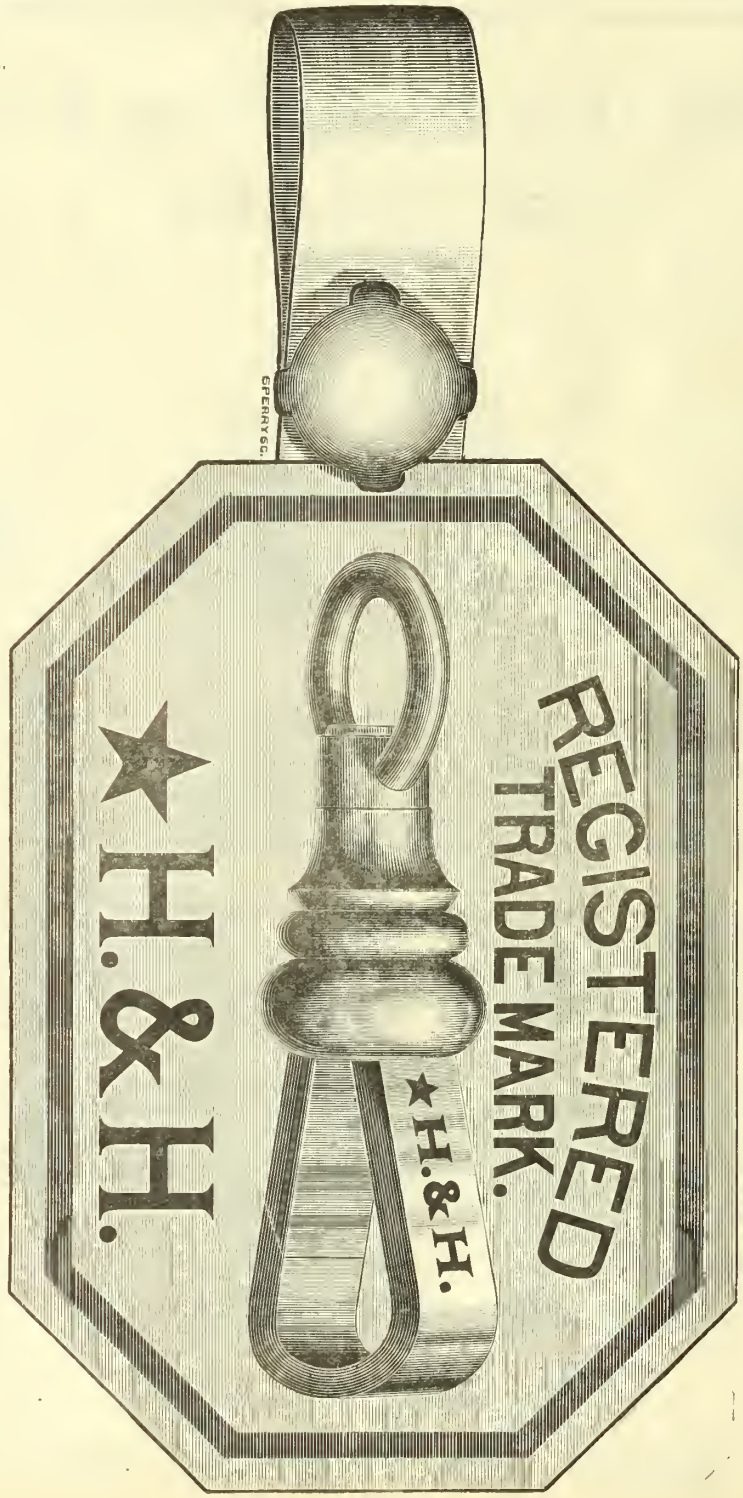
FACTORY:
226 EDDY ST., PROVIDENCE, R.I., U.S.A.

NEW YORK OFFICE:
No. 176 BROADWAY.

—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

REGULAR QUALITY STAMPED * H. & H.



—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

EXTRA QUALITY STAMPED * H. & H. H.

THE TRADER.

TORONTO, ONT., JULY, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada. Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.

Our rates for advertising will be found very low, and will be made known upon application.

We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.

All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

POLITICAL MUDDLERS.

As a rule, our first-class business men don't bother their brains much about politics, and it is only when one or other of the political parties lays down some plank in its platform that is inimical to their interests that they take an active part in elections. The dyed in the wool Tory or Grit, that can always be depended upon to vote straight for the party ticket, is of very little account in an election, and politicians as a rule don't squander much ammunition on such game. The people who turn elections, and therefore those to whom both parties pay the greatest attention, are the men of independent mind, who, being without party ties, vote according to their own ideas of right and wrong. These men occupy the same position as a boy on the middle of the teeter, their weight on either side gives it a preponderance, and they are virtually the masters of the situation.

Some of our readers may wonder why a paper like THE TRADER, which is a purely commercial one, should at times apparently go out of its way to discuss political questions, and we may at once say that although we do not profess to dabble in politics, yet there are continually cropping up political questions which are also commercial questions, inasmuch as upon their correct solution depends in a great measure the future of the country. The question of a National Commercial Policy is the best example that we know of, for while it was made the real political issue in the federal campaign of 1878, it was also a commercial question that personally interested each voter in the Dominion.

We have more than once pointed out that the danger to the future of our country arises more from the feeling of unrest in our present political parties, than from any real trouble with the country itself. Both parties are looking round for an "election cry," and in our humble opinion neither of them care one-half as much for the welfare of the country as of their own party. It is not "What will be best for the country?" but "What will be best for our party?" and it is on this account, and from this direction, that independent and patriotic Canadians will have to look for the threatened danger.

As showing to what lengths party feeling will lead politicians, we have only to instance the insane and disloyal course of the *Globe* on the "Riel" question, or the defence of the iniquitous "Beaty scandal" by the *Mail*. Only the other day, the young Liberals of Toronto had a convention, and decided on a platform which they instructed their delegates to support at the National Convention of Young Liberals to be held at Montreal early this month. The platform of these young lads who are amusing themselves by playing at politics would scarcely be worthy of more than a passing squib, were it not for the fact that it has been written up by the *Globe* in such a way as to draw the fire of the other side in particular, and the country in general, in order to let the party see how public opinion is swaying. As usual, on all debatable questions, the *Globe* is strictly non-commital. Its editorial chair is securely perched upon the tip-top of the fence and is ready to execute its journalistic flop with grace, if not with dignity, whenever the exigencies of party shall demand it. In their present attitude they remind us very much of Biles, Artemus Ward's partner in the show business. Artemus said his partner had a well-balanced mind, for it balanced in any direction the public required. In a nutshell, this is the *Globe's* attitude on all debatable questions such as Independence, Commercial Union, &c.

Amongst the planks in the Toronto Young Liberals' platform which the *Globe* discusses and tacitly endorses because it does not repudiate them, are the following: "Canada's destiny is Independence," "Tariff for Revenue only," and "Commercial Union with the United States." A worse muddle than these three things we never heard of, and if the *Globe* or any one else can, outside of a lunatic asylum, show how Canada can have Commercial Union with the United States and keep up a revenue or any other tariff without becoming part and parcel of that "glorious Union" they are considerably smarter than we give them credit for. We could not possibly bring about Commercial Union with the United States until after we had secured Independence, and if Independence is only for the purpose of making Canada a tail of the United States' kite, we are afraid it will be a long time before it will have a majority of our people in its favor. Were the country to get all this, and as the *Globe* apparently desires, become a part and parcel of the United States, we think it would be a jump from the frying-pan of the *Globe's* bug-a-boo, the Canadian National Policy, into the fire of the protective policy of the United States, which is far more extreme than ours is at present.

Looked at from any standpoint, this political jumble is one which no one but a desperate and needy political party would ever sanction, and we trust that even if the *Globe* and its imitators do take it up, that the rank and file of the great Liberal party will repudiate its former organ, and fight for position from a sensible and patriotic platform. The day has gone past we trust, when a few *Globe* editorials can whip the party into line, and the course of Independent Liberals in supporting the Dominion Government on the National Policy, and the Ontario Government on Local questions, is one that not only reflects credit upon their backbone and common sense, but one which adds to the stability and good government of the country. Let our politicians once thoroughly understand that in order to carry the country, they have got to put forward good and patriotic measures, which independent thinkers can support, and the country will be safe from the political heelers and tricksters that have for so many years infested it and made public life a scandal and disgrace.

A BABY in a basket was found in the corner of a rail-fence in Pennsylvania the other evening. It is supposed to have been left there by Miss Stake.

REDUCTION IN THE PRICE

OF

Ladies' Sizes Jas. Boss Watch Cases.







No Reduction in Quality, Method of Construction or Beauty of Finish.







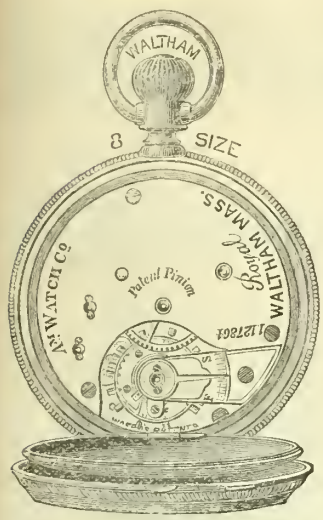
MORE HANDSOME, DURABLE AND RELIABLE THAN EVER.

NEW DESIGNS OF ENGRAVING.

KEYSTONE WATCH CASE COMPANY,

NINETEENTH AND BROWN STS.,

PHILADELPHIA, PA.



GREAT CLEARING SALE!

GOODS AT JOB PRICES.

2,000 SWISS WATCHES, in Gold, Silver, Gilt and Metal Cases.
3,000 PAIRS BRACELETS, American Rolled Plate.
2,000 DOZ. CUFF BUTTONS, Separable and Lever, American Rolled Plate.
300 DOZ. ROLLED PLATE CHAINS, in Curb and Fancy Patterns.
1,000 DOZ. FIRE GILT CHAINS, in Plain and Fancy Patterns.
500 DOZ. NICKEL AND GILT CHAINS, Assorted Patterns.
500 DOZ. FANCY GEM RINGS, in 10 and 15 kt. Gold.
500 DOZ. CHARMS OF ALL DESCRIPTIONS.
2,000 DOZ. SPECTACLES & EYE GLASSES, American, French & English
150 DOZ. MOUNTED HAIR ALBERTS, of all Styles with Charms.

A Large Stock of 8 Size Waltham, Royal and Ellery Movements at Greatly Reduced Prices.

Although I sell every line of Jewelry cheaper than any other jobbing house in Canada, I am making a special drive on the lines of Goods mentioned above. Being over stocked in them and anxious to clear them out to make way for fall stock which will arrive shortly, I am offering them regardless of cost. If you want bargains now is your time.

Orders by mail will have my prompt personal attention. Remember the address:

55 & 57 YONGE STREET, TORONTO.

S. FRENKEL, Wholesale Jeweler.

E. J. THOMPSON & CO.,

55 KING ST. EAST, HAMILTON, ONT.,

IMPORTERS AND JOBBERS

—IN—

AMERICAN WATCH MOVEMENTS,

GOLD, SILVER AND FILLED CASES OF ALL GRADES AND MAKES,

SWISS & AMERICAN WATCHMAKERS' TOOLS & MATERIALS

SOLID GOLD AND FINE ROLLED PLATE

PROMPT ATTENTION GIVEN TO ORDERS BY MAIL.

JEWELRY, CHAINS, RINGS,

GOODS SENT ON APPROVAL TO RESPONSIBLE PARTIES.

E. J. THOMPSON & CO.

ACCOMMODATION PAPER.

The danger which any merchant runs in giving accommodation paper is so great, and has been so often pointed out by THE TRADER, that we were in hopes no retail jeweler in Canada could be found weak enough in the back to countenance such a proposition from any jobbing house with which he dealt. We learn however, on good authority, that there is undoubtedly a good deal of such paper afloat amongst the jewelry trade, and that in consequence of a recent failure in the jobbing business, some of the easy going makers of such notes will have to pay pretty dearly for their good nature. We may not get the thanks of some of our readers for what we have to say on this subject, but it is of so much importance to the trade in general, that we think the justice of our remarks will be a sufficient reason for ventilating the subject at this juncture.

As we said before, it is unfortunately too true, that there are still jobbing firms in existence in Canada, who are in the habit of getting notes from their customers, for which no value has ever been received by the maker, and by this plausible but dishonest means bolstering up a rotten business long after it has become practically insolvent. When the after clap comes, and the firm is publicly declared insolvent, (which as a matter of fact they may have been for months or years previous), people read the list of victims of this vicious kite-flying system, and say they feel sorry for them. If they were bluntly told that they had been a parcel of fools and that the result was but a certain consequence of their own folly, it would be but the truth, and probably do these victims of misplaced confidence more real benefit than the pleasant but misdirected sympathy of which they are usually the recipients. But says one of the victims, "Although we knew well enough that it might be dangerous, we couldn't very well help it. The wholesale house we were dealing with asked us to give them our note as a favor, and as we sometimes require favors ourselves from them, we could not very well refuse, although we knew well enough we had never received value for it. Besides, they assured us that we would never hear any more about it, as they would take it up when due." A more absurd argument than this, when you come to analyze it in cold blood, could hardly be imagined, for in the first place, none but a weak house would ever ask or require to use accommodation paper. The very fact of a house being compelled to ask their customers to lend them their names on which to raise money, ought to be proof positive of its financial weakness, and in itself, the very strongest reason for refusing to grant it. It is quite true that they may intend when they ask it, and in many cases actually do take up such notes at maturity, so that their customers are never troubled about them at all, but this apparent security and freedom from risk only makes the danger greater by inducing recklessness on the part of the dealer, who naturally argues, that if he can put the jobber he deals with under an obligation to himself by so "cheap" a favor, it cannot be a very bad investment. When the assignee is in possession of the insolvent jobber's estate, and his victims are officially notified by the bank that they will be expected to pony up one hundred cents on the dollar for their accommodation notes, they begin to realize that they will have to pay pretty dear for their whistle. Unfortunately for all such, however, this knowledge comes too late to be of any service.

The ease with which wholesale dealers in fair credit can discount even inferior paper is often a great incentive for unfortunate or unprincipled men to resort to the use of notes obtained in this way. The danger, however, would be greatly lessened, if all retail dealers could be brought to understand and believe that with the aid of a good financier and a judicious use of accommodation paper, a business utterly rotten to all intents and purposes, can be floated on for years. In the end it must go down in the maelstrom of commercial bankruptcy, around which it has been so long circling, but, until the crash comes, it presents to the ignorant or unthinking outsider, a fair but deceitful appearance.

Our best advice on this subject to all dealers, whether wholesale or retail, and we cannot too strongly emphasize it, is to have a watchful care with whom you deal, especially in this matter of accommodation paper. Rest assured that a house that has to ask for it is a weak house and ought to be shunned. *Never give your paper to any firm, unless you owe them the money, and have received value for it.* If a merchant pays one hundred cents on the dollar for all the goods he actually buys, he does well, but he should never place himself in the position of being compelled to pay money for which he has nothing to show.

CORRESPONDENCE.

LINES ON THE CITADEL OF QUEBEC.

It rears its stately head athwart the arched blue skies
By kingly Nature grandly wrought, but man devised
The angry look to threaten foes with shot and shell like hail,
Who dared its own St. Lawrence, rushing seaward, waters sail.
But now it seems 'twould blush its angry look to own,
Its brow sweet smiles of peace long years have played upon,
As, when vain, angry ocean's waves grow weary of their roar,
Heaven's genial sun bedecks with dazzling radiance o'er,
Since Heaven's rich gift, blest Freedom's isle, spanned ocean to unfurl
Her conquering flag upon its heights. O, Flag, that sways the world!

JOHN W. CAMPBELL

Editor TRADER.

DEAR SIR,—I have just received the May number of THE TRADER, which contains so much valuable information. I get a great deal of matter on Horology out of it. I have quite a library, but I must confess that THE TRADER surpasses them all and is destined to keep the lead. I have been receiving it ever since the start, and that free. I will gladly pay for such valuable information, as I am not too old to learn.

Yours very truly,
JAMES FRASER,
Watchmaker,
Vale, B. C.

PORTAGE LA PRAIRIE.

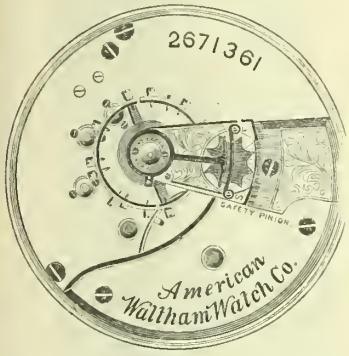
THE TRADER, *Toronto, Ont.:*

DEAR SIR,—I would rise to remark that I am getting proud of THE TRADER. It was my intention to rise some time ago, and while conveying this startling intelligence, to present an humble petition that you print "Excelsior's" articles. Of these I can with a great cloud of witnesses, bear testimony to their advantage to the body politic, as it were. Blacksmith and botchism, ignorance and prejudice flee away before the light of this Grossman's of American knowledge. I have his

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HUNTING OR OPEN FACE.



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GILDED MOVEMENT; thirteen jewels in settings; expansion balance; patent regulator. Eighteen size, Stem Winding, Hunting or Open Face.



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GILDED MOVEMENT; fifteen jewels in settings; expansion balance; patent regulator; patent Breguet hair spring, hardened and tempered in form. Eighteen size, Stem Winding, Hunting or Open Face.



No. 25.

NICKEL MOVEMENT; adjusted; fifteen jewels in settings; expansion balance; patent regulator; patent Breguet hair spring, hardened and tempered in form; adjusted to heat and cold and in three positions, viz.: pendant, cock and dial. Eighteen size, Stem Winding, Hunting or Open Face.



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NICKEL MOVEMENT; adjusted; fifteen ruby jewels in gold settings: expansion balance; patent regulator; patent Breguet hair spring, hardened and tempered in form; double sunk dial; adjusted to heat and cold and in all six positions. Eighteen size, Stem Winding, Hunting or Open Face.

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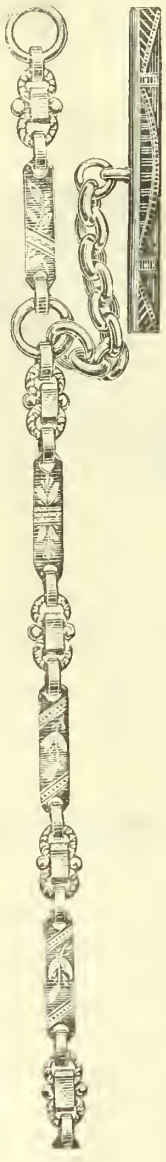
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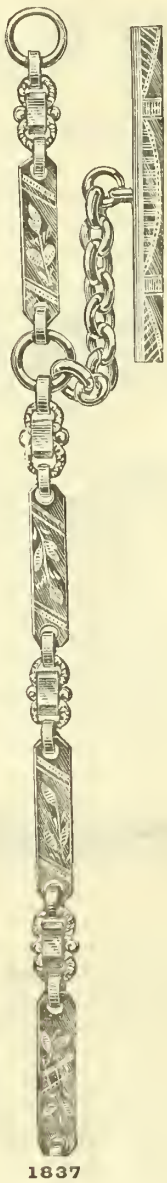
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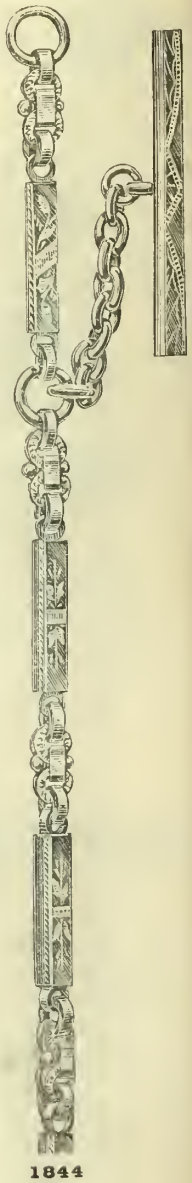
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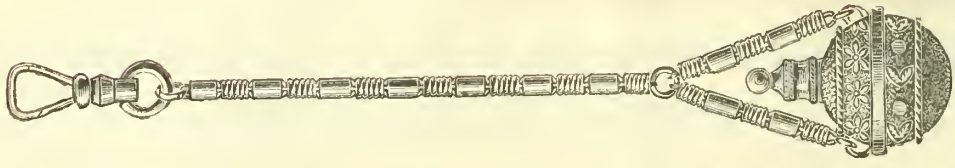


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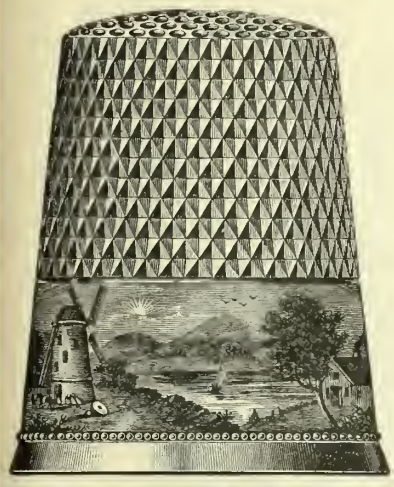


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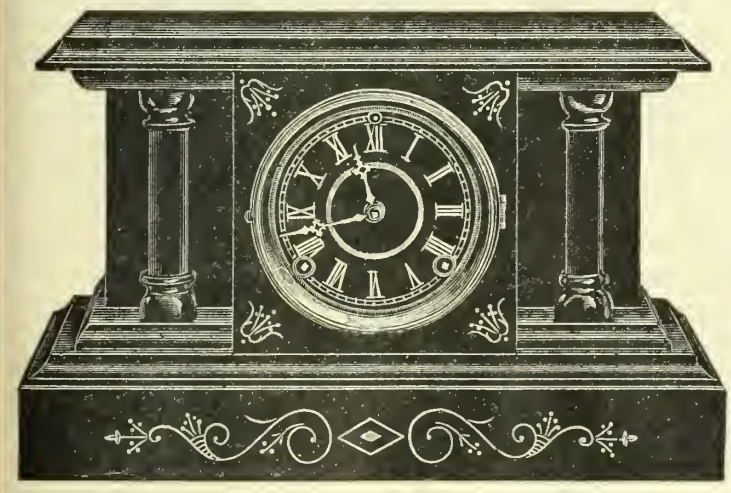
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articles in back numbers of the *Circular*, but believe it would be for the best interests of the Canadian trade, who require the services of skilled workmen, to educate them by such articles. I am proud, too, of THE TRADER's new form and neat get up, able editorials and newsy columns, and though it may not be as large as the *Jewelers' Circular, Watchmaker and Metal Worker* and *Jewelers' Journal*, all of which I take, nor as prolific as the *Jewelers' Weekly*, or *Manufacturing Jeweler*, it is to me now just as interesting. Formerly, I looked upon it as the organ of hardware and kindred trades, now as a full-fledged watch doctor and perambulating jeweler. You have my blessing. Take as your motto "Faugh a Ballagh," and press on to victory. Our greeting shall be "*Ceade Mille Fealthe*," "*Erin go Bragh*," "*Ne Plus Utram Excelss*," "*E Pluribus Unum*" and much good will result to the trade from your bold step.

Respectfully yours,

H. WOODSIDE.

A PRACTICAL TREATISE ON

THE BALANCE SPRING.

Including Making, Fitting, Adjusting to Isochronism and Positions, and Rating, also Adjustment for Heat and Cold.

BY EXCELSIOR.

PART I.

(14.) The screw or piece by whose color we are guided should be hardened, as hard steel colors more rapidly, or with less heat, than a soft piece would do, and consequently there is less danger of reducing the temper too low. Some makers color or heat their springs once only; others clean the bluing off the color piece and blue again; some even heat their springs five or six times. My own opinion is that if the spring has been properly made, hardened and polished, one bluing is sufficient. But if it has scaled in hardening, or minute imperfections, roughness or cracks are feared, it will be safer to heat twice, but never more than three times. If the spring, after that, breaks under the test named in (12), it may be considered imperfect, unless it was packed in animal charcoal, when it will break even after the sixth bluing if bent cold. Such a spring, if smooth and perfect, may be blued three times, and will be sufficiently soft. It is understood, of course, that the color-piece requires a greater heat to bring it to a blue the second time than when it was hard, and still greater the third time, so that in reality it will be reduced to a lower temper or made a little softer at each bluing, although the color is exactly the same each time. This is also the case with the spring; but this need not be whitened after each heating, nor even loosened (if on a block) till done.

(15.) Another point is to avoid what are known as false colors. The color-piece, or some part of it near the middle of the whole mass, if practicable, is first ground off with the oil stone, or even Scotch gray. This bright spot must then be slightly dimmed again, by rubbing the finger over it once or twice before coloring, for the degree of temper cannot be closely judged from the color of a very bright piece, as will be found by trial. In coloring flat springs, as hereafter directed, the color-piece may be screwed in the center of the plates, holding them together, or in the centre of the spring-cover of the bluing-pan, and the heating should be very slowly and evenly done, the center of the hair-spring resting just in the center of the pan, and the cover also being central.

(16.) Before leaving the subject of coloring springs, I may add that it furnishes us a ready means of discovering whether they are equally hardened or not. For instance, if the wrapping (10) touches the spring in some places and does not in others, the former will be harder when quenched. So if the wrapping is lapped on one side and thicker than on the other, the spring will not be so hard in the former places as in the latter. This we may test after cleaning the block, but before loosening the spring, by arranging the block to revolve freely between the centers of the "turns," then suspending a trough or half cylinder of sheet copper under it, reaching up on each side, protecting it from the blaze, but leaving the upper half exposed to view. Now apply the heat to this copper trough, which in turn will communicate it to the block, and the latter will be heated more evenly than could be done by applying the blaze directly to it. The block must be constantly turned by a piece of peg wood, and the lathe centers loosened up when it expands. When the spring reaches a purple in its darkest part, take away the lamp and trough, still turning the block till it has cooled somewhat, when an examination will reveal any inequality of temper. Any soft places will be indicated by a lighter color, in spots or streaks, according to its cause. Even the course of a carelessly applied binding wire may be traced. Should any such appearance be found, it must not be passed over as a slight matter, for it is proof positive that the spring is incapable of fine performance, and it must either be re-hardened, or, if it has been scaled in the first hardening, it must be rejected entirely and a new one made.

(17.) *Making flat spiral springs.* Spiral hair-springs are made on a tool which slightly resembles a winding-arbor, one end being held firmly in the sliding tongs. Instead of a ratchet wheel there is a round piece of flat brass or platinum, one-half inch in diameter, fast on the arbor, and another similar plate which can slide on the arbor as its center, with a nut outside to screw it up towards the first one. Between these two flat pieces a space is left equal to the breadth of the proposed springs to be made. The arbor has a shoulder between these pieces, and two or three slits are sawed down into this shoulder in the direction of its length, with a fine saw. Two, three or more springs are wound up at once, the number depending on the space to be left between the coils of the spring when finished. The fewer springs wound up at a time the closer the coils of each will be. In making Breguet springs, only two are wound up at once, so that the coils shall be very close together.

(18.) The wire being cut into lengths of six or eight inches, or enough for a spring, the ends are fitted snugly in the slits in the shoulder, singly or together, the loose plate slipped on the arbor, which keeps the ends of the wire in their places, and the nut screwed up so as barely to leave the wire free between the plates. The pieces are then laid straight, and a pair of hand tongs or other weight clasped on the outside wire, which, hanging down from the winder, presses on the coils as the arbor is turned—the different wires being prevented from twisting, and occasionally pulled a little to insure close coiling. When the wire is all wound up, take hold of each piece in turn with the pliers, commencing with the one at the center, and pull gently on it to be sure that all is tightly coiled up, and fasten the end by twisting it sideways over a notch in the edge of the plate fast on the arbor, something as thread is fastened on a spool.

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If there is any doubt about the close coiling, pull the pieces again. Then screw the nut up tightly, to insure the coils being in a true plane, and heat the whole slowly and evenly, to blue the springs, and cause them to "set" in that form. When cool the springs are finished, if they are to be left soft.

(19.) But if they are to be hardened and tempered, they are placed either singly, or in a mass as made, between two flat pieces of brass, provided with steady-pins to prevent shifting or sliding, and tightly screwed together, then made red hot and treated as before described for helical springs, except that the polishing is done by passing a wire through the center of each to hold it while rolling it on a polishing block of bell metal with red-stuff or "sharpe." Some use a stick with a conical end to hold the spring upon, and scour it with a tooth brush. The stick is held in the left hand, its point in the center of the spring, which is stretched down over it into a shape similar to that of a hoop skirt, and kept in that position by the thumb resting upon it. The insides of the coils are polished by sharpening a piece of peg wood and forcing the spring into the same shape, while resting it on a flat piece of cork, rubbing it by moving the stick in both an oscillating and lateral direction, very carefully, to avoid bending the coils. The edges are polished by rubbing the spring around on a piece of smooth paper, by means of a cork pressed gently upon it. In all cases the polishing powder should be plentifully supplied. Springs should not be polished any more than necessary to obtain a clean smooth surface, lest some parts should be reduced more than others and cause irregular action. It is then blued in the bluing-pan, which is simply a flat brass disc on which the spring is laid and held down in close contract with it by a piece resembling a three-arm watch balance, on the end of a lever pivoted so that it is pressed down by a spring, but can be instantly raised by the finger on the other end of the lever. In Fig. 1, *a* is the cover, attached to the lever which is pivoted at *b* to the upright standard rising from the bottom piece, and held down by the spring *c*. When the desired color is reached the finished spring is thrown off to cool. See coloring, (12 to 16). In making the very finest quality of flat springs, a flat plate is sometimes taken and a spiral groove cut in its surface having the exact shape the spring is desired to take, in which it is placed and set by heat. But few watchmakers have the tools for cutting such a groove truly, or are capable of using them.

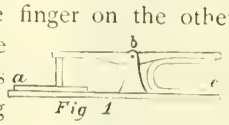


Fig 1

(20.) *Making the terminal curve.* Some workmen make the elbow of the Breguet spring before hardening and tempering, in which case a thin strip of brass must be placed between the main body of the spring and the supplemental coil above, and the whole then screwed together for hardening. But I do not advise to make any terminal curves till the last thing, but simply make the plain cylindrical or spiral spring, and ascertain its adaptability to the balance and proper place for the elbow or the commencement of the curve, before expending any labor on that part of the spring, which will be treated of under the head of isochronism. When, however, the springs are heated in animal charcoal, (10), if the required size and number of coils, place for elbow, and shape of curves are known, it would be well enough to form the spring before hardening.

(21.) These directions are not designed as a complete guide for making springs—although I have told enough, I think, to enable any who wish to experiment successfully, and some things not before published—but to give a clear idea of the process of making them as a basis for better understanding of subsequent operations. Furthermore, the workman who proposes to fit a helical spring in a chronometer will generally find it necessary to make one to suit. Hence instructions upon that operation must include the making of the spring, as already described. But flat or spiral springs can be bought ready-made, of almost every strength and quality, so that a suitable one can be readily selected from a fair stock of them, and thus save time and labor.

(22.) *Diameter of springs.* The proper diameter for a hair-spring is a matter of calculation in new chronometers and watches,—helical springs being generally one-third and spiral springs one-half the diameter of the balance. But a certain length in proportion to its thickness is indispensable to its free action, and if it is found that there is not room for that length of a helical spring, the coils being of the above-named diameter, then a spring with large coils must be made, to secure the necessary length of wire. But the repairer should generally be guided by the old spring, if it yet remains, remembering that the new spring, when finished, will have expanded a little larger than the grooves in the block, or its first size when hardened. If your wire is not of the same stiffness as that of the old spring, more or less coils than the old one had must be used, to get the same strength of spring. But generally the old spring should be copied in all respects, unless there is good reason to believe that it was never satisfactory.

(23.) *Number of coils.* Helical springs have usually from nine to eleven coils, but it is well to make thirteen, to allow for testing the temper at the ends, etc., after which the superfluous length can be broken off. A rather long spring is better than a short one, especially if it is somewhat soft, as the angle of flexion, and the consequent danger of setting by use, are less. A spring should be thin and hard, rather than thicker and lower tempered, both being of the same strength. For the former will maintain the motion of the balance longer (without additional impulse from the hand or the movement), and consequently a watch with such a spring will be less affected by difference in the motive power, or friction, poor oil, jarrings, etc. The less the number of coils the harder the temper should be, and, conversely, the softer the spring the longer it must be. Hardened springs, are less liable to be affected by magnetism than soft ones, and are to a great extent, but not entirely, free from the deterioration or loss of force to which all springs are more or less subject by constant action, even when the flexion does not approach the limits of their elasticity. The well-known phenomenon of hardened springs slightly accelerating on their rates, for a few months after being fitted, is an example of this change of condition. In this case the springs lose a portion of their excessive initial hardness, and gain in pliability and elasticity. After attaining their greatest degree of elasticity they remain nearly constant, while the deterioration of soft springs is comparatively rapid.

(24.) As for the proper number of coils for spiral springs, the custom is to use from nine to twelve in English lever watches, generally about ten; in the Swiss, eleven. For a duplex, eight or nine suffice. The Swiss, in their cheap watches, often use fifteen to eighteen coils—as the springs, being of a soft wire, must necessarily be long to prevent bending by use. But this only preserves them for a time, and in a few years they frequently need re-springing in order to do even decent service.

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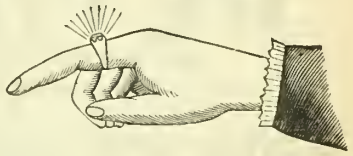
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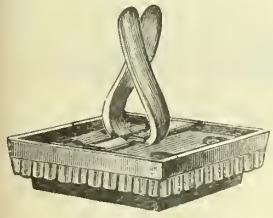
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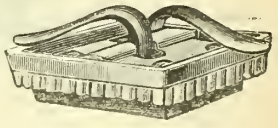
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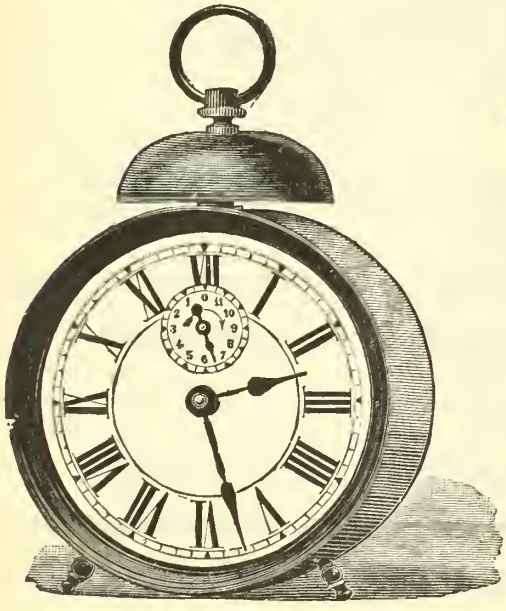
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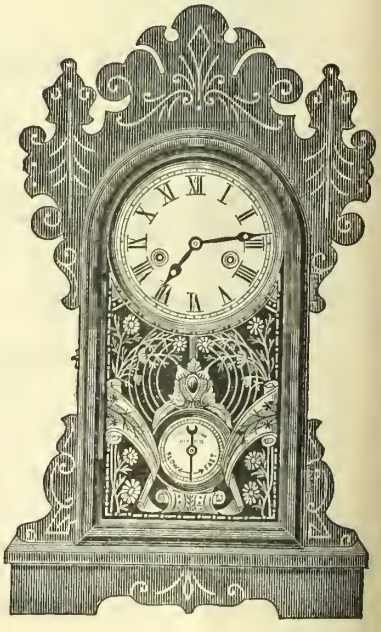
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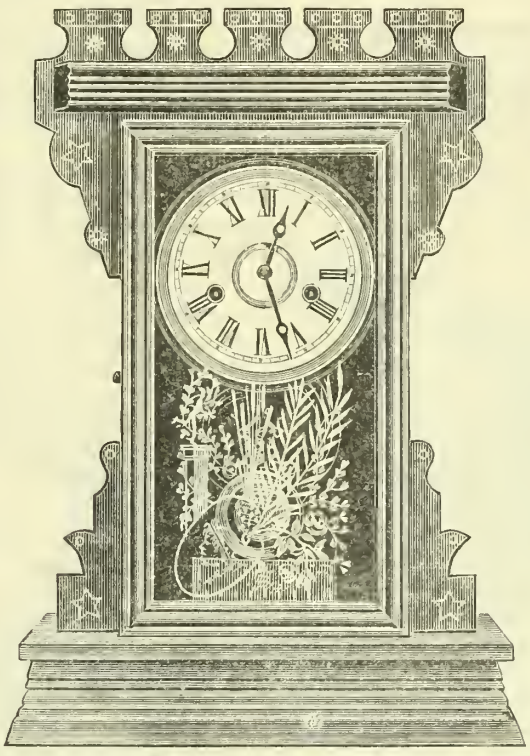
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— AND —

IMITATION MARBLE.

We have now in Stock and in Bond a full range of CLOCKS well bought, and which we are prepared to sell to the Trade at very low prices. Supplementary Catalogue issued soon.

Our Stock of AMERICAN WATCHES is complete as usual, and our Customers can depend on their Orders being filled promptly.

LOWE & ANDERSON

16 WELLINGTON ST. EAST, TORONTO.

American watches have from thirteen to sixteen coils,—the higher number generally in the finer grades, and even with hardened and tempered springs. For the advantage of long springs, see (168).

(25.) *Breadth of springs.* The breadth of hair-spring wire should be about twice its thickness, or rather more, for marine chronometer springs, but for pocket watches there is no regular rule. Round wire has been proposed for springs, as being more easily and perfectly made; but there can be no doubt that unnecessary thickness in the direction of flexion should be avoided, and greater stiffness secured by increasing the breadth rather than the thickness. Experience indicates that a breadth of from three to four times the thickness is a good proportion for flat spiral springs for watches.

(TO BE CONTINUED.)

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

MR. J. BUNN, JR., of the Illinois Watch Co., was in the city a couple of weeks ago, and reports a big demand for their new four size movement. He says they can sell almost double what they can make.

ACQUITTED.—Mr. S. Sydenburg, jeweler, of Toronto, who was tried at the assize court last month for purchasing goods knowing them to have been stolen, was honorably acquitted of the charge by the jury.

FIRE.—D. T. Ferguson, jeweler, of Rat Portage, Ont., had his store and stock burned by the disastrous fire which occurred at that place last month. He was only partly insured.

JOSEPH TANNER, jeweler, of Prescott, failed last month. This failure may be fairly set down to his close proximity to the American border and the demoralized state of the jewelry trade consequent thereon.

FOR EUROPE HO!—Mr. John Segsworth, wholesale jeweler of this city, sailed for Europe by the Cunard line last month. We wish him a prosperous trip and safe return.

HOME AGAIN.—Mr. John H. Jones of Montreal, who has been to Europe on business for his firm, arrived safely home again on the 21st of June.

MR. DAVID THOMPSON, of E. J. Thompson & Co., wholesale jewelers of Hamilton, Ont., sails for Europe on July 3rd, in the interests of his firm. We wish him *bon-voyage*.

THANKS.—We have to thank Mr. James Fraser, jeweler, of Yale, British Columbia, for a business directory of that province and a list of the bona fide jewelers doing business out there.

R. GIVEN DOHERTY, jeweler, of Toronto, finding business very bad, has assigned for the benefit of his creditors. His liabilities are very small and his stock is about equal to his liabilities.

KEPT BUSY.—We took a run through the new factory of A. H. Welsh the other day and were pleased to find everything in such apple pie order. Mr. Welsh reports that he is "kept very busy," and mostly on very fine work.

REMOVAL.—The trade will be interested in knowing that on account of the large increase in his business, Mr H. Ellis, wholesale jeweler, has removed his warehouse to 14 Wellington Street west, where he will be glad to see his friends and the trade in general.

ATTENTION! WANTED!—In consequence of the many errors in delivering THE TRADER in the cities of Toronto, Montreal and Quebec, we would take it as a favor if every jeweler in the above cities would send us on a post card, their street number and proper address.

HAMILTON ENTERPRISE.—We ask the attention of our readers to the advertisement of Messrs. George H. Lee & Co., of Hamilton, Ont. Hamilton has long been known as the "ambitious city" and Messrs. Lee & Co. apparently don't propose to let it go back on its reputation

SELLING OUT.—Mr. Chas. Davis, the well-known jeweler of King St. Toronto, is thinking of retiring from business and offers his business for sale. This is a good chance for some capable and enterprising man with money.

THE LIGHTNING TRAVELLER AGAIN.—Mr. R. Russell, representing Levy Bros., was in the city last month on business for his firm. He appeared well pleased with his success, and thought the prospects for a large fall trade were excellent.

WEDDING BELLS.—Mr. J. Porte, jr., of Picton, Ont., was married last month, and visited Toronto on his wedding tour. THE TRADER wishes him and his bride all the happiness incident to the married state and long life and prosperity.

THEIR THREE MILLIONTH WATCH.—The 3,000,000th watch made by the American Waltham Watch Company was drawn for at the annual banquet of that Watch Company's Foremen's Association. Mr. H. M. Hayes was the lucky man who won it.

AS FRESH AND SPICY AS EVER.—The New York *Jewelers' Weekly* keeps as fresh and sparkling as ever. We look for its weekly visit with a great deal of pleasure and trust that like good wine it will improve with age.

CLOSED DOWN.—The American Watch Company closed down on the 1st July for holidays and repairs. They will resume work about the middle of the month. In the meantime their employees are amusing themselves and going in for the base ball championship.

AMERICAN LEVER BUTTONS.—Mr. Rogers, the genial representative of the American Lever Button, was in the city a few days ago, pushing business for his firm, who have something to say to our readers through our advertising columns this month.

MEDALS.—We are right in the middle of the medal season and those jewelers who want to have their orders in that line filled with promptness and satisfaction cannot, we think, do better than entrust them to Messrs. P. W. Ellis & Co., who are making a specialty of this line of goods.

A FAILURE.—The Williamstown Watch Company, Williamstown, Mass., which was organized under the laws of the State of New York, in February, 1885, with a capital of about $300,000, and which has been with difficulty struggling along since, has suspended operations for an indefinite period.

A SIGN OF THE TIMES.—At a meeting of the directors of the Hampden Watch Company held last month, Mr. John C. Dueber, of Newport, Ky., was unanimously elected a member of the board. Mr. Dueber is now largely interested in the Hampden Company, and will no doubt render valuable assistance in the prosecution of its business.

BOUND TO BE AT THE TOP.—The employees of the American Watch Case Co., of Toronto, have organized a base ball club and entered the Canadian Manufacturers' League. In addition to making the best watch case in America, they think they can down any other "nine" on the list, and are going to do their best to capture the pennant.

CHANGED HANDS.—We notice by the last number of the *Watchmaker, Jeweler and Silversmith* that that journal has changed hands and in future will be run on different lines. That journal has always tried its utmost to advance the interests of the jewelers in Great Britain, and we wish it a prosperous future.

STIENHOFF & SEABROOK, jewelers, of London, Ont., have assigned with some $11,000 of liabilities and assets to about the same amount. Like the most of the failures in the jewelry line, this one appears to have been caused by an attempt to run a large and expensive business upon little or no capital.

Mr. H. H. Fudger, of the Goldsmiths' Company, arrived home from Europe on the 7th of June. Although he made a very quick trip, he says that he has picked up enough bargains and novelties in jewelry to make the trade in this country open their eyes. Their customers may therefore look out for bargains this fall.

A UNIQUE ADVERTISEMENT.—We direct the attention of our readers to the unique advertisement of the S. E. F. & Co. bracelets on the inside back cover page of this issue. We think every retailer who has

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well known reputation that the name RODGERS has attained all over the world have induced other makers to adopt a similar name, calcuiated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt , on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

TORONTO,

to whom all orders should be addressed. Send for quotations.

G. RODGERS,

Known to the trade in Sheffield, England, and on this continent since 1846.

The ***ILLINOIS WATCH COMPANY*** *are now delivering their new* ***FOUR*** *and* ***SIX*** *size movements.*

The ***SMALLEST, PRETTIEST*** *and* ***BEST*** *Ladies' Watch is the new* ***FOUR*** *size made by the* ***ILLINOIS WATCH COMPANY.***

THE

ILLINOIS WATCH COMPANY

Warrants every movement of every size manufactured by it.

KEEP YOUR EYE ON THIS PAGE IN AUGUST.

It will be ***MONEY*** *in your pocket to place your order early for the new* ***ILLINOIS WATCH COMPANY FOUR*** *size movement.*

Everyone who tries the present product of the ***ILLINOIS WATCH COMPANY*** *orders again.*

tried the S. E. F. bracelets can endorse the encomium of the writer of the letter which has been turned into an advertisement.

BACK AT HIS OLD QUARTERS.—The many friends of Mr. W. F. Ross, formerly of Toronto, will be glad to learn that he is back again at his old quarters in the store of Messrs. Kent Bros., of this city. Mr. Ross is one of the most courteous and painstaking salesmen we know of and we trust that he has made up his mind to stay right here in Toronto.

GOOD WORK.—Detective Rogers, of the Ontario detective service, has again earned the approval of law abiding citizens by the clever manner in which he caused the arrest of the gang of burglars who robbed the store of W. P. McLaren, of Watford, Ont. They proved to be two local desperadoes and at their trial got twelve and fourteen years respectively in the penitentiary as the reward of the crime.

TESTIMONIAL.—Mr. S. H. Hale's testimonial to the American National game took the shape of an elegant silver cup which he presented to the baseball club belonging to the Waltham Watch Company employees. This challenge cup is to be competed for only by "nines" in the trade. If New York were not so far away we have in Canada several trade "nines" that would be after that cup hot-footed.

FROM CALIFORNIA.—We are in receipt of a very interesting note from friend A. S. Wormood, of the Illinois Watch Co., dated at Blue Lake Park, California, in which he says he is enjoying himself immensely and wishes the Editor of THE TRADER were there to give him a hand with his game bag. Our friend evidently knows how to enjoy himself, as well as sell watch movements.

AN AMERICAN PREDICTION.—Says an exchange: "A Providence manufacturer, who is an acute observer of the course of events, says: 'This is not going to be a very good year; 1887 will be considerably better, and 1888 will be the best year the jewelry business ever had in this country. Now mark my words, and see if it doesn't come true. Business prosperity comes in cycles, and the jewelry business will reach its zenith in the year of the next presidential election.'"

THE REWARD OF GALLANTRY.—Amongst the volunteers who received the imperial medals for the campaign last year in the North-West, were Wm. Smith, of the Q. O. R., son of H. Smith, of Smith & Fudger, Max Stern, of the Governor General's Body Guard, and John Marshall, of the 10th Royal Grenadiers, an employee of the American Watch Case Co. This speaks well for the patriotism of the Toronto jewelry trade.

ENLARGING.—The advertisement in this issue of W. B. Hill, (formerly Hill & Houghton), manufacturing jeweler, of this city is worthy of more than a passing notice. The business of this firm has heretofore been principally confined to Toronto, but now that they are enlarging their facilities they propose to extend their trade to the Dominion generally. They are a thoroughly reliable firm and will do exactly as they agree.

HEAR! HEAR!—*The Keystone*, Philadelphia's sparkling and newsy jewelry journal, says in its last issue: "One of the best jewelers' publications that comes to our office is the Toronto TRADER. Its well filled columns, both advertising and news, fully entitle it to the marked consideration Canadian jewelers accord it. Typographically it ranks with the handsomest publications on the continent." In spite of the bald spot on the top of our editorial cranium we take off our hat to *The Keystone* and say, Thanks!

A TREACHEROUS EMPLOYEE.—It is said that Jules de St. Agnan, a scion of French nobility and an employee and prospective partner of C. T. Picard, the absconding jeweler, of Montreal, is the person who put the Customs authorities on the scent of the frauds against the revenue, committed by that firm. He was paid $1900 by the Collector of Customs for his share in the seizure and this money has been attached by his creditors. It is said that De St. Agnan has shaken the dust of Montreal from off his feet and returned to *la belle France*.

GROWING.—Mr. H. G. Levetus informs us that the Montreal Optical and Jewelry Company are busily engaged in enlarging their factory. They have imported a lot of the finest optical machinery to be had in Europe, and expect with the help of the skilled European artizans, whose services they succeeded in securing, to be able to turn out as good work in Montreal as can be found in the world. We trust to be able to furnish our readers with full particulars of the latest addition to Canada's industries in our next issue.

A T FAILURE.—The failure of James Laut, the proprietor of a gift tea business, is one of the latest things in Toronto. Jewelers used to wonder how Mr. Laut could give away a hundred dollar gold watch with every five dollars worth of tea, but this failure probably offers a correct solution of the conundrum. Without wishing these philanthropic tea merchants any harm we can only say that if they were all exported to Hong Kong or some other city of the Celestial Empire the jewelry trade would be no loser by their departure.

CLUTCH DONOHUE.—Quite a number of Canadian retail jewelers are watching with a good deal of interest the effort of the American Express Company to collect from him the money of which he robbed them some years ago. If they are successful in so doing, several of our jewelers, who have been victimized by him or his gang, intend to sail in and see if they can't make him disgorge also. Donohue has lived respectably for several years in Fort Erie, Ont., and is said to be worth some $40,000.

EARLY CLOSING.—The early closing movement has apparently taken a firm hold in Toronto, the latest addition to its adherents being the retail jewelers, most of whom have already agreed to close at two o'clock on Saturday afternoon during the summer season. The leading wholesale houses have always made this a practice, and have found that they gained rather than lost anything by it. THE TRADER is a great believer in the Saturday afternoon half holiday in the summer months, especially when the weather is so fine that it is a shame to stay in the house.

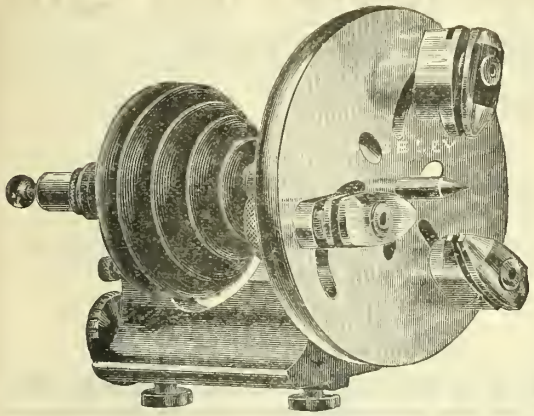
THE CREDITORS of W. S. Smith, jeweler, of Guelph, closed him up last month and the stock was sold en bloc by tender. It was bought by Mr. T. H. Lee of Toronto, for 60 cents on the dollar, a pretty good price. From present appearances it looks as if the secured creditors will get paid in full, while the others will get nothing. Mr. Smith had a good chance and every prospect of success, and his failure can only be attributed to his neglect of business. Had he kept his grip on it as well as when he first started he should have been away up near the top by this time.

WE HAD A VISIT from Mr. W. H. Hopper, the well known jeweler of Cobourg, last month. He was on the lookout for a high priced Jurgensen gold watch and wanted the Editor of THE TRADER to show him his. As a seven jeweled key wind American watch had always faithfully pointed out to us the hour for putting up our sanctum shutters, we were unable to gratify him in that particular; but as advice is cheap, we did not allow him to depart without a little friendly counsel. Mr. Hopper reports trade as being fairly good in his town and talks of making things hum there in the sweet pretty soon.

MR. DONALD MANSON, formely of Toronto, but for the past eight years a resident of Sydney, Australia, was in the city a few days ago to see his family and to say how do you do to his old friends. We understand that having secured some first-class agencies for leading American manufacturers he sails again for Australia on the 3rd of the present month and will permanently take up his residence there. Mr. Manson's many friends in Toronto and throughout Canada, are not only gratified at his success, but proud that he should practically be the pioneer in introducing the inimitable manufacturers of this continent to our brothers under the "Southern Cross." THE TRADER wishes him a long and successful career in his new business venture.

FISH.—The present aspect of the fish question is scarcely so threatening as it was a few weeks ago. Finding that bluster don't answer, our American cousins down in Maine are beginning to talk "treaty" and the possibility is that ere the year is out we shall have a fair and permanent solution of the difficulty. Canada has demanded her rights in a manly and dignified way, and her rights she is bound to have, and it is only we think a question of time when the press of the United States, which as a rule, is fair and level-headed, will demand that Canada's rights be conceded and the Maine fishermen sat on for the benefit of the country at large. If the Main fishermen can get the right to steal Canadian fish and also keep up the present rule of taxing Canadian fish caught by Canadian fishermen, they will have a soft thing; but it looks as if the country in general will prefer fair play and cheap fish to the individual interests of the down east fishermen.

THE GOWLAND FAILURE.—The failure of Geo. Gowland, jeweler of King St. East, Toronto, has proved quite a surprise to the trade, as it was generally thought that he was at least holding his own, if not

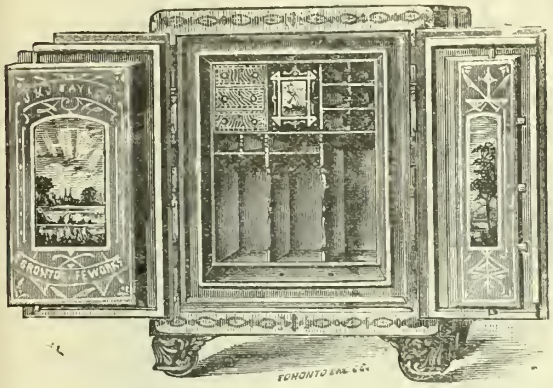


WANTED SKILLED WATCHMAKERS

To buy and use the Moseley Lathes; they are acknowledged by competent judges to excel all others in simplicity, durability and wide range of work.

Important reductions in price since June 1st, bringing them within the reach of all. Write for Catalogue of Lathes and attachments direct to Company's Canadian Agent,

E. BEETON, P.O. BOX, TORONTO.



J. & J. TAYLOR

TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

30 YEARS ESTABLISHED.

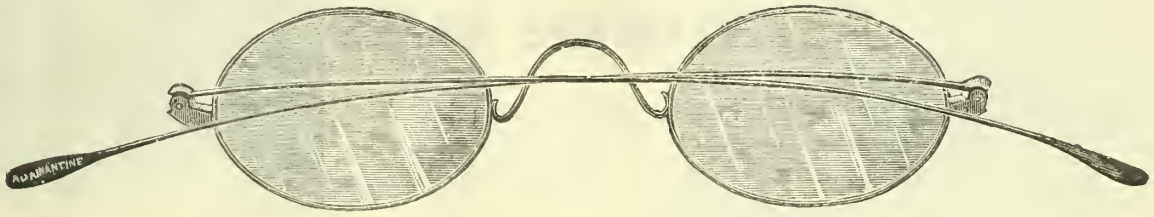
The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

The Montreal Optical and Jewellery Company, L'd.

1685 NOTRE DAME STREET, MONTREAL,

BEG TO CALL THE ATTENTION OF THE TRADE TO THEIR CELEBRATED

AXIS ❁ CUT ❁ PEBBLE ❁ AND ❁ ADAMANTINE ❁ SPECTACLES



WHICH ARE USED ALL OVER THE DOMINION, AND ASKED FOR EVERYWHERE ON ACCOUNT OF THEIR EXCELLENCE OF FINISH AND DURABILITY.

A Large Stock of all kinds of Spectacles and Eye-Glasses

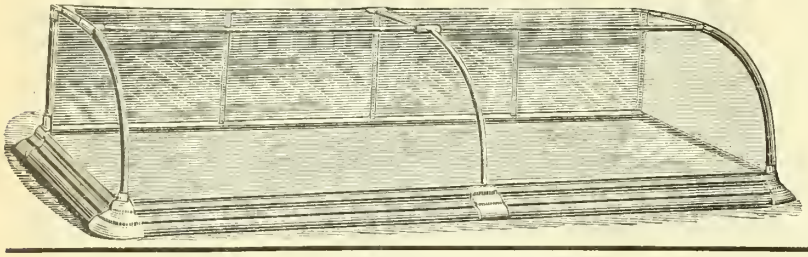
ALWAYS ON HAND.

WRITE FOR CATALOGUE BEFORE PURCHASING ELSEWHERE.

Dominion Show Case Manufacturing Co.

J. P. WAGNER. C. SCHACK. H. C. LAURENCE. WM. MAHR.

SILVER MEDAL Toronto Exhibition, 1884 & 1885. | FIRST PRIZE, Provincial Fair. Ottawa, 1884.



Show Cases of every description in Nickel, Silver, Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

SHOW ROOMS AND FACTORY:

59, 61 & 63 ADELAIDE ST. WEST, TORONTO, ONT.

ASK YOUR JOBBER FOR GOODS OF THE MAKE OF

C. E. HAYWARD & CO.,

Successors to HAYWARD & BRIGGS;

MANUFACTURERS OF FINE ROLLED PLATE JEWELRY,

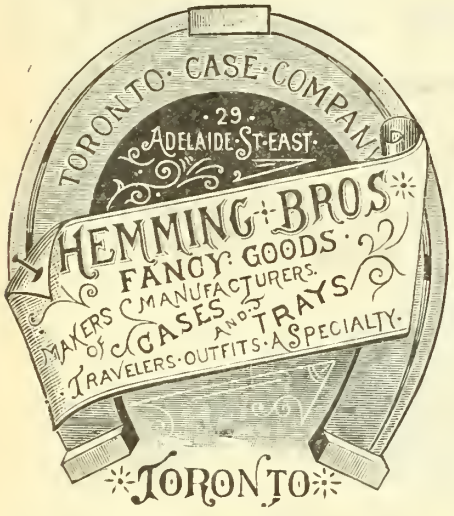
179 BROADWAY, NEW YORK.

RIBBON VESTS  AND GUARDS.

"THE MORTON" PATENT POST SLEEVE BUTTON.

Patent Bracelets, Link Buttons, Collar Buttons, Vest Chains, Hair Chain Mountings, Seals, Lockets, Charms, Jewelers' Findings, Etc.

Factory: ATTLEBORO, MASS. Buyers invited to call at our New York Office and examine new goods.

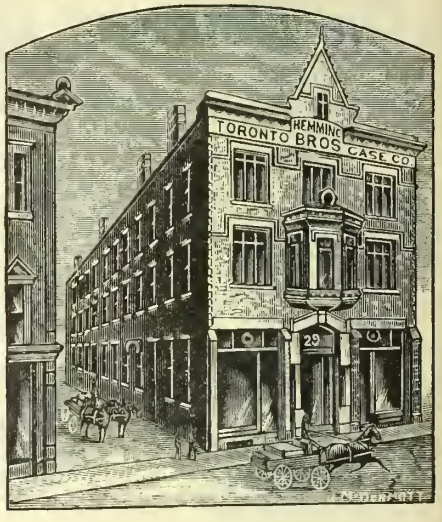


JEWELRY CASES

Plush, Velvet, Morocco, Paper.

SILVERWARE CASES

In latest styles, at every price.



TRAYS FOR ALL KINDS OF JEWELRY.

Plush, Walnut and Cloth-Bound. Plush Velvet and Satin-Lined.

—SAMPLE GRIPS— • —TRAVELLERS' TRAYS—

COMPLETE STOCK ALWAYS ON HAND. MAIL ORDERS SHIPPED PROMPTLY.

HEMMING BROS.,

29 ADELAIDE STREET EAST, - - TORONTO.

THE

TORONTO SILVER PLATE CO.,

410 TO 426 KING STREET WEST.

Street Railway Cars pass the door every five minutes





Why our Lists are Low.

WE ARE MANUFACTURERS,

Not Importers.

Quadruple Plate Ice Pitchers from $10 List, and Tilter Pitchers from $18 List upwards.

ONLY GOLD AND SILVER MEDALS AWARDED 1885.

Do not place your orders until our Representatives call on you with Photographs and Samples of our NEWEST GOODS.

gradually improving his position. His liabilities appear to be about $7,000, with assets of about $8,000. The cause of the trouble seems to be an overstock of goods and scarcity of business. Owing to the depression he could not realize on his goods fast enough to meet his liabilities as they matured, and having got some $400 behind with his rent, his landlord closed him up. At a meeting of his creditors held last week, it was decided to refuse Mr. Gowland's offer of 50 cents on the dollar and close his business out. While we are sorry for the losses sustained by the creditors, we must confess to a strong feeling of sympathy with Mr. Gowland, whom we have always regarded as an honest and hard working man. Cheap credit seems to have been the rock upon which he wrecked himself, and it was probably owing as much to the pressure from the wholesale trade as from his own desire to carry a large stock, that he overbought himself and thus put a stop to his mercantile career. As we have more than once remarked, there are cases in which it is better to have too little credit, than too much and Mr. Gowland's seems to be one of them.

AN UNCALLED FOR STRIKE.—We are informed by an exchange that among the numerous labor complications of last month, was a strike of all the clocks of the Howard Clock Company. An indignation meeting was first called at which a venerable old town clock presided, while the dial acted as Secretary and recorded the minutes of the proceedings. The dial announced the object of the meeting to be a protest against their treatment by the company. They were required to work twenty-four hours a day, and, instead of being paid in cash, they were "on tick" all the time. Not only were their days full of labor, but theirs were Knights of Labor also. They did not object so much to long hours as they did to the introduction of machinery into their insides, and there was danger of their being ruined by machine work. The dial added that he thought all the hands should be compelled to join the union and not swing around the circle, wasting their quarters and halves so much, obeying every motion of that promoter of discord, the pendulum. The dial grew white with eloquence and indignation, and the hour hand complained that the minute hand was altogether too fast and not a fit associate for him, but the dial exclaimed that "that had nothing to do with the case." Other members chimed in, and after a long discussion, at precisely twelve o'clock P.M., it was resolved to strike. Every clock joined with the movement and the strike was unanimous, and they continue to strike every hour with great regularity some of the more impetuous ones striking every fifteen minutes. Mr. Pierson, the New York manager, says that this strike will not interfere with his filling orders promptly, for the company always has a large stock of clocks on hand that can be depended upon to do their duty with accuracy and promptness."

SECESSION.—The politicians down in Nova Scotia seem to have worked up quite an excitement about the injustice their Province is laboring under by being in the Canadian Confederation. The elections just held show a return of 30 Secessionists and 8 Unionists, which would look as if that Province meant business when they talk about leaving the Union. However, their bark may be worse than their bite, and we have no doubt but that a "little better terms" will keep them quiet for some time. If anything were wanted to give point to our editorial on political muddlers, this election would amply furnish it. This Secession cry was got up by the Liberals of that Province simply as a catch cry and by loud talk they persuaded the people that if they get out of the Canadian Union and had Commercial Union with the United States (in plain English become annexed to the U S.) that they would at once become prosperous and happy and the goose would hang so high that the poor mechanic and the farmer would scarcely have to work at all in order to live in affluence Well the "cry" took with the result above noticed, and now the winners are in a fix what to do. They know that going from Canada to the United States (even if they were allowed to go) would be like going from the frying pan into the fire. but having raised the devil they will have to do something to keep him quiet. We shall watch the developments of the Secession party with a great deal of interest. In the meantime the *Globe*, which professes to be loyal to Canada, even although it is disloyal to the land of its birth and the party that brought it into existence, is shouting itself hoarse at this Secession victory as a veritable liberal triumph. If this is a sample of the fruits the *Globe's* liberalism, then we say "God save Canada from any more of it," for a very little of it goes a long way.

WORKSHOP NOTES.

TO RESTORE DISCOLORED PEARLS.—Set pearls which have become discolored by wear may often be improved by placing in a covered vessel, with a mixture of whiting, ammonia and water, and permitting them to remain a few hours.

TO WHITEN IVORY THAT HAS BECOME YELLOW.—Slack some lime in water. After pouring off the water from the deposit, boil the ivory in this water until it has become white. To polish, put the article in the lathe, if it is a piece that can be turned, and if not, first rub it by hand with powdered pumice stone and water, and then polish with a rag or soft leather dipped in olive oil mixed with whiting.

THE *Scientific American* replying to J. M. M., who inquires how to make or mix the acid used for etching on steel plates for printing, says: Iodine, 1 oz., iron filings ½ dr., water 4 ozs. Digest till the iron is dissolved. Or pyroligneous acid 4 parts, alcohol 1 part, mix and add 1 part double nitric acid (sp. grav. 1.28.) Apply from 1½ to 15 minutes. Dilute nitric acid is frequently used alone with satisfactory results.

HECTOGRAPH OUTFIT.—For the pad 100 parts of good, ordinary glue, 500 parts of glycerine, 25 parts of finely powdered baric sulphate, or the same amount of kaolin, and 375 parts of water. For the copying ink a concentrated solution of Paris violet aniline is recommended. To remove the old copy from the pad, a little muriatic acid is added to the water, washing it gently with this liquid by means of a soft rag, afterward using blotting paper for removing superfluous moisture.

PAPER FOR WRAPPING UP SILVER.—The following formula is given for making paper for wrapping up silver. Six parts of caustic soda are dissolved in water until the hydrometer marks 20° Baume. To the solution add four parts of oxide of zinc, and boil until it is dissolved. Add sufficient water to bring the solution down to 10° Baume. Paper or calico soaked in this solution and dried will effectually preserve the most highly polished silver articles from the tarnishing action of the sulphuretted hydrogen which is contained in such notable quantities in the atmosphere of all large towns.

THE following is Stolba's process for nickel plating without a battery: Into the plating vessel—which may be of porcelain, but preferably of copper—is placed a concentrated solution of zinc chloride, which is then diluted with from one to two volumes of water, and heated to boiling. If any precipitate separates, it is to be redissolved by adding a few drops of hydrochloric acid. As much powdered zinc as can be taken on the point of a knife is thrown in, by which the vessel becomes covered internally with a coating of zinc. The nickel salt, either the chloride or the sulphate is then added until the liquid is distinctly green; and the articles to be plated, previously thoroughly cleaned, are introduced, together with some zinc fragments. The boiling is continued for fifteen minutes, when the coating of nickel is completed, and the process is finished. The articles are well washed with water and cleaned with chalk.

THE ELECTRO-CHEMICAL EQUIVALENT OF SILVER.—In the *Journal de Physique*, M. Mascart has an article in which he gives an account of recent experiments undertaken by him to determine the weight of silver deposited or dissolved during one second by a unit of currents. Some few months ago he arrived at the conclusion that the quantity was 11.24 m. g. Kohlrausch gives 11.36, and Lord Rayleigh 11.19. Since these determinations F. and W. Kohlrausch, by a fresh series of experiments, have found it to be 11.183, and Lord Rayleigh has recently, March, 1884, made it 11.18. Accordingly, M. Mascart thought it necessary to re-verify his calculations, and acknowledge that he was deceived. Without going into his calculations, we may say that he now gives his result as 11.156 m. g. The chemical action of one ampere per second, or of one coulomb will, therefore be, says M. Mascart: According to Kohlrausch, 1.1183 m. g. of silver dissolved. According Rayleigh 1.118 m. g. of silver dissolved. According to Mascart 1.1156 m. g. of silver dissolved.

FICTITIOUS GOLD.—Eight ounces of cream of tartar are gradually heated to redness in a crucible, and a little clay; pulverized saltpetre is then thrown upon it; both will fuse into a yellow substance, which is left to cool. On the other hand, eight ounces of pure copper are

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

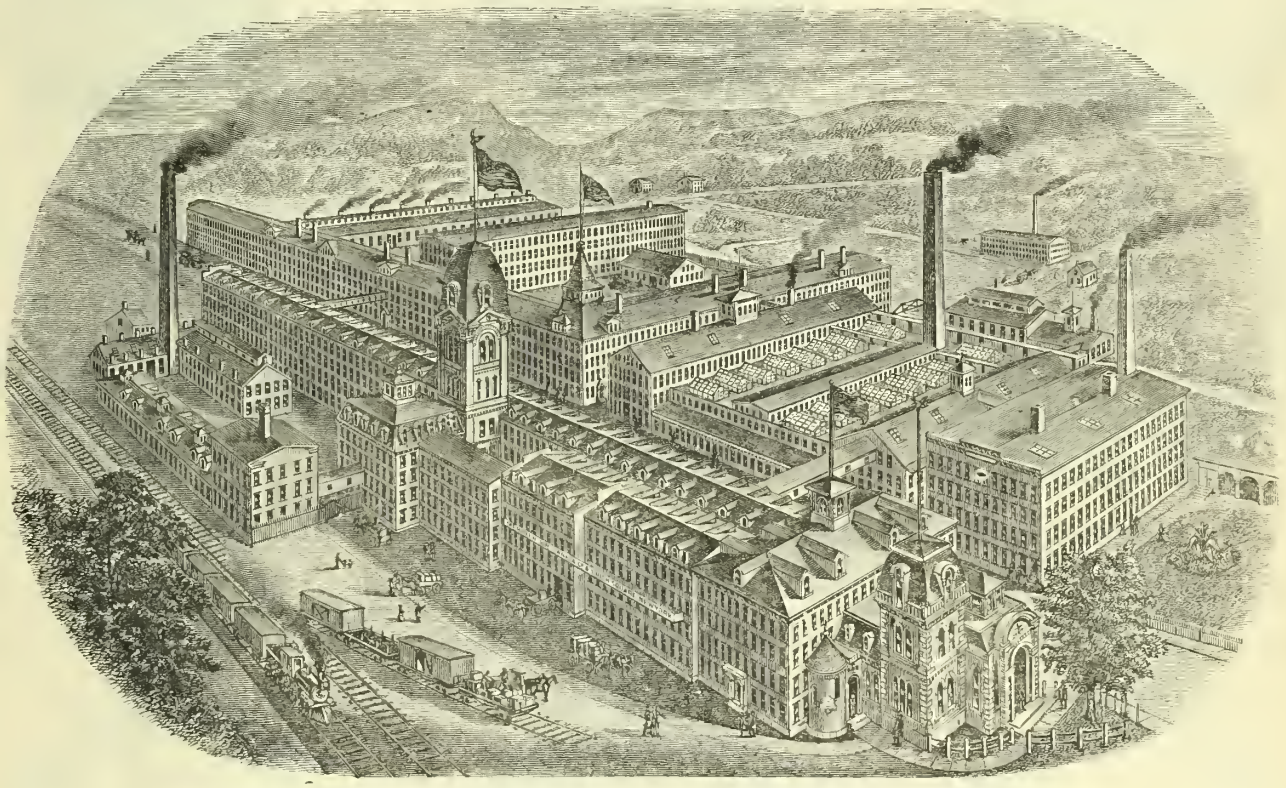
ELECTRO, SILVER AND GOLD PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name is well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

ELGIN NATIONAL



No. 98



No. 99



No. 100

SPECIAL attention is called to our line of 18-size 3-4 plate Open Face or Hunting Pendant Set Movements. These Movements have Quick Trains and Straight Line Escapements, also are interchangeable, permitting the stem to be placed at either XII or III in the same movement.

For hunting cases, however, the trade should fully understand that special Pendant Set Hunting Cases must be obtained, and that this is the **ONLY** line of Movements manufactured that can be utilized as a Hunting and Open Face Pendant Set Watch.

FACTORY: ELGIN, ILL.

GENERAL OFFICE: 76 Monroe Street, Chicago, Illinois.

NEW YORK OFFICE: 22 JOHN STREET.

WATCH COMPANY

FAHYS' INITIAL AND SUBJECT

PATENT GOLD INLAID

SILVER WATCH CASES.



In addition to our Gold Inlaid Subject Designs, including LOCOMOTIVE, STAG, JOCKEY, BULL DOG, STALLION, LION and BEAR, we are making and will constantly carry in stock a complete line of GOLD INLAID INITIAL Silver Cases, in SENIOR, JUNIOR and SCREW BEZEL 3 and 4 oz. Open Face Stem Wind.

FOR SALE BY ALL CANADIAN JOBBERS IN AMERICAN WATCHES.

melted in a crucible, and when in a thoroughly fluid state above mentioned composition is stirred in. The crucible is returned to the reverberating furnace, and melted, after which one-half ounce of the best zinc, one-half ounce of tutty, (impure oxide of zinc, to be had in any drug store), and the same quantity of borax are added. A noise will be perceptible when adding the ingredients, and smoke intermixed with a yellow flame will arise. The mass is stirred with an iron rod until the flame ceases. The mixture is then left quiet, and without fnrther stirring poured into an ingot rubbed in with wax. An alloy is prepared according to this receipt, which in color and other properties is strikingly similar to gold; it can be polished, drawn into wire, and is very supple.

OTHER NOTES.

AN ingenious process for giving silver surface to iron is a recent Austrian invention. It consists in first covering the iron with mercury and then depositing the silver by the galvanic process. By heating to 300° C. the mercury evaporates, and the silver layer is deposited.

A TEXAS jeweler hung a watch in his window and labelled it, "Look at this watch for $10," and the unsophisticated gentleman from Africa who stared at the article and then went in and wanted the $10, had to get down on the floor with the jeweler and roll over and under him a number of times before he could be made to understand that he couldn't have any $10.

AN interesting feature of the Colonial and Indian Exhibition to be held in London this summer, will be an exposition of the finding and preparation of diamonds, arranged in the African section by the Cape Government. A facsimile of a diamond mine and the whole of the operation through which diamonds pass, from the washing of the earth to the setting of the brilliants will be exhibited.

THE total number of watches produced annually in the entire world is estimated to be about 3,000,000. The annual production in the United States is now 1,000,000. The total number of key-winding watches made in the United States is now 1,000,000. The total number of key-winding watches made in this country since the introduction of machinery in the manufacture, or since about 1850, 3,250,000. Probably over 2,000,000 of these were made during the last ten years.

THE main wheel of a watch makes 4 revolutions in 24 hours, 1,460 in one year; the second or center, 24 revolutions in 24 hours, or 7,760 in a year; the third wheel, 192 in 24 hours, or 69,080 in a year; the fourth wheel—which carries the second hand—1,440 in 24 hours, or 525,600 in a year; the fifth or escape wheel, 12,964 in 24 hours, or 4,728,400 revolutions in a year; while the beats or vibrations made in 24 hours are 388,800, or 141,812,900 in a year.—*Ex.*

A CLOCKMAKER of Beziers has devised a means of giving the time simultaneously in every room in a house by an application of the electric bell system, in common use in Paris and elsewhere. The negative wire of the system is connected by a smaller wire with the pendulum portion of the clock train—any clock will answer the purpose, provided it strikes while the positive wire is made to pass just above the hammer of the clock; when the hammer rises to strike, it touches the wire, the circuit is closed, the current passes, and proceeds to act simultaneously on all the bells and alarms in the circuit.

ONE of the most enterprising jewelers in Paris, is Phillippe, of the Boulevard Poissonnière. Phillippe believes in handbill advertising, and has several men about in the streets whose duty it is to thrust his illustrated handbills into your hand, pocket or even down your throat, if you won't take them quietly. One of these bills is cleverly illustrated with six scenes representing the utility of investing in one of Phillippe's timepieces. One of the illustrations represents the interior of a wine shop with two workmen at the counter. "Governor," says one, "another glass round. The pawnshop stands treat. They lent me eighty francs on a gold keyless watch which I bought for seventy-five francs at Phillippe's." Another shows a parson at a wedding saying to the happy couple, "And now, dear friends, may your hearts always beat in unison and perfect harmony, like the watches sold by Phillippe, 29 Boulevard Poissonnièe (at the corner of the Rue Montmartre.)"

WISE AND OTHERWISE.

ONE swallow doesn't make a summer, but one robin makes a spring. Watch him, and see if he doesn't.

EDWIN ALONZO sends us a poem on "A Broken Link." Too late. Sausage season went out with the cold weather.

The moonlight summer nights will soon be here. You can't plant cats too early, nor is it possible to get too many in a hill.

THE cold world little realizes the sense of desolation that shuts down on a man who thinks he has been handed too much change by his grocer, when he dodges round the corner and finds it right to a penny.

A FEW evenings since, a father and daughter at Wellesley, Mass., were mutually recalling incidents of the latter's childhood. "I shall never forget," said the young lady, "how you took me out of church one Sabbath, when I was about three years old, and punished me for playing in meeting. I can remember the tingling of that peach tree switch to this day. "How strange, very strange," said the father, "I don't recollect the circumstance at all." "Ah, well, papa, you were at the other end of the switch."

HENRY VIII., so runs the story, having quarrelled with Francis I., resolved to send an ambassador to deliver a message to that monarch in the most menacing terms, and appointed Bishop Bonner to execute the commission. The bishop told the king that the embassy would cost him his life. Henry replied that if any harm befel his representative he would instantly cut off the heads of all the Frenchmen in his dominions. "So you may, sire," objected the bishop, "but I fear there is not one of them that will fit my shoulders."

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

A GENTLEMAN of eight years' experience wishes position as traveler or bookkeeper in a first-class house. Best of references. Address, B. H., Box 55, Oakville, Ont.

JEWELRY BUSINESS for sale, on a leading thoroughfare in the City of Toronto. Large double fronted store (could be partitioned and made into two separate stores if necessary). Stock and fixtures about $500. Established 13 years. For particulars, apply to P. W. ELLIS & Co., Wholesale Jewelers, Toronto.

WANTED—A PARTNER in a well-established Watchmaking and Jewelry business. A good salesman preferred as present owner wants to travel. Small capital required. For further information apply to A. M. BIGELOW, 142 Brunswick St., Halifax, N.S.

7 FINE GLASS SHOW CASES FOR SALE VERY CHEAP; ALSO ONE WALL SHOW CASE. Must be cleared out. THAYER & Co., 3 Wellington Street, Toronto.



SAVE MONEY
by having your Coin Jewelry done at
A.M. WELLINGS,
Manufacturing
JEWELER & ENGRAVER
26 Adelaide St. E., Toronto,
whose work is the best and cheapest in the Dominion. Give me one trial and you are caught.
N. B.—Send for Price List.

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E, Toronto, who makes a specialty of Jewelers' Work. Samples and estimates on application.

LEVY BROTHERS,

HAMILTON,

Now have the largest assortment of Clocks to be found in Canada, and as they receive shipments from the factories each week, their customers can depend upon receiving nice, fresh and saleable goods.

CLOCKS

NEW - HAVEN, - SETH - THOMAS, - ANSONIA, - INGRAHAM, - ETC.

GOLD CASES** in every style of engraving always on **hand
***GOLD FILLED CASES** of all manufactures.*
***SILVER CASES** complete in every line.*

ALL the LEADING AMERICAN MOVEMENTS.

ROLLED PLATE JEWELLERY, MATERIALS,
SWISS WATCHES.

ORDERS BY MAIL RECEIVE SPECIAL ATTENTION.

SMITH & PATTERSON

46 Summer Street,
BOSTON.

132 St. James Street,
MONTREAL.

JOBBERS IN ALL KINDS OF

AMERICAN WATCHES

AND CANADIAN AGENTS FOR THE FAMOUS







HOWARD WATCHES

which surpass all others for accurate time, beauty and durability.

We are having made by the American Watch Case Co. of Toronto, a large variety of *Our Own Especially Designed Gold Cases*, both Ladies' and Gents', which will be ready for the early fall trade.

Our fall line of *American Jewelry* will far surpass, in elegance and variety of styles, anything that we have ever shown you, and that our prices are right, goes without saying.

Our salesmen will be on the road, both east and west, early in August, of which you will receive further notice. All mail orders, whether addressed to Boston or Montreal, will be promptly attended to.

HAMILTON & HAMILTON, JR.,

Successors to **HAMILTONS & HUNT.**

ESTABLISHED 1871.

ALL CHAINS STAMPED WITH OUR TRADE-MARK.

QUALITY OF GOODS GUARANTEED.

Successors to **HAMILTONS & HUNT.**

If desired, will furnish names of Jobbers carrying our line.

We also manufacture a complete assortment of BARS, SWIVELS, JUMP-RINGS, SPRING-RINGS, CABLES, EYE-GLASS AND BRACELET CHAINS.

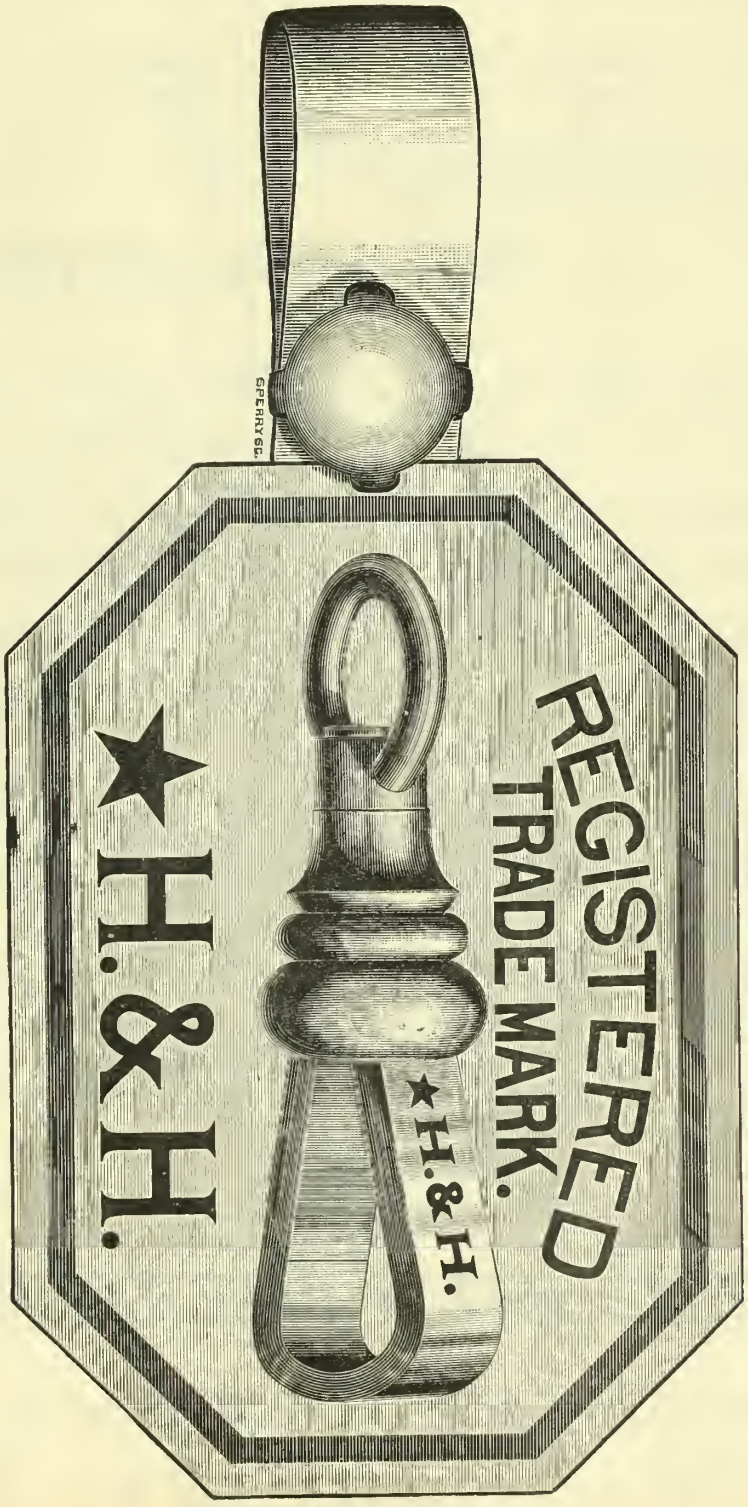
FACTORY:
226 EDDY ST., PROVIDENCE, R.I. U.S.A.

NEW YORK OFFICE:
No. 176 BROADWAY.

—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

REGULAR QUALITY STAMPED * H. & H.



—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

EXTRA QUALITY STAMPED * H. & H.

4-SIZE

Jas. Boss Gold Watch Cases

—FOR—

NEW 4-SIZE MOVEMENT OF THE ILLINOIS WATCH CO.

The new 4-size Jas. Boss Cases are nicely proportioned, and are very small, close-fitting and compact. They possess all the characteristics that have given the larger-size Boss Cases their great fame, and are admirably adapted to take the place of foreign-made watches which have had a large sale because there was no watch of American make sufficiently small to compete with them.

As usual with Jas. Boss gold cases, the 4-size are engraved in a manner at once original, luxurious and captivating.

It may be safely said that handsomer small-size watch cases are not conceivable.

The jobbing trade is prepared to fill all orders for this new and beautiful line of goods.

KEYSTONE WATCH CASE COMPANY,

NINETEENTH AND BROWN STS.,

PHILADELPHIA, PA.

THE TRADER.

TORONTO, ONT., AUGUST, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as guarantee.
All business and other communications should be addressed to
THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

THE OUTLOOK.

From present indications we should say that the prospects for a good fall trade were decidedly encouraging. The crop reports from all parts of the Dominion are favorable; labor seems to have got fairly settled down and our mechanics have all the work they can do at paying prices. From the United States word comes that everything there betokens a great expansion of trade in the near future, and this must in itself help on a revival of trade on this side of the line.

For our own part we never have been amongst those who for the past eight or ten years have been crying out with all their might that the wolf of hard times had its fangs deep into the commerce of the country. We have always held and hold still, that taking one thing with another, Canada has come through a long period of universally acknowledged business depression with very little injury to her commerce. It is true we have had a slight taste of hard times, but they have been caused more from the fact that we have too many people in business than any other cause. It is not the country that is at fault—the country is all right, but it is the fault of our people, too many of whom are bound to be middlemen instead of being producers. We venture the assertion that never before has the trade of this country been so large as it will be this year, and still we have no doubt but that there will be individual merchants who will feel and complain of hard times. Times are principally what people make them. Just as an individual makes money by working hard and living within his income, so a country becomes wealthy and enjoys prosperous times by following the same plan.

As far as we can see, it looks as if Canada is going to have a prosperous year before it. Competition is very keen in every branch of trade, and to make money, therefore, requires not only a thorough knowledge of the business in which one is engaged, but adequate capital with which to run it. Profits are cut down very much from what they formerly were, but if merchants have capital and business ability and are willing to make money by practicing economy, we see no reason why they should not find this fall one of the best they ever experienced.

The business outlook is fair, and those merchants who have faith in their country, faith in themselves, and the necessary ability and capital behind them both, should not hesitate to lay in a good stock of suitable goods in order to adequately supply the demand that a bountiful harvest will certainly produce.

GOODS ON APPROVAL.

No merchant whether he be wholesaler or retailer ever cares to send out his goods on approbation amongst his customers. No matter how careful these customers may be, it is seldom, if ever, that goods come back again into stock in as good condition as when they were sent out. If it is not generally so recognized, it is nevertheless a fact that the merchant who lets a customer have goods on approval does him a favor, and this being the case, the recipient should see that the person doing the favor suffers nothing by his good nature. Such however, we are sorry to say, is not always the case, for occasionally goods got as a favor on approval, are returned in most wretched condition and thereby occasion no small loss to the merchant whose disposition to oblige a customer has caused him to break his ordinary rule of business. Who that has ever been in a Canadian jobbing-house but can call to mind numerous instances in which fine jewelry has been returned wrapped up promiscuously in coarse brown paper, gold and silver watch cases come back dirty and scratched, and looking as if they had been worn for a month, delicate watch movements returned, perhaps with dial cracked, or dumped into the original box without paper of any kind? These, and a hundred other annoying occurrences of a similar kind, at once come before the mind's eye when this subject presents itself.

Now, in the name of fair play, we ask those who have a habit, whether from ignorance or carelessness of doing such things, to consider the matter and make up their minds to turn over a new leaf regarding it. No merchant of his own accord desires to send out his goods on approbation; it is one of the abuses of the trade that has grown from time to time until it has assumed its present disagreeable proportions. Every merchant desires to accommodate his customers, and if customers are benefited in this way, they should at least see that the person obliging them is not out of pocket by the operation.

We think that the least a person that gets goods on approval can do is to take good care of them while in his possession, keep them as short time as he possibly can, pack them carefully when through with them, and finally, be sure and pay the express charges when he sends them back.

In short, do as you would be done by, and if you follow this rule we think that you will have no difficulty in getting goods on approval when you need them, without any grudging on the part of the house sending them.

GIVE US A REST!

For the past eight years the *Globe* has been daily holding forth to the faithful the doctrine that the country was going to the dogs as fast as a corrupt government and a protective policy could send it. Entirely unmindful and unconvinced by the stern logic of events, that the people of Canada, farmers as well as mechanics wanted a protective tariff as the one best suited to the necessities of the country, the *Globe* has presistently harped upon the string that the farmer was being

S. FRENKEL,

Wholesale Jeweler, Importer of American and Swiss Watches, Optical Goods, Etc.,

55 & 57 YONGE STREET, TORONTO.

WHOLESALE AGENTS FOR

T. A. WILLSON & CO.'S Optical Goods.

Would invite attention to the following new grades of Steel Spectacles lately introduced in the market.



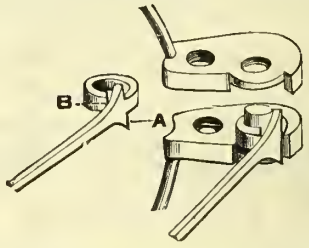
No. 155.

They are Steel, Full Tempered. Parts Interchangeable. Joints so constructed that wear is compensated for. Temple will not work loose and fall down as in old style joints. Nose-piece reinforced where it joins eye, giving extra strength with neatness. PRIZE MEDALS AT ALL EXHIBITIONS WHERE EXHIBITED. PATENTED JULY 31, 1877.

A SPECTACLE TEMPLE

THAT WILL

NOT WEAR LOOSE.



PATENTED MAY 13, 1879. RE-ISSUED JUNE 8, 1880.

A.—Stop for Temple, preventing Strain on Joint.

B.—Compensating eye, for taking up wear of joint. The eye of Temple is smaller than Stubb Steel Joint Pin on which it works, and is left open at B, exerting a Spring Tension on Pin.

All my better grades of Spectacles are made interchangeable, and when necessary I SELL EITHER FRAMES OR LENSES SEPARATELY. Dealers are thus enabled to carry a large assortment with very little outlay.

I carry the largest stock of Spectacles and Optical goods in Canada. My prices are lower than any other house, and any dealer can save money by inspecting my stock before he purchases.

=NEW=

Solid Gold. JEWELRY. Rolled Plate.

We are prepared to show our Customers this autumn a full assortment of all the latest designs in **ENGLISH** *and* **AMERICAN** *Jewelry.*

Our Stock is also Complete in

WATCH MOVEMENTS AND CASES, MATERIALS AND TOOLS

E. J. THOMPSON & CO.,

55 KING ST. EAST, HAMILTON, ONT.,

AMERICAN WALTHAM WATCH CO

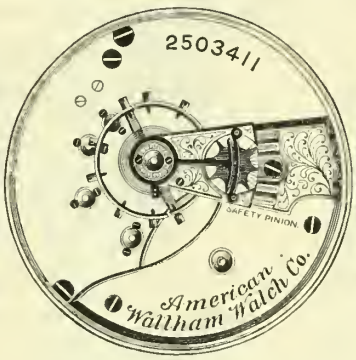
NEW NAMELESS 18 SIZE STEM WIND MOVEMENTS

HUNTING OR OPEN FACE.



No. 5.

GILDED MOVEMENT; thirteen jewels in settings; expansion balance; patent regulator. Eighteen size, Stem Winding, Hunting or Open Face.



No. 15.

GILDED MOVEMENT; fifteen jewels in settings, expansion balance; patent regulator; patent Breguet hair spring, hardened and tempered in form. Eighteen size, Stem Winding, Hunting or Open Face.



No. 25.

NICKEL MOVEMENT; adjusted; fifteen jewles in settings; expansion balance; patent regulator; patent Breguet hair spring, hardened and tempered in form; adjusted to heat and cold and in three positions, viz.: pendant, cock and dial. Eighteen size, Stem Winding, Hunting or Open Face



No. 35.

NICKEL MOVEMENT; adjusted, fifteen ruby jewels in gold settings: expansion balance; patent regulator; patent Breguet hair spring, hardened and tempered in form; double sunk dial; adjusted to heat and cold and in all six positions. Eighteen size Stem Winding, Hunting or Open Face.

ALL OPEN FACE MOVEMENTS ARE MADE PENDANT SETTING

THESE goods are regular full plate eighteen size, fitting any standard make of eighteen size cases, are of the newest models, and have all the latest improvements, numbers 15, 25 and 35 having the celebrated **Logan Breguet hair spring, hardened and tempered in form,** which is made only at Waltham and is **not to be found upon watches of any other makers in the world.**

They possess all the qualities of high grade movements and are offered at the usual prices of grades known to be much lower in quality.

They bear the name **American Waltham Watch Co.** only, and can be sold upon **their merits,** which, we believe will be more evident and acceptable to dealers and to the public than the fictitious value often claimed for goods of less established repute than Waltham.

We believe the market offers nothing of any other make to at all compare with these goods in such a rare combination of quality and price.

Dealers should **buy** them because they offer opportunity for profit.

Dealers should aim to **sell** them because they will give satisfaction to customers.

Prices will be found on Page 5 of Price-list issued by Canadian Association of Jobbers.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

GENERAL AGENTS,

BOSTON. **NEW YORK.** **CHICAGO.**

LONDON, ENG. **SYDNEY, AUS.**

ruined by the high prices he was being compelled to pay for all manufactured goods, at the same time that the produce which he had to sell was continually being depreciated in value. It did not matter that this statement was diametrically opposed to the facts of the case, it was a good political cry with which to catch the farmers' vote and therefore it did not matter to the grit organ whether it was true or false, so long as it served its purpose. We have more than once asserted in these columns, that no matter if wheat or other farm produce were depreciating in value all the world over, it was not going down nearly so rapidly in value as were the products of the world's factories, and that therefore, by comparison the farmer was relatively a gainer. There never was a time, we think, in the history of the world (except perhaps that of the Russian war) when a bushel of wheat would buy as many goods as it will to-day. This is denied by the opponents of the National Policy, but they never attempt to prove their assertions by facts.

Now in reference to this very plausible falsehood that has done service until it has become almost threadbare, that the working of the N. P. is diametrically opposed to the interests of the farming community: we have just come across a set of tables compiled for the *Milling World*, from which it will be readily seen that while farm produce of all kinds has actually increased very largely in value during the past seventy years, the products of the world's manufactories have decreased in an almost equal ratio. Here it is:

"Grain growers and other tillers of the soil, who feel like complaining at the low prices of farm produce now prevailing, should remember that agricultural interests are not alone in the matter of depreciation of prices. The fact is that during the past seventy years, farm products have increased largely in price, while manufactured articles have decreased. An interesting comparison of prices for farm produce is shown in the following table, compiled for the *Milling World*:

	1816.	1886.
Wheat, per bushel	$0 44	$0 99
Oats, per bushel	15	41
Corn, per bushel	20	46
Barley, per bushel	2	80
Butter, per pound	12	32
Cheese, per pound	6	10
Eggs, per dozen	5	12
Cows, per head	15 00	50 00
Hay, per ton	5 00	17 00
Straw, per ton	4 00	15 50
Sheep, per head	75	2 00
Farm labor, per month	8 00	18 50

Certainly in "the good old times," so often regretfully referred to, farmers were not overpaid, and these figures show that farm labor has during seventy years increased over 100 per cent., and the selling prices of farm produce have increased from 100 to 400 per cent. On the other hand, the comparison of manufactured articles shows large decreases, as may be seen in the appended figures:

	1816.	1886.
Steel, per pound	$0 17	$0 12
Nails, per pound	12	4
Broadcloth, per yard	16 00	4 00
Wool blankets, per pair	15 00	7 00
Cotton cloth, per yard	30	12
Calico, per yard	25	6
Salt, per bushel	$1 00 to 4 00	15 to 25

Here are enormous differences against the manufacturers and in favor of the farmer. It would appear that agriculture has really been favored at the expense of mechanical industry, and the grain growers and general farmers should cease to consider themselves the only class of victims of the present depressed business conditions."

Although but few of the many articles produced by our manufacturers are embraced in the above list, we think that if the whole catalogue were gone over the result would vary but little from the sample given. This being the case, all we have to say to the *Globe* and its imitators is this, if they can't bring incontrovertible proof that these figures are false, then the thing they are in honor-bound to do is to drop the charge and give the long suffering public—a rest.

A PRACTICAL TREATISE ON

THE BALANCE SPRING.

Including Making, Fitting, Adjusting to Isochronism and Positions, and Rating, also Adjustment for Heat and Cold.

BY EXCELSIOR.

PART II.

FITTING HAIR SPRINGS.

(26.) *Fitting the flat spiral spring.* I will first give the ordinary method of fitting a plain spiral spring, followed by good workmen, and then describe my own method and tool for facilitating the work. It is not to be expected, of course, that pains will be taken to make the hair-spring perfectly isochronal, when the workman gets only $1, (which is the price in many places,) for fitting and regulating it. Nevertheless he should have some regard for his own reputation, inasmuch as it will be but little more trouble to approximate very closely to correctness, if he knows how, than to fit the spring in such a manner as to render its good performance impossible. He will therefore understand that the directions to be given in these articles are essential to success, although I omit any discussion or explanation of the reasons therefor till we reach that part of the subject relating to isochronism.

(27.) All tools used in working around hair-springs must be kept perfectly clean and dry, not allowed to become magnetized, nor touched with soldering fluid or other corrosive substances, nor should any such things be allowed on the watch bench at all. Their place is upon the clock and jobbing bench. A pair of fine tweezers must be kept solely for this use. The points should be very slim and thin, flat and rough on the inside, hard tempered, the jaws broad and firmly connected so that they cannot yield sideways and let the points pass each other, and made to come easily together without giving any more spring or stiffness at the points than is just necessary to hold the spring, or a pin. *Too much strength* is the cause of pins snapping away and other "accidents" that bother the beginner, who imagines that the tweezers should not only carry the pin to its place, but hold it firmly enough to force it in. They must not be heated and softened, nor used as a pin punch, for picking teeth, cleaning finger nails, prying off watch dials, or corks out of oil bottles, or picking the saw dust out of keys, nor for anything whatever except working upon hair-springs. But if the points do accidentally get injured, it will be a saving of time to put them in perfect condition again before you undertake to work with them. The same remark applies equally to all other tools. There is no surer sign of a

ENQUIRE WHO MAKES THESE ROLL-PLATE CHAINS OF YOUR JOBBER.



1891



1838



1837



1844

GOLD, FRONT AND EDGE HAND ENGRAVED VEST CHAIN.



1783 284 QUEEN.



1795 312 QUEEN.

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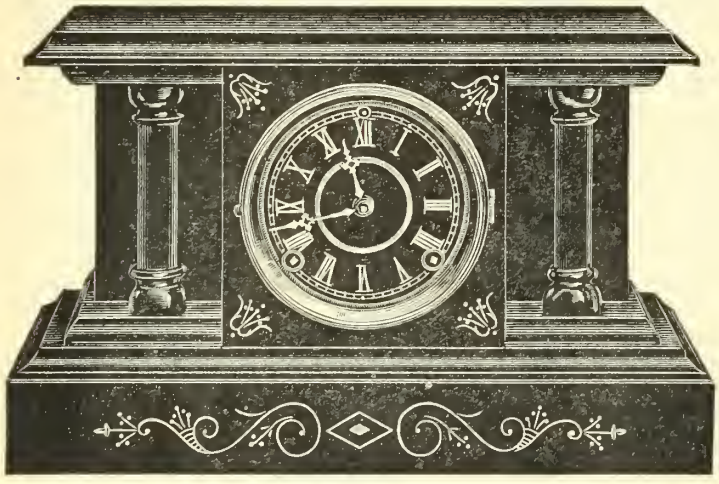
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IMITATION MARBLE,

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WE MAKE A SPECIALTY OF CUFF BUTTONS. OUR TRAVELLERS WILL BE ON THE ROAD EARLY AND WILL SHOW A VERY LARGE AND CHOICE LINE OF THESE GOODS.

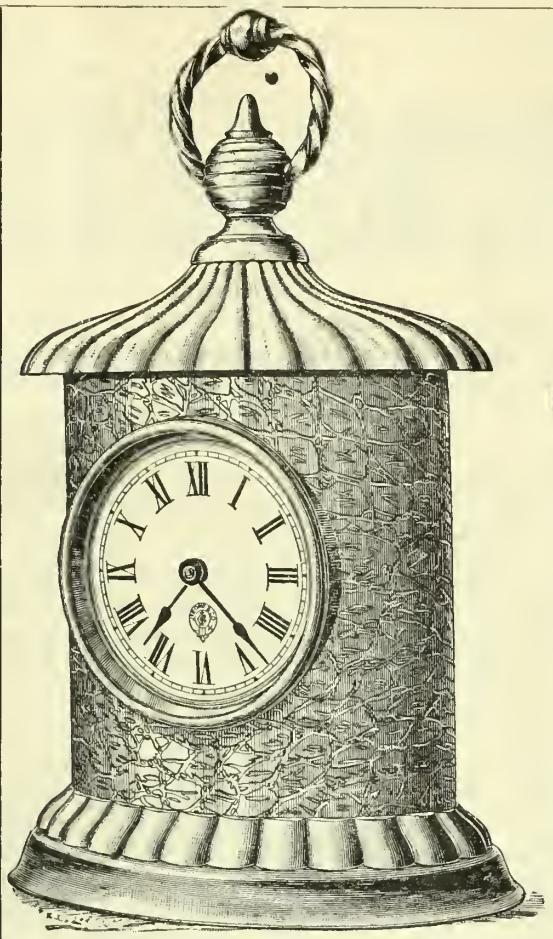
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HAMPDEN, SPRINGFIELD
AND SWISS AMERICAN
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CANADIAN GOLD, SILVER
AND FILLED
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AND PLATED ENGLISH
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Swiss and American Chronographs.

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WHOLESALE ONLY.

good workman than that his tools are always in perfect working order.

(28.) A spiral spring should be perfectly flat, evenly coiled, the coils becoming more distant from each other as they proceed from the centre, being about twice as far apart at the outside as at the centre; the wire should be of an equal temper, breadth and thickness, throughout its whole length, well polished and free from rust. It should also be long and closely coiled.

(29.) *Enlarging a spring.* The diameter, as already stated, (22) should be one-half that of the balance. If a spring cannot be found of just the right size, or larger, one of smaller diameter but having a suitable number of coils may be enlarged by the following process, which is also useful for spreading the coils apart when they are so close as to be liable to interfere with each other. Put the spring on a flat plate of either steel or brass, and over it another thin plate of bright steel, or if of brass, with a hardened steel screw in the centre Heat the whole very slowly and evenly till the top plate or the color piece becomes blue, then let it cool and it will be found equally expanded, unless the top plate has been too heavy to allow of free motion. If not sufficient it can be treated in the same way again—as the temper will not be reduced any lower, provided that the heat is not at any time greater than will blue the *hardened* bright plate or color piece (14).

(30.) *Flattening a spring.* If a spring has been warped or bent out of flat, it may be flattened in a similar way, by fastening it *tightly* between two steel plates as as to *prevent* expansion, and blue the upper plate, which will cause the spring to "set" perfectly flat. But in all these cases great care must be taken not to exceed the bluing heat or, if the spring is of any other color, not to carry the color of the hardened color-piece beyond the shade of the spring.

(31.) *Bulged springs.* If the centre of the spring has been merely sprung up, the best way is to take the collet off the balance and slip it on your pin punch till it fits snugly, then take hold of the outer coil, or of the coil where the "bulge" commences, with a stiff pair of tweezers so that it can be firmly held horizontally, then push the centre with the pin punch, in in a position exactly vertical to that in which you hold the outer coil, and the spring can generally be sprung back so truly as to be about as perfect as ever, and with very little trouble.

(32.) *Ruined springs.* If a spring has been very much distorted, it probably cannot be made perfectly true in the coils, although it may be true in the flat, and if it belongs in a fine watch, another spring should be fitted. Even if a distorted spring should be worked on with the tweezers till it was restored to exactly its former shape, it would not act the same as before. Every place where it has been bent and restored will be of a different stiffness from the original, and every such place exerts a disturbing influence, rendering a uniform action of the spring impossible. An inexperienced workman will often render a spring worthless for fine time keeping simply by numerous changes and corrections of shape. A spring should not be bent or altered any more than it is absolutely necessary, and any changes of shape should be made by littles, rather than by bending too much and then having to bend part way back again. The injury caused by bending is greater in soft than in hardened springs. Hence Breguet springs should always be hardened, because they necessarily have to be bent more or less in perfecting the terminal curves.

(33.) *Number of vibrations.* In fitting a new spring, the first thing is to ascertain the number of vibrations the balance should make per minute, either by counting the vibrations of that watch, or of one like it for exactly one minute. Or it may be done by calculation. As the centre wheel revolves once per hour, we multiply the numbers of teeth in all the wheels from the centre to the escape wheels, inclusive of both, into each other, and divide that result by the product of the numbers of the leaves in the pinions of all those wheels (except that of the centre wheel), then double the quotient, as there are two vibrations to each tooth of the escape wheel. This gives the number of vibrations the watch makes in an hour, and dividing that by 60 gives the vibrations in one minute. Generally Swiss watches have 300 beats per minute, American watches 300 to 270, and English levers 240. Whenever there is a doubt, or the watch is of an unusual make, it is well to count up. If you have a movement which makes exactly the desired number of vibrations, you need only try your spring along side of that, as described in (36), and any divergence between them will be seen at once, without counting.

(34.) *Selecting a spring.* You next lay the balance bridge on the bench before you, bottom upwards, and with the regulator pretty well back towards the "slow," and selecting a hair-spring which you deem suitable, you place it on the bridge so that the centre will come exactly at the pivot hole. Furthermore, the elbow or bend at the *point of attachment* of the spring to the collet must lie nearly in an imaginary straight line drawn from the pivot hole to the hair-spring stud, for it is customary to avoid fractional parts of coils in flat spiral springs, as much as possible. In doing this allowance must be made or any cutting out of the coils at the centre, to make the spring fit the collet, and for any bending at the stud, as spoken of in (46), if either will be necessary, calculating as closely as convenient the point where the elbow of the inner coil will come after that shall have been done, and that point must be placed in line with the stud—the centre of the spring remaining over the pivot-hole, as before described. Then note the particular coil which lies naturally between the regulator-pins when the spring is so placed.

(35.) Having now attached a small piece of beeswax to the balance-staff, just below the shoulder of the upper pivot, you stick the inner end of the spring to this wax, making a temporary but firm connection between the spring and the staff. Adjust the spring so that it will stand centrally and truly on the staff, then grasp it with the tweezers about one-eighth of an inch back of the point that lay in the regulator-pins, and, while the lower pivot rests on some hard, polished surface, you hold the balance upright by means of the spring, and cause it to vibrate. Care must be taken not to get so large a motion as to loosen the spring in the wax. By holding the coil in the tweezers pretty high, the spring can vibrate without coming in contact with the coils outside of the one held in the tweezers. The hand is rested on some convenient support. Instead of using wax as above, if the centre of the spring is very small, and will have to be broken out, any way, the central coil may be bent so as to hug the staff tightly and dispense with the wax. But this should not be done when that coil will have to be bent back into shape again and used.

(36.) Everything being in readiness, you set the balance in motion, and count the vibrations it makes in exactly one minute. It will be much easier if they are counted only in

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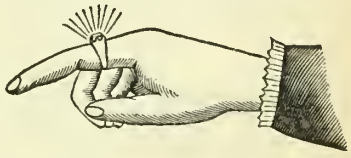
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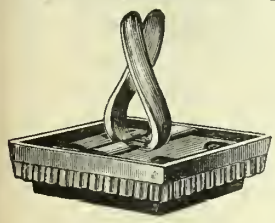
I take pleasure in advising the retail trade that I have opened one of the finest Jewelry Factories in Canada, which I have thoroughly fitted up with the latest and most improved steam machinery. I intend making **Specialties of Gold, Signet, Cem, Band and Wedding Rings of all kinds; Gold Lockets, plain gold and set with stones; Gold Chains, in Vests, Guards, Chatalines and Necks.**

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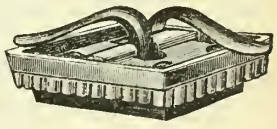
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one direction, as from left to right; then double the number. As already stated, if you have a movement making the proper number of vibrations, you can try your spring beside that, causing the two balances to vibrate together at first, and notice whether your spring lags behind or goes ahead. In either case, count the vibrations from the start till they come together again. If your spring loses a beat or gains one in fifteen seconds or less, it is certainly not suitable. It should not gain or lose *more* than a couple of beats in a minute. In the case of an American movement, you can rest the balance pivot on the glass cover of the movement box, directly over the balance going underneath, and readily compare the two.

(37.) *Pinning to the collet.* If the spring does not give very nearly the desired number of vibrations it is removed and another tried, and so on till one is found which meets the above requirements, when in the case of a flat spiral spring, it may be pinned to the collet for a final trial. Aside from the convenience of using wax as described, for preliminary trials, there is a grave objection to pinning the spring to the collet at first. Collets differ much in size, and if a spring was cut out at the centre to fit properly on a large collet, it would be greatly injured for any watch with a smaller one, if it did not happen to fit the one first tried. But with the temporary wax fastening no injury is done to the spring if it proves unsuitable. If it will be necessary, when pinning it to the collet, to cut out considerable of the inner end, additional length must be allowed at the outer coil to compensate for this shortening at the centre —otherwise the watch will of course gain time. Springs are generally made small enough to fit the smallest collets, and often require considerable cutting to go on a large one. And if this additional length outside, when allowed for, would make the spring too large to lie freely in the regulator-pins, it must be rejected. This can be ascertained before cutting it.

(38.) The manner of pinning it to the collet is important. There should not be a large vacant space at the centre of the spring, but the inner coil should be only far enough from the collet to avoid any danger of touching it, even in the longest vibrations—but it must not be too close. We often find springs with the inner coil actually hugging the collet—a certain proof that the watch has been in the hands of a botch. Either end of the pin sticking out so that the coil can hit it, is another evidence of botchwork. The inner end of the spring should be put into the hole in the collet entirely up to the elbow, where the straight joins on the curved portion. From the elbow the curve should diverge from the collet in such a manner that it will meet the regular spiral form in about one-eighth of a coil from the elbow. This is better than running the spiral itself up to the collet, except when the coils are very wide apart in which case the spiral should reach and be pinned directly to the collet. If the spring diverges too boldly from the collet, its action will not be good. On the other hand, if it diverges too slowly, it will lie so near the collet as to be likely to touch it when closely coiled up, or a minute speck of dirt wedged in between them would produce the same effect. No portion of the spring, however small, should rest on the collet, or on any dirt upon the collet, or on any pin, nor should any coil touch another, even at the extreme end of the longest vibration the spring will make in use. The repairer should examine every doubtful hair-spring that passes through his hands, turning the balance with the finger in each direction, and holding it still while looking over the spring. Although a little out of its order here, I would also say that the spring must not touch anything above, below, or around it, except the collet, stud and regulator, and them only at one point. All workmen know that this should be so, but they cannot know whether it *is* so, unless they move the balance to each extreme and hold it while they look, as above. It is very common for *two* coils to hit the regulator or the stud.

(TO BE CONTINUED.)

SELECTED MATTER.

DEAD STOCK.

The end and aim of all mercantile business is to gain money, and when men invest capital in a stock of merchandise it is with the expectation of reconverting it into cash at prices sufficiently in excess of the original cost to yield a larger return than it would if loaned at rates established by the various State laws. All this goes without saying; but when by either indiscriminate and injudicious buying or by circumstances unforeseen and uncontrollable a quantity of unsalable goods accumulate upon the hands of the merchant, there arises a problem incident, in a greater or lesser degree, to every business, and which involved may lead to loss and possibly to disaster. Unsalable, or, in the vernacular of trade, "dead" stock, is one of the most serious cares of a merchant's business life, requiring in its avoidance the exercise of all his taste in selecting, and his talent and acumen in the salesroom. In spite, however, of the best management, some of the goods in every store will be found to be of this character, receiving accessions constantly as other pieces fail to win the favor of customers, and locking up capital that should be actively employed. What disposition should be made of this incumbus is the perplexing question which is not rendered more easy of answer by the reluctance of merchants generally to make prompt reductions in prices. And yet we know of no other method of transferring capital that is tied up in goods that do not sell into capital that will pay profits because invested in goods that are in demand. It may be true that when these goods were new they were worth the price asked for them; but when it also becomes a fact that an unappreciating public has, by letting them alone, taken a considerable per centage from their value, this latter unpalatable truth must be realized if the goods are to be moved at all. As to the wisdom of converting "dead" stock into money as quickly and easily as possible there can be no question. The point turns entirely upon the methods to be employed in accomplishing this result. Some have favored auction sales, as we do when every circumstance is favorable, two of which are important—a first-class reputation and being able to get a good auctioneer on the part of the dealer; but this plan is open to several objections. There are few auctioneers who can and do obtain in this way even moderately fair prices, and when commissions are deducted it is often found that there has been a needless sacrifice. The old method still in use by many large houses appears to be the most wise of any yet devised for the trade at large. The "bargain" counter has usually its own class of customers, some of whom will buy anything if assured of its cheapness. Such a counter should not belie its name. Make it a counter where bargains are truly given. Let the goods placed upon it bear cost prices, or, if need be, in special cases considerably below cost, and they will soon dis-

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Watchmakers to the Trade.

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That valuable stock of jewelry belonging to the Estate of H. C. Flach, Talbot Street East, St. Thomas.

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TERMS: ⅓ cash, balance secured 3 and 6 months' time, without interest.

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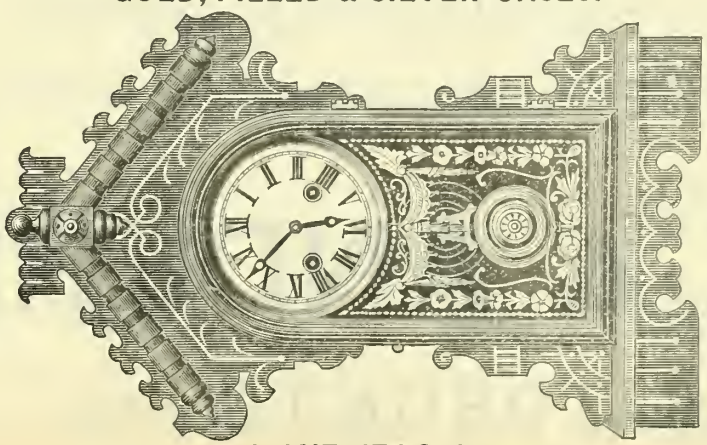
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Our Fall purchases of Jewelry and Watches are arriving daily Our Stock will be replete with the Newest and Choicest designs in American Jewelry, by the 2nd of August.

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SPECIAL ATTENTION TO CLOCKS

and are prepared to sell to good men at a very small advance.

We will mail the Legitimate Trade in a few days Illustrated Sheets of Assorted Cases which will be found to be the cheapest in the market. Send for Sample Case and be convinced.

LOWE & ANDERSON

TORONTO.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

appear at prices far in excess of most auction sales, while the legitimate trade receives no interruption and suffers very little, if any injury. If the merchant resolves in some cases to abandon all ideas of profit on unsalable goods, and even submits to a loss on special articles, he is doing a wise thing. It is said of that merchant prince, the late Mr. A. T. Stewart, that one day walking through his immense establishment he stopped before a clerk, and said in that peculiar high-keyed voice of his, "That dress doesn't seem to go very well, young man. What's the matter?" "Customers complain of the price; sir," was the reply. "Ah," said Mr. Stewart, "cut it down twenty per cent." The next week the dress was still there. "Not sold yet," was asked. "No, sir." "Cut it down twenty-five per cent. more." The third week the dress had disappeared. "Ah," said the merchant, "we can make more out of the money, young man, than we ever could out of the dress." That's a business man's sermon in plain English that the reader may well remember.—*Jewelers' Journal.*

A STRANGE CLOCK.

The judge's house, says a correspondent of the San Francisco *Call*, was over in the French quarter of New Orleans, unattractive outside, but as soon as you got into the broad hall a cool breeze struck you, laden, without exaggeration, with the balm of a thousand flowers. The hall led right through the house and opened into a regular fairy land of flowers, a garden the like of which I had never dreamed of. It was surrounded by a high wall, and had plants in it from every country under the sun. The white-haired old gentleman and the group of grandchildren hanging about him took us about, and the first thing we stopped at was a large oval plot set out with small plants around the edge.

"This," said the judge, "is my clock. What time is it, Clara?" he asked of one of the children. The girl ran around the plot and said it was four o'clock, and so it was. The four-o'clock was in bloom. "In fact," said the story-teller, "the clock was made up of flowers." In the centre was a pair of hands, of wood, covered with some beautiful vine, but they had nothing, however, to do with the time-telling.

The plan was this: The judge had noticed that at almost every hour in the day some plant bloomed, and working on this principle he has selected plants of different hours and placed them in a circle, twenty-four in number, one for every hour.

For example, at the top of the earthen clock, at 12 o'clock, was planted the portulacca, and he told me it would bloom within 10 minutes of 12 and rarely miss. At the hours of 1, 2, and 3 he had different varieties of the same plant, all of which bloomed opposite the hour to which it was planted. At 4 o'clock he had our common plant of that name, and you all know how you can depend on that.

At 5 the garden niotago came out, at 6 the geranium triste, and at 7 the evening primrose. Opposite 8 o'clock he had the bona nox, and 9 the silent noctiflors—all these blooming at or near the time given. At 10 o'clock, if I remember rightly, he had a cactus, at 11 another kind, and at 12 the night blooming cereus.

Half the year some of the plants don't bloom at all. The plants opposite 1 and 2 in the morning were cacti that bloomed about that time; and at three was planted the common salsify, and at 4 the chicory, and at 5 the snow thistle, and at 6 the dandelion.

CAUTION ABOUT BREGUET SPRINGS.—A Breguet spring should never be applied to a watch with an index. It is perhaps the best form of spring for a pocket watch, having all the properties in action of the cylindrical spring, and the great advantage of flatness in form, but any attempts at producing a good timekeeper with this spring and curb pins will end in failure. And any attempt at getting time in positions by pressing the outer coil of the flat spring against the outer or inner pin is mere jobbing, and, even if successful, would require to be repeated every time the balance had to be taken out. For flat springs with regulators it would be highly advisable to pin a spring into the collet, in order to get the stud hole and curb pins to correspond. The end of the over coil of a Breguet spring should run into the hole in the stud before being pinned in, and if the stud is screwed into the cock without the balance it will easily be seen if the jewel hole is in the centre of the hole in the spring collet, as it should be. This spring should also be pinned at equal turns.

BUSINESS NOTES.

SOLD OUT.—W. A. Whitford, jeweler, of Montreal, who failed a few weeks, has been sold out by the assignee.

THE GOWLAND JEWELRY STOCK was last month sold by tender to Messrs. E. & A. Gunther at 50½c. on the dollar.

R. MUNRO, jeweler, of Cannington, Ont., has assigned with small liabilities, and assets in proportion. As he has been slow for years this failure does not take the trade by surprise.

BRANCHING OUT.—Our old friends, McIntyre & Davidson, the well-known jewelers, of Portage la Prairie, Man., have started a branch of their business out at Edmonton. They are a pushing firm and deserve success.

T. B. STEACY, jeweler, of Brockville, Ont., is at present in Europe purchasing goods for his busin ss. He is enlarging his premises and expects when his new fall stock is in to have a display equal to anything in Canada.

THE MERIDEN BRITANNIA CO.—We had a visit from Mr. J. A. Parker, the general manager of the Meriden Britannia Co., Hamilton. He reports the business of his company beyond the average and expects a big trade this fall.

A NEW WATCH OILER.—The new watch oiler manufactured by S. P. Kleiser is one of the neatest and best things that we have yet seen for the purpose. They are cheap and every well regulated household ought to have one.

MR. BEVERLEY HEATH, the well-known representative of Simpson, Hall, Miller & Co., was in the city last month making things hum. He says they are well satisfied with their business this year and expect a boom in the near future.

A BIG PURCHASE.—Messrs. Kent Bros, the well known Yonge street jewelers, of this city, with their usual enterprise, have purchased the magnificent exhibit of the Toronto Silver Plate Co., which took the gold medal last year at the Toronto Industrial Exhibition.

SELLING OUT.—Mr. C. Davies, one of the oldest and best known retail jewelers on King Street, Toronto, is advertising his business for sale. As this is one of the best stands in the city for the jewelry business he should not have long to wait for a purchaser.

OFF FOR EUROPE.—Mr. James Venn, jeweler, of Toronto, sailed for Europe last week on business connected with some patents in which he is interested. That he will combine pleasure with business and take in all the fun there is going goes without saying. We wish him a prosperous journey.

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well-known reputation of my goods has induced other makers to adopt a similar name, calculated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt., on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

TORONTO,

to whom all orders should be addressed.

G. RODGERS,

Known to the trade in Sheffield, England, and on this continent since 1846.

No connection with Joseph Rodgers, Roger Bros., Wm. Rogers, or Rogers & Bro.

The ***ILLINOIS WATCH COMPANY*** *are now delivering their new* ***FOUR*** *and* ***SIX*** *size movements.*

The ***SMALLEST, PRETTIEST*** *and* ***BEST*** *Ladies' Watch is the new* ***FOUR*** *size made by the* ***ILLINOIS WATCH COMPANY.***

THE

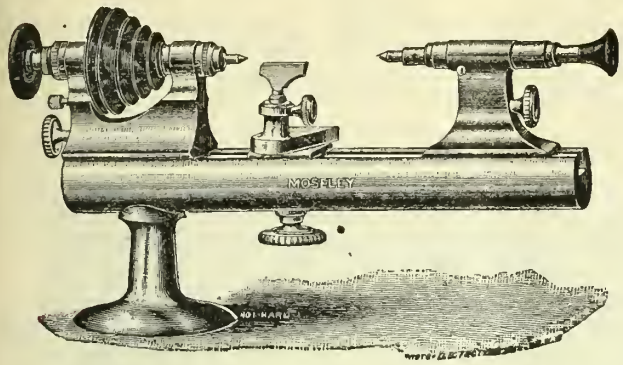
ILLINOIS WATCH COMPANY

Warrants every movement of every size manufactured by it.

KEEP YOUR EYE ON THIS PAGE IN SEPTEMBER.

It will be ***MONEY*** *in your pocket to place your order early for the new* ***ILLINOIS WATCH COMPANY FOUR*** *size movement.*

Everyone who tries the present product of the ***ILLINOIS WATCH COMPANY*** *orders again.*



BARRIE, JULY 20th.

MR. E. BEETON,

DEAR SIR.—Please send me your best figures for "Moseley" Universal Head and Jewelling Caliper Rest. My lathe gives me great satisfaction; in fact I could not get along without it. It is a great saving in time and material, and I use it a hundred times a day to do work next to impossible to be done without it. Send me price of above as soon as possible.

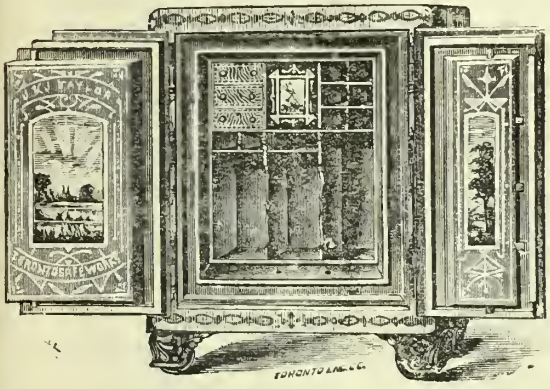
Truly Yours,

J. A. LODD.

The "MOSELEY" LATHE.

SEND FOR PRICE LIST AND CATALOGUE TO

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TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with

Non-Conducting Steel Flange Doors.

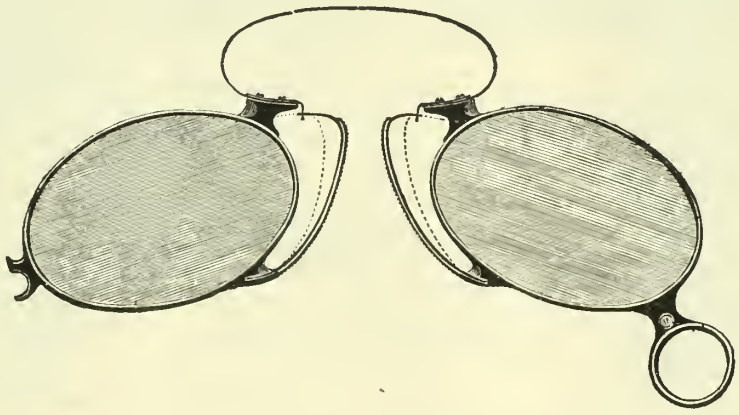
ALSO MANUFACTURERS OF

Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.

30 YEARS ESTABLISHED.

The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

The Montreal Optical and Jewellery Company, L'd.



INVITE the attention of the Trade to their splendid assortment of Eye Glasses for Fall Trade, including all the latest improved styles, in particular their new CELLULOID EYE GLASS with cork lined nose pieces as shown in above cut ; these latter are considered by all who have seen them as

The Very Best Line in the Market.

If you cannot wait till travellers call on you send for samples. 1000 circulars with your name on free of charge with six dozen of these Eye Glasses.

N.B.—AXIS CUT PEBBLES A SPECIALTY.

Montreal Optical and Jewellery Company, L'd. P. O. BOX 1054, MONTREAL.

THE NEW VICE-CONSUL.—M. Schwob, Esq., of the firm of Schwob Bros, Montreal, has been appointed Vice-Consul of France in that city. As Mr. Schwob is one of the most successful of Montreal's business men, as well as a thorough gentleman, the French republic is to be congratulated upon its choice.

THE STOCK OF H. C. FLACH, jeweler, of St. Thomas, who assigned last month will be offered for sale at public auction by the assignee. The stock and fixtures amount to $4 042 and is unusually well assorted. St. Thomas is a good town, but it is evident that it can only support a limited number of jewelers.

D. A. REESOR, jeweler, of Brandon, has gone to British Columbia on a prospecting tour. Now that the C. P. R. is an accomplished fact our Pacific brethren may look out for an influx of settlers and an increased volume of business and keener competition in all lines. The iron horse is a great leveler of prices.

HYMENIAL.—Mr. W. F. Doll, wholesale jeweler, of Winnipeg, Man., was married a few days ago to Miss Higginbotham of Bowmanville. The happy couple left for Washington and New York on their bridal tour and expect to reach their home at Winnipeg early in August. We wish them every happiness incident to the married state.

A WHOLESALE REMOVAL.—The Dueber Watch Case Mfg. Co., of Newport, Ky., have decided to remove their entire factory to Canton, Ohio, as that city offered them greater inducements than any other place. Unless some equally large company buys up the Dueber buildings we should say that real estate will soon be a drop in that market.

A SUCCESSFUL MERCHANT.—One of the finest retail jewelry stores in the Dominion is that of James Trotter, of Galt, Ont. His stock of fine goods is large enough for any first-class city store and is kept fully abreast of the times by constant additions of the latest novelties. His store is lighted at night by electricity and is a credit to the town.

MR. JOHN W. CAMPBELL, who has been American buyer and traveller for Rothschild & Co. for the past two years, has severed his connection with that firm and made an engagement to travel for Lowe & Anderson. Mr. Campbell is one of the most courteous and obliging travellers on the road, and we trust that he may meet with increased success in the future.

HOW ARE YOU GEORGE.—A few days ago we were surprised to receive a visit from Mr. George Thompson, the well-known jeweler of Port Arthur, Ont. The silver mining metropolis is getting too small for George, and he is looking around for other worlds to conquer. He will probably experiment on either Toronto or Winnipeg, the latter preferred.

THE VISIT OF THE KNIGHTS OF PYTHIAS to Toronto gave quite a stimulus to the jewelry business in this city. Most of our jewelers sold large quantities of Canadian jewelry, and the visitors expressed themselves as very much pleased with the styles which were entirely new to them. Our jewelers would be glad to have the Knights come every year.

THE STOCK OF R. J. DOHERTY, jeweler, of Queen Street, Toronto, was sold last month at fifty-one cents on the dollar, being bought in by some friends interested in his business. In this connection we might give Mr. Doherty a pointer to the effect that it does not pay any jeweler to do repairing and watch-work at or about cost. Cheap work means poor work, or loss of money.

TWENTY-FOUR O'CLOCK.—With its next change of time tables the Canadian Pacific will adopt the twenty four o'clock enumeration for all its system west of Lake Superior. This method of counting the hours is so convenient that within a few years there is no reason to doubt it will be in universal use. It will seem strange at first, but it will cause even less of disturbance than did the adoption of standard time.

A CLOSE SHAVE.—The factory of P. W. Ellis & Co., Toronto, came near being burned down a few days ago owing to a fire in a printing establishment next door. Fortunately the firemen were able to subdue the flames before much damage was done. Messrs. Ellis & Co. were so well pleased with the prompt service rendered by the fire brigade that they sent them a check for $20 in aid of their benevolent fund.

ON DECK ONCE MORE.—The latest turn in the Lancaster or Keystone Standard Watch Company's wheel of fortune, is that "three far-seeing citizens have stepped into the breach and by buying it up and running it to its fullest capacity have saved it from bankruptcy." This is all right for the employees of the Company, and of course we are glad for their sakes, but we trust that the "far-seeing" citizens whose public spirit has led them into the enterprise may see their money back again.

FOR SWITZERLAND HO!—Mr. John M. Inglis, wholesale jeweler, of Montreal, sailed for Europe last week, for the purpose of buying goods for his firm. As Mr. Inglis makes a specialty of Swiss watches and movements, he will spend the most of his time in Locle and Chaux du Fonds, the centres of the watch industry in Europe. We understand that Mr. Inglis has secured the agency of several new lines of American movements made in Switzerland, which are said to be first-class in quality and low in price.

PUSHING AHEAD.—As an evidence of Canadian enterprise we may mention that the American Watch Case Company of Toronto have just made contracts for the purchase of several thousand dollars' worth of new presses and machinery of the latest and most powerful pattern. They are bound to be fully abreast of the times and aim to make the very best case that is put upon the American market. Although the watch case trade of Canada is small of itself the Company think that by working up the foreign export trade which they now contemplate that they will be able to keep their machinery going at its full capacity and help to make the country what it is ultimately bound to be one of the manufacturing centres of the world.

THE U. S. INVADED.—The periodical invasion of the United States by Canadian wholesale jewelers has become so common that our cousins across the border don't seem to take much alarm at it. In fact, by the way they talk they seem rather to like it and wish it would continue. Amongst the prominent buyers who visited the States last month were Mr. Walter Barr, Manager of the Goldsmiths' Company, Mr. George Chillas, of Lee & Chillas, Mr. W. G. H. Lowe, of Lowe & Anderson, Mr. Thomas Marshall, Mr. W. A. Young, Mr. Harry Ellis, Mr. John H. Jones, of John H. Jones & Co., Mr. F. Chandler, of Liffiton & Chandler, Mr. Fred Thayer, of Thayer & Co., Mr A. Levy, of Levy Bros., Hamilton, and Mr. M. C. Ellis, of P. W. Ellis & Co.

SKIPPED.—Considerable talk has been occasioned by the disappearance of Mr. W. H. Jones of the firm of Bray & Jones jewelers, of this city. It has now been ascertained that Jones had for some time previously been making preparations to skip out, as he had been collecting in the accounts of the firm and pocketing the money. He took the Grand Trunk east and is probably in England by this time. This escapade was totally unexpected by those who knew him as he has always borne a good reputation and they are at a loss to account for his action. He is well connected both in England and this country, and his friends feel deeply his lapse from the path of honor. We are glad to learn that Jones' embezzlement will in no way whatever affect the standing of the firm, who are fully secured against loss.

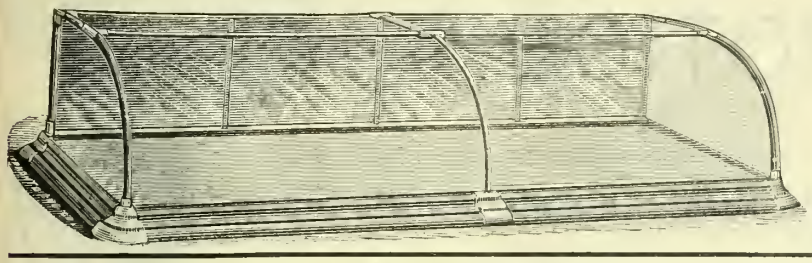
ENTERPRISE.—Amongst the many Knights of Pythias who visited Toronto last month were about a dozen American retail Jewelers from different parts of the States. They were nearly all struck with the beautiful designs of the silver and gold Canadian jewelry, manufactured by Messrs. P. W. Ellis & Co., of this city, and complimented the firm highly on the quality and finish of their products. One of the largest retail dealers in the Eastern States bought a large bill for his business and expressed himself very highly pleased with his purchases. As an evidence of the superior workmanship of this firm we may state that the K. of P. division from one of the largest cities in the U. S., when here, gave them an order for their gold and silver medals in preference to getting them made at home. This is the kind of enterprise that builds up a country.

THE ACME SILVER CO. IN ENGLAND.—Mr. John Blackburn, manager of the Acme Silver Co., of Toronto, has just returned from England, where he has been spending about three months in the interest of his company. He says that their display of silverware rather astonished the natives over there, who couldn't believe that such beautiful goods could come from such a wooden colony as Canada "you know." However, seeing was believing, and the styles being better and the prices being lower than similar goods of English manufacture, Mr. Blackburn took quite a few orders for the goods. If this kind of thing is to continue and grow, the Canadian N. P. will indeed prove a bad thing for England. A few such eye openers as this will make an impression on thinking Englishmen whether it will do our hide bound free traders in Canada any good or not.

Dominion Show Case Manufacturing Co.

J P. WAGNER. C. SCHACK. H. C. LAURENCE. WM. MAHR.

SILVER MEDAL Toronto Exhibition, 1884 & 1885. | FIRST PRIZE, Provincial Fair, Ottawa, 1884.



Show Cases of every description in Nickel, Silver, Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

SHOW ROOMS AND FACTORY:

59, 61 & 63 ADELAIDE ST. WEST, TORONTO, ONT.

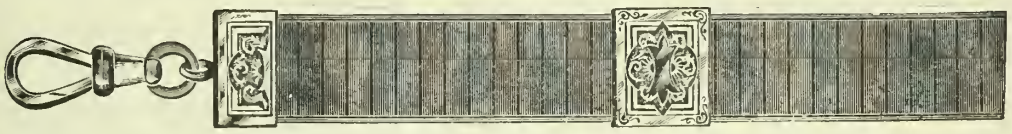
ASK YOUR JOBBER FOR GOODS OF THE MAKE OF

C. E. HAYWARD & CO.,

Successors to HAYWARD & BRIGGS;

MANUFACTURERS OF FINE ROLLED PLATE JEWELRY,

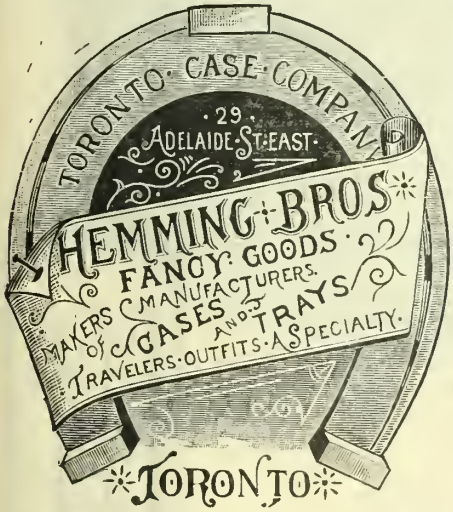
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RIBBON VESTS  AND GUARDS.

"THE MORTON" PATENT POST SLEEVE BUTTON.

Patent Bracelets, Link Buttons, Collar Buttons, Vest Chains, Hair Chain Mountings, Seals, Lockets, Charms, Jewelers' Findings, Etc.

Factory: ATTLEBORO, MASS. Buyers invited to call at our New York Office and examine new goods.



JEWELRY CASES

Plush, Velvet, Morocco, Paper.

SILVERWARE CASES

In latest styles, at every price.



TRAYS FOR ALL KINDS OF JEWELRY.

Plush, Walnut and Cloth-Bound. Plush Velvet and Satin-Lined.

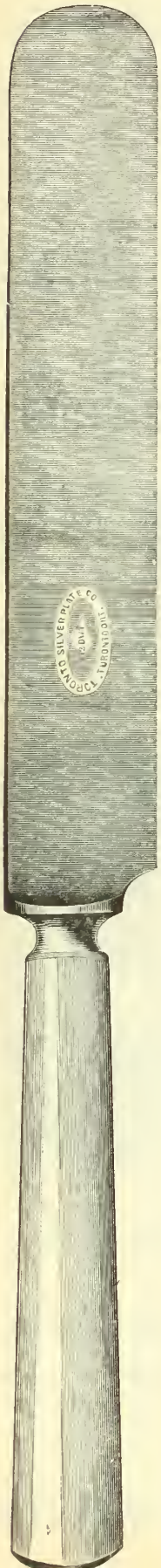
—SAMPLE GRIPS— • —TRAVELLERS' TRAYS—

COMPLETE STOCK ALWAYS ON HAND. MAIL ORDERS SHIPPED PROMPTLY.

HEMMING BROS.,

29 ADELAIDE STREET EAST, - - TORONTO.

Steel Knives and Flat Ware a Specialty.



NOTICE.



We Deposit on our Extra Plate Ware as follows:

On	Tea	Spoons,	2½	ounces,	50	pennyweights,	pure silver.
"	Dessert	"	3¾	"	75	"	"
"	Table	"	5	"	100	"	"
"	Medium	Forks,	5	"	100	"	"
"	Dessert	"	3¾	"	75	"	"
"	Medium	Solid Steel Knives,	12			"	"

which is twenty-five per cent. more than the regular Standard plate. All other Extra Plate Goods in same proportion.

Every dozen of Spoons, Forks and Knives are weighed by our process, both before and after plating, and carefully recorded in a book kept for that purpose—and the full amount of silver is thereby deposited for Extra Double and Triple Plates, which is the highest standard for Electro Plate.

All our Flat Ware is "SET" or shaped by MACHINERY, whereby absolute uniformity is acquired.

These Goods are also HAND BURNISHED, which imparts a harder—consequently more durable—and a more even finish than is possible by any other process.

All wares bearing our trade mark are GUARANTEED TO STRIP FULLY UP TO OUR STANDARD, and we will replace all wares of our manufacture that do not strip full weight of silver.

We call our customers' attention to their being packed in Boxes containing One Dozen, making them more convenient for the Trade and Consumer.

Toronto Silver Plate Co.,

410 KING STREET WEST,

TORONTO, - - - ONT.



Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

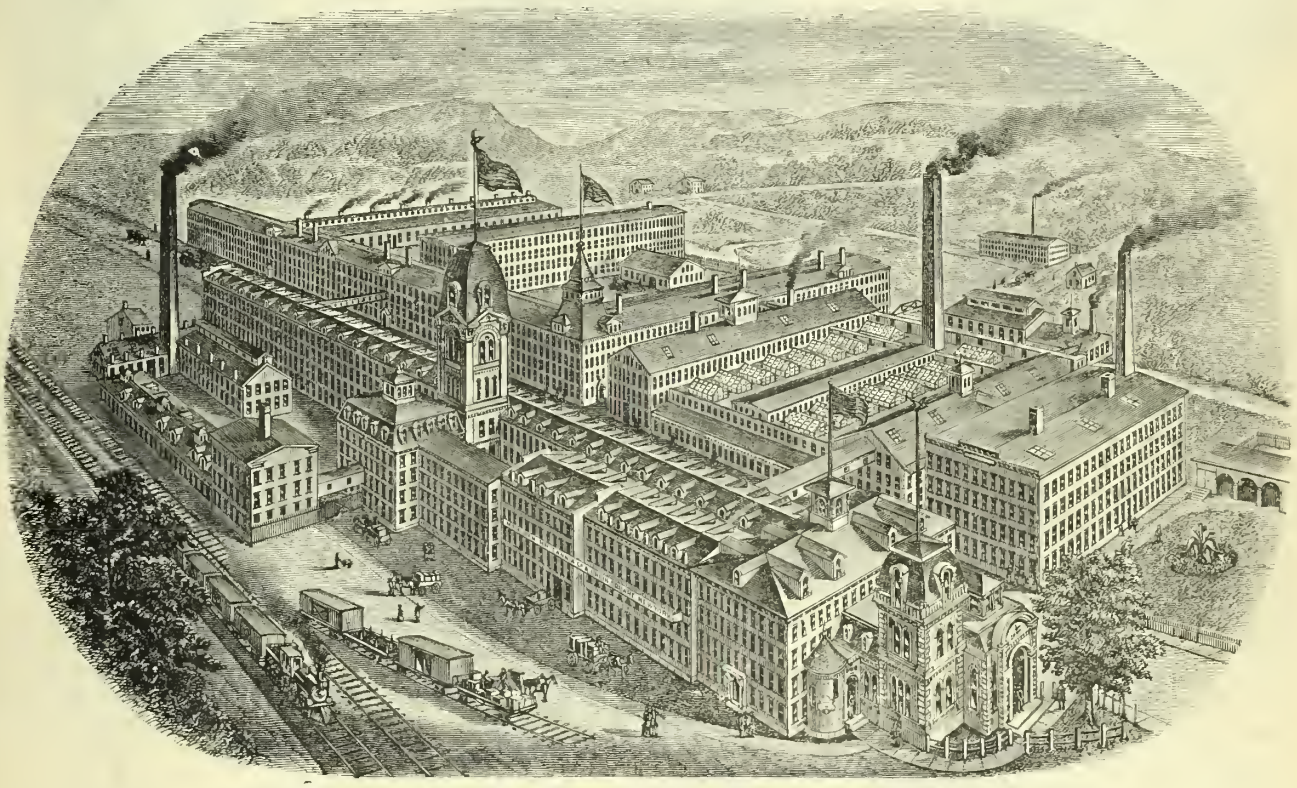


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE



MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name is well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

THE EMPLOYEES OF THE GOLDSMITHS' Co. held their annual pic nic about the middle of July, and had a jolly time generally. Athletic competitions of all kinds were indulged in for the very handsome prizes offered by the firm, and not a little amusement was thereby afforded—to those who did not compete. As such pic-nics are becoming an annual institution why would it not do to have all the firms in the city unite and have a combined jewelers pic-nic? Such things go a long way to create a better feeling amongst the different members of the craft.

"NO PROTEST."—A few days ago we received a letter from an esteemed jeweler not a thousand miles from Toronto, protesting against our allowing the advertisement of an opposition firm appearing in our columns on account of his business methods. We take this opportunity of saying that so far as THE TRADER is concerned, we never have and if we know ourselves, never will insert the advertisement of any firm that does not bear an honest reputation. Our readers can, therefore, confidently look to our pages for the business messages of honest men seeking to place their wares before them with a view of doing an honest legitimate business. If opponents in business don't see eye to eye with each other as to the best methods of doing business we can't help it, and don't propose to take any side in the quarrel, provided neither party does anything dishonest or calculated to mislead the trade. Trade has always been a warfare and always will, and success in nine cases out of ten perches itself upon the banners of those who have the largest supply of brains, grit and greenbacks. Our advertising columns are free to any honest dealer who has money to pay for them, and we don't propose to be a party to any boycotting schemes that may be engendered through business rivalry.

THE COLONIAL EXHIBITION.—They say in England, that the Colonial Exhibition has been a great success and that the display of manufactured goods in the Canadian department has astonished the visitors more than anything else. An exhibitor who has just returned from there informs us that not one half of the goods sent from Canada are on exhibition at all. The space allotted to Canada although large in the first place, and almost doubled later on, was altogether inadequate to show the goods that our manufacturers sent there for display. While the other sections are not much more than three-quarters full, the Canadian section is so badly overcrowded that very few if any of the goods can be seen to advantage. We think it would be a good plan for Canada to start a world's fair of her own next year in the Sydenham Crystal Palace, and fill it up as she could undoubtedly do. A Canadian world's fair held in London, would do Canadian manufacturers more good than a dozen such exhibitions in Canada, because in London they would attract thousands of customers from foreign countries who could never be induced to visit Canada for the purpose of seeing an exhibition. A Canadian world's fair in the City of London would be a revelation to more than even the people of England, and if it became an accomplished fact, the people of that country might as well cable Macaulay's New Zealander to come on by first express (c o d) and carry out his part of the programme.

SAVED AGAIN.—We thought we had got through with the adventures of our esteemed friend John Sheppard, the genial manager of the Boss Watch Co.'s New York business, but it appears that we were mistaken John struck Toronto, during its invasion by the Knights of Pythias, and would have had to roost on a telephone wire only that Mr. George J. Bray acted the good Samaritan and took him home with him. John's striking Toronto would have been all right, however, if an attack of cholera hadn't struck him and doubled him up in less than no time. Samaritan Bray dosed him with burned brandy and John rubbed the part affected with his patent Boss case, and between the outward and inward applications his life was saved. The good Samaritan ascribes the cure to the brandy. John says that the brandy didn't have anything to do with it—it was the Boss case that fetched it. When doctors disagree, who shall decide such a knotty question. We don't pretend to, but all the same we lean to John's theory of the case and put our money on the Boss case in preference to brandy every time. Mr. Sheppard says all the silver dollars in the U. S treasury couldn't buy that case now. He thinks the Company will apply for a patent for their Boss case as a specific against cholera, but is not certain. At any rate they will continue as heretofore to make their cases twenty pennyweights to the ounce, of fourteen, and two tenths quality of gold and throw in all its life saving properties free gratis, for nothing. Their new four-size is a daisy.

WORKSHOP NOTES.

FOR giving the final or black finish to lenses use the finest jeweler's rouge on a pitch lap. Vienna lime is used by some for the last finish, in the same manner as the rouge.

AN excellent cement for mending marble can be made by adding to ½ pint of skimmed milk ½ pint of vinegar. Mix with this the whites of 5 eggs well beaten; then sift in with constant stirring sufficient powdered quicklime to form a paste.

TO MAKE A LEFT-HANDED SCREW-PLATE.—Screw a piece of steel of the desired size in an ordinary right-handed screw-plate. Then file it away to a feather-edge and harden it. A good left-handed screw-plate may now be cut with the top thus made, if it is turned the reverse or left-handed way.

TO REMOVE STAINS FROM WATCH-DIALS.—To remove black or cloudy stains from porcelain watch-dials, which are generally caused by the tin boxes they are shipped in, wet a piece of tissue paper in nitric acid and wet the dial. This will instantly remove them. After applying the acid the dial should be immediately washed thoroughly in water and then be dried in boxwood saw dust.

VARNISH FOR GLASS INSTRUMENTS.—An excellent gold varnish for brass objects, surgical or optical instruments, etc., is prepared as follows: Gum lac, in grains, pulverized, 30 parts; dragon's blood, 1 part; red sandlewood, 1 part; pounded glass, 10 parts; strong alcohol, 600 parts; after sufficient maceration, filter. The powdered glass simply serves for accelerating the dissolving by interposing between the particles of gum lac and opal.

THE SCREW-DRIVER.—The watchmaker's screw-driver should be as light as possible, consistent with strength, properly proportioned to the work, with well-polished points of a width nearly equal to the diameter of the screw heads to be operated upon, and of a thickness to fit the slits, with only sufficient taper to secure it from breaking. A tool with a blunt taper will ruin the best of screws. Screw-drivers made from pinion wire collect dust in the ridges and are therefore objectionable. A better form is readily made from square steel while hot.

To make a cheap but vey good battery use flat carbon plates, about 8 inches by 4 inches by ½ inch, and zincs to match, but thinner. Amalgamate the zincs by rubbing with mercury, keeping the surface moist with dilute sulphuric acid. One zinc may be used as a rubber for the other. For exciting fluid, mix five fluid ounces of oil of vitriol with three pints of cold water, and after it has cooled add six ounces finely powdered bichromate of potash. A little nitric acid will improve the constancy. Each cup contains one plate of zinc and one of carbon; connect zinc of one to carbon of next; do not let the plates touch each other under the fluid.

TO EXTRACT BROKEN WATCH SPRINGS.—All mechanical appliances will sometimes be of no avail for extracting the piece of a screw broken off with its hole, if this has been drilled only partly through the plate. In such a case slightly warm the plate, and cover it well with beeswax. Be careful not to let this touch the broken screw; then make a solution of oil of vitriol—one part of oil of vitriol and four of water. Let it stand until quite cold, then put the plate in, and in a few hours the acid will dissolve the screw. The wax may be removed by warming it in olive oil, and washing in hot soap and water.

TO BRONZE POLISHED STEEL.—Methylated spirits, 1 pint; gum shellac, 4 ozs.; gum benzoin, ½ oz. Set the bottle in a warm place and shake it occasionally. When dissolved, decant the clear part for fine work, and strain the dregs through muslin. Now take 4 ounces powdered bronze green, varying the color with yellow ochre, red ochre and lamp black, as may be desired. Mix the bronze powder with the above varnishes in quantities to suit, and apply to the work, after previously cleansing and warming the articles, giving them a second coat, and touching off with gold powder, if required, previous to varnishing.

ELGIN NATIONAL



No. 98



No. 99



No. 100

SPECIAL attention is called to our line of 18-size 3-4 plate Open Face or Hunting Pendant Set Movements. These Movements have Quick Trains and Straight Line Escapements, also are interchangeable, permitting the stem to be placed at either XII or III in the same movement.

For hunting cases, however, the trade should fully understand that special Pendant Set Hunting Cases must be obtained, and that this is the **ONLY** line of Movements manufactured that can be utilized as a Hunting and Open Face Pendant Set Watch.

FACTORY: ELGIN, ILL.

GENERAL OFFICE: 76 Monroe Street, Chicago, Illinois.

NEW YORK OFFICE: 22 JOHN STREET.

WATCH COMPANY

FAHYS' INITIAL AND SUBJECT

PATENT GOLD INLAID

SILVER WATCH CASES.



In addition to our Gold Inlaid Subject Designs, including LOCOMOTIVE, STAG, JOCKEY, BULL DOG, STALLION, LION and BEAR, we are making and will constantly carry in stock a complete line of GOLD INLAID INITIAL Silver Cases, in SENIOR, JUNIOR and SCREW BEZEL 3 and 4 oz. Open Face Stem Wind.

FOR SALE BY ALL CANADIAN JOBBERS IN AMERICAN WATCHES.

LEVY BROTHERS,

HAMILTON,

Beg to advise their Customers that they are now receiving weekly shipments of their Fall Stock, and will soon have the pleasure of calling upon the Trade with an assortment complete in

ENGLISH JEWELLERY, AMERICAN JEWELLERY,

All of the latest Designs, personally selected in the Markets of Europe and the United States.

OUR STOCK OF

GOLD, GOLD FILLED AND SILVER CASES

Will be found complete and choice in all Lines.

WE CARRY ALL NAMES AND NUMBERS IN

ELGIN, WALTHAM, HAMPDEN, SPRINGFIELD AND SWISS MOVEMENTS.

CLOCKS

We import and keep in Stock a large and varied assortment of Clocks of the following well-known Manufacturers:

NEW HAVEN, SETH THOMAS, ANSONIA, INGRAHAM, TERRY.

As we receive weekly shipments from the different Factories, the Trade will find it to their advantage to place their orders with us, as our Goods will be found FRESH and SALEABLE.

Our Price List and Catalogues will be issued early in the Fall, and we would advise all interested to await its arrival before placing their Orders.

WATCH TOOLS & MATERIALS, OPTICAL GOODS SWISS WATCHES

ORDERS BY MAIL RECEIVE SPECIAL ATTENTION.

OTHER NOTES.

COSTLY CHURCH.—St. Peter's Cathedral, just finished at Moscow, has five cupolas, and 900 pounds of gold were used in overlaying them. The doors of the temple cost $310,000, and the marble floors $1,500,000.

AN INTERESTING EXPOSITION.—Madgeburg, Germany, intends to hold a grand exposition of horology in 1888, in honor of the 1,000th anniversary of horology. As nearly as can be ascertained, Pope Sylvester constructed the first wheel clock in 888.

THE EIGHT-HOUR LAW.—The eight-hour labor agitators in Washington might find a chunk of wisdom in the remark of the practical English farmer to his experimenting landlord, who said that he did not despair of the time when he could carry the fertilizer for an acre of ground in his waistcoat pocket, that "Your honor would be able to carry the crop in the other."

NEW WATCH FACTORY IN FRANCE.—A large watch factory, to employ one thousand workmen and to produce from three to five hundred watches per day, is proposed to be started at Morteau, France, near the frontier of Switzerland. It is said that a syndicate of Paris capitalists are backing the enterprise, and that the well-known watchmaker, H. Haas, is to be the manager.

WATCH PRODUCTION.—The total number of watches produced annually in the entire world is estimated to be about 3,000,000. The annual production in the United States is now 1,000,000. The total number of key winding watches made in this country since the introduction of machinery in their manufacture, or since about 1850, is 3,250,000. Probably over 2,000,000 of these were made during the last ten years.

AN ILLUSTRIOUS WATCHMAKER DEAD.—The last of the small body of illustrious watchmakers of France died recently. Winnerl, who was a contemporary and co-laborer of Berthoud, Janvier, Brequet, etc., and the names of these artistes will be renowned as long as watches and clocks are made. He was born in Steyermark in 1799, and while still a young man went to Paris, where he made very artistic watches and astronomical mechanisms for the observatory; he also rendered, for many years, valuable assistance to Francis Arago.

AN IMMENSE CLOCK.—The works of the immense clock which has been put up in the Board of Trade building in Chicago, are pronounced a most perfect reproduction of those of the great Westminster palace clock in London, but with some additions and improvements adapted to its commercial purposes. It is constructed of iron, bronze and steel, and weighs ten tons without the bell, the latter adding some 4,500 pounds more. The pendulum alone weighs 750 pounds. In its arrangements the works are divided into a time train, a hand train and a striking train; these separate trains comprise separate machines, resting side by side on separate frames. Each of the trains is operated by a separate weight, and the three weights together reach some 3,500 pounds. The hammer that strikes the bell weighs eighty pounds; the clockwork is below the dials, which are ten feet ten inches in diameter, and the bell is above them, or 250 feet above the ground. The pendulum swings one way in two seconds.

WISE AND OTHERWISE.

IN Wales a signboard reads: "Take notice that when this post is under water the road is impassable."

"WHAT is wisdom?" asked a teacher of a class of small girls. A bright-eyed little creature arose and answered: "Information of the brain."

EX-GOVERNOR MILLER, of Minnesota, is delivering a lecture in that State which is entitled "All Men are Liars." His tickets read: "All Men are Liars. Admit one."

"SEE, nurse," exclaimed papa, as a smile irradiated the face of his infant, "an angel is whispering to it." "No, sir," replied the nurse, "it is only the wind on its little stomach."

"YOUNG man," said a minister to a youth of his congregation, "do you know what relations you sustain in the world?" "Yes sir; two cousins and a grandmother, but I do not intend to sustain them much longer."

AN Irish lover remarks: "It's a great pleasure to be alone, especially when yer sweetheart is wid ye!"

THE STOCK OF HENRY ROSENBURGH, jeweler, of Watford, Ont., was sold by his creditors last month and brought 40c. on the dollar, just enough to pay the landlord and the secured creditors.

A LITTLE boy was sent to a store for some eggs. Before reaching home he dropped them. In answer to his mother, who asked: "Did you break any?" he replied: "No, I didn't break any, but the shells came off some of them."

A GREENFIELD child has said its prayers regularly every night since it was taught to lisp "Now I lay me down to sleep." Hearing that its parents were about to remove thither, it closed its last evening prayer thus: "Dood-bye, Dod, we's goin' to live in Turner's falls."

SUNSTROKE.—Mr. W. G. H. Lowe, senior partner of the firm of Lowe & Anderson, Toronto, received a partial sunstroke during the heated term last month. Although he was confined to the house a few days from it, he is around again as well as ever, and is to be congratulated on his escape.

QUEEN VICTORIA, like other marms, has her trouble with the servants. "I am Queen of Great Britain and Empress of India," she is said to have said, the other morning; "but I have not power enough to make one of my servants put coal on the fire, if she has been hired to look after the bed chambers."

AT an exhibition of pictures, a baker and a facetious friend were examining a picture with a number of rocks in the foreground. Quoth Batchy: "Thae rocks are like lumps o' dough." "Weel," said his friend, "you shouldna find fault wi' that, when the puir chiel o' a painter makes his bread out o' them!"

THE superintendent approached a youth of color, who was present for the first time in Sunday School, and inquired his name, for the purpose of placing it on the roll. The good man tried in vain to preserve his gravity when the answer was returned: "Well, massa calls me Cap'n; but my *maiden name* is Moses."

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

A GENTLEMAN of eight years' experience wishes position as traveler or bookkeeper in a first-class house. Best of references. Address, B. H., Box 55, Oakville, Ont.

FINE SWISS UNIVERSAL LATHE FITTED COMPLETE with Olin chucks, for sale cheap. Address P. O. Box 193, Toronto.

JEWELERY BUSINESS TO EXCHANGE FOR SAFE, GOOD Regulator, Nickel Counter or Show Cases. Established three years. H. ING, Watchmaker, 106 James Street North, Hamilton, Ont.

WANTED—A PARTNER in a well-established Watchmaking and Jewelry business. A good salesman preferred as present owner wants to travel. Small capital required. For further information apply to A. M. BIGELOW, 142 Brunswick St., Halifax, N.S.

WANTED A SITUATION to learn the watchmaking and jewelry business, by a careful and steady young man. Apply to FRANK PURVIS, Lyn, (Leeds Co.) Ont.

WANTED. GOLD WATCHMAKER for a country town. Must be steady. GOLDSMITHS' COMPANY, 48 Yonge Street.

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E., Toronto, who makes a specialty of Jewelers' Work. Samples and estimates on application.

SMITH & PATTERSON

46 Summer Street,
BOSTON.

132 St. James Street,
MONTREAL.

JOBBERS IN ALL KINDS OF

AMERICAN WATCHES

AND CANADIAN AGENTS FOR THE FAMOUS







HOWARD WATCHES

which surpass all others for accurate time, beauty and durability.

We are having made by the American Watch Case Co. of Toronto, a large variety of *Our Own Especially Designed Gold Cases*, both Ladies' and Gents', which will be ready for the early fall trade.

Our fall line of *American Jewelry* will far surpass, in elegance and variety of styles, anything that we have ever shown you, and that our prices are right, goes without saying.

Our salesmen will be on the road, both east and west, early in August, of which you will receive further notice. All mail orders, whether addressed to Boston or Montreal, will be promptly attended to.

THE AMERICAN LEVER CUFF AND COLLAR BUTTON.

The Old, Original, Reliable, Faultless Cuff Fastening.



OPEN.





CLOSED.

LOOK FOR TRADE-MARK ON POST.

NONE GENUINE WITHOUT IT.

Retailers are Advised to Examine Carefully what they buy.

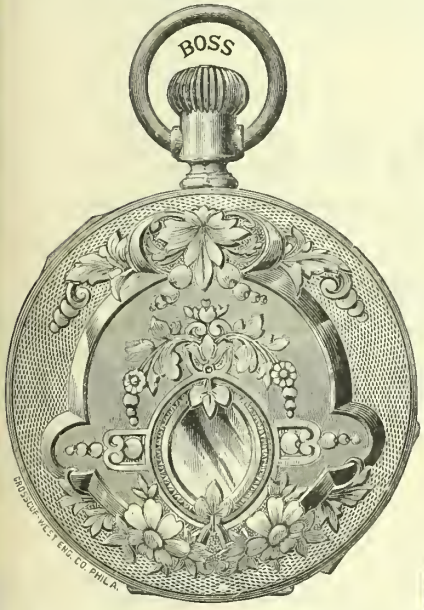
The Horse Shoe and Clover Trade-Mark stamped upon all our productions is a guarantee of their supreme excellence in mechanism, quality, finish and design.

Ask Your Jobber for Them and accept no other.









NEW DESIGNS OF

ENGRAVING

ON JAS. BOSS' GOLD CASES.

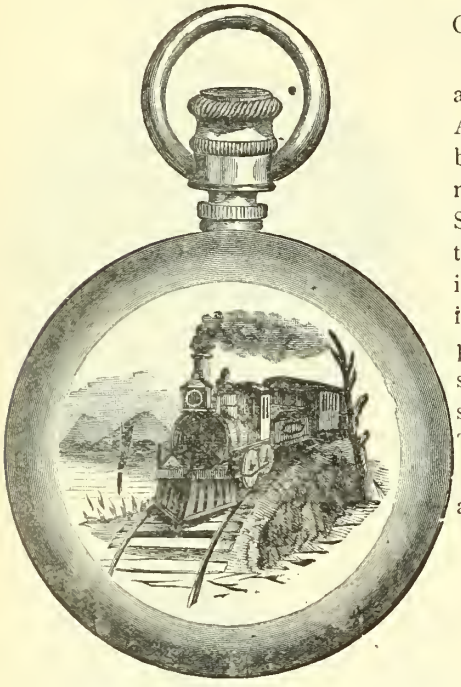








JEWELERS, ATTENTION !



GENTLEMEN,

I take this method of informing you that I have just received my fall assortment of goods, consisting of the newest patterns and best values of the leading American, English, French, German and Swiss manufacturers. These goods have all been bought direct from the makers for spot cash and all commissions saved. I have now, without doubt, the largest stock of JEWELRY, WATCHES, WATCH CASES, SPECTACLES AND OPTICAL GOODS of any house in Canada, and offer them to the Trade only, at very low prices. I employ no travelers, but sell my goods entirely in my warehouse. By this means I am enabled to give my customers an advantage in price of from 10 to 15 per cent. over houses that employ travellers, and are compelled to put their expenses upon the selling price of their goods. I have a lot of staple goods that I am jobbing off at prices far below the manufacturers cost, and shrewd business men who can handle such goods can get some big bargains in them These goods can never be repeated.

When you visit Toronto, be sure and call on me, and if I don't open your eyes as to the prices of Jewelry then I don't want you to buy.

REMEMBER THE ADDRESS,

S. FRENKEL,

WHOLESALE JEWELER,

55 & 57 YONGE ST., TORONTO, ABOVE THE AMERICAN EXPRESS OFFICE.

E. J. THOMPSON & CO.,

55 KING ST. EAST, - - HAMILTON, ONT.,

Invite the attention of the Trade to a full and complete line of

ENGLISH · JEWELRY · AMERICAN

Embracing all the New and most Fashionable Patterns.

DIAMONDS AND OTHER PRECIOUS STONES.

Also in IMITATION for Jobbing purposes.

A COMPLETE STOCK OF WATCH MOVEMENTS AND CASES CONSTANTLY ON HAND.

JEWELERS FINDINGS, SWISS AND AMERICAN WATCH MATERIALS AND TOOLS.

PROMPT AND SPECIAL ATTENTION TO MAIL ORDERS.

E. J. THOMPSON & CO.

AMERICAN WALTHAM WATCH CO.

WALTHAM, MASS.

ASK TO SEE THE

New Ladies' Waltham Watch.



THE SMALLEST AND CHEAPEST

AMERICAN CHATELAINE WATCH MADE.

In 14 kt. and 18 kt. and Crescent Gold Filled.

FOR SALE BY ALL JOBBERS.

ROBBINS & APPLETON,

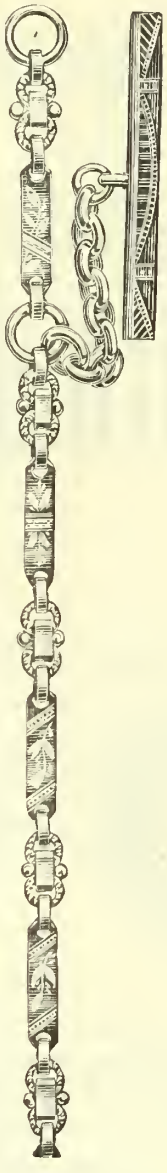
GENERAL AGENTS,

BOSTON. **NEW YORK.** **CHICAGO.**
LONDON, ENG. **SYDNEY, AUS.**

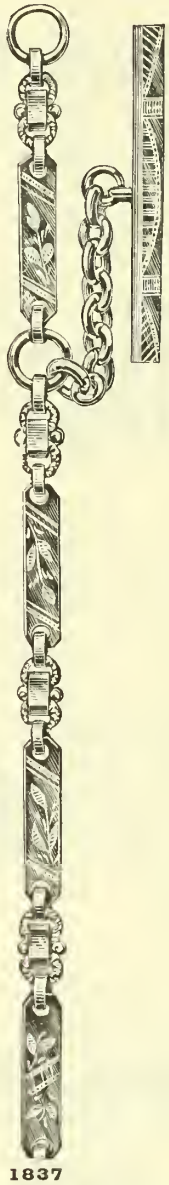
THE R. F. S. & Co. ROLLED PLATE CHAINS ARE THE BEST AND CHEAPEST IN THE MARKET.



1891



1838



1837



1844

GOLD, FRONT AND EDGE HAND ENGRAVED VEST CHAIN.



1783 284 QUEEN.



1795 312 QUEEN.

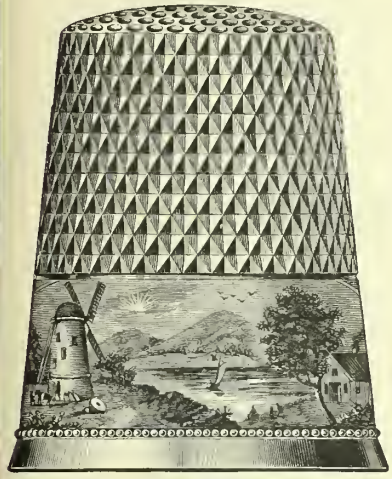
BE SURE AND ASK YOUR JOBBER TO SHOW YOU THE NEW LINE OF

R. F. S & CO. SEALS.

SIMONS, BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

Chains, Thimbles, Canes, Umbrella Mountings.



Established 1840.

TRADE S MARK

611 & 613 Sansom St.,
618 Chestnut St.,
PHILADELPHIA, PA., U.S.

N. Y. OFFICE, 20 MAIDEN LANE

Address all Orders to Factory



No. 76. 5/8 in.

CLOCKS - CLOCKS - CLOCKS

Walnut, Marble, Imitation Marble.

WE HAVE NOW ON HAND A LARGE ASSORTMENT OF THE MOST DESIRABLE STYLES.

Dealers should send for our new Illustrated Catalogue.

ENCLOSE YOUR BUSINESS CARD.

H. A. NELSON & SONS

Toronto and Montreal.

WATCHMAKERS AND JEWELERS

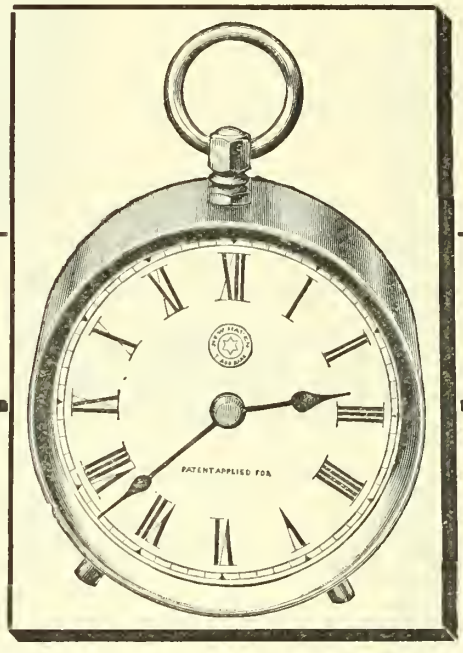
VISITING THE

INDUSTRIAL FAIR

SEPTEMBER, -: Toronto :- 6th to 18th,

ARE CORDIALLY INVITED TO MAKE THEIR HEADQUARTERS AT THE OFFICE OF

EDMUND SCHEUER



11 WELLINGTON STREET WEST,

Where he will be pleased to show them his new and extensive stock of

Clocks, Watches, Materials, Jewellery,

AND OPTICAL GOODS.

BOTTOM PRICES.

WAREHOUSE CLOSED ON SATURDAYS.

THE TRADER.

TORONTO, ONT., SEPTEMBER, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communicatien, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

OURSELVES.

With this number THE TRADER commences the eighth year of its existence, and it may not upon such an occasion be amiss to say a few words about ourselves. It is with pardonable pride that we point to the growth we have made since the publication of our initial number. Launched upon the sea of literature with but scant eight pages of matter, it has been gradually enlarged until to-day, when we send out a journal of forty pages. We have taken no step backwards nor do we intend to do so. On the contrary, every movement has been forward and upward. We aimed to make THE TRADER larger and better each year and we leave it to our readers whether we have succeeded or not.

Since the year commenced we have dropped all the outside trades and confined the circulation of THE TRADER strictly to jewelers. It is now the recognized organ of the jewelry trade in Canada, and we propose to make it more worthy of their appreciation and encouragement. We don't take much stock in promises and therefore don't intend to make any, but this we will say, that as far as in us lies we shall continue our past policy of publishing an independent journal, for the best interests of the jewelry trade in Canada. Our record in the past is the best guarantee for our future conduct, and we point with pardonable pride to a clean sheet that no publisher need be ashamed of.

We would be ungrateful, did we close without expressing our thanks for the kind and generous support and encouragement we have received from the entire jewelry trade of Canada, both wholesale and retail. We want our retail jewelers to feel that THE TRADER is particularly their own paper, that its columns are free as air to them to help in interchanging their ideas and making known their wants. In using our columns and publicly discussing trade topics they will find that they are not only benefitting their neighbors but doing good to themselves. There are few men who cannot learn something from their neighbors, and a free interchange of ideas cannot fail to be of service to the trade generally. We invite correspondence on trade topics and shall be glad to hear from as many of our readers as can spare the time to send us a few lines.

PROTECTION TO RETAILERS.

The letter of Retailer in another part of this issue is one that calls for more than a passing notice. There can be no doubt in the mind of any thinking jeweler that the trade is now, and has for years past, been suffering severely from ignorant and unscrupulous competition. While almost all are agreed that such evils exist in the trade, as to make it far more risky and unprofitable than it ought to be, it seems hard to get any number of jewelers who take interest enough in the thing to set to work in earnest to devise a remedy. Our jewelers some way seem half asleep regarding the drawbacks against which they are struggling, and if they ever expect to shake themselves free of it they must rouse themselves and get to work as if they meant business.

Some one has got to take the initiative, and we do not know of any one more competent or one who possesses the confidence of the trade to a greater extent than the gentleman named in Retailer's letter. Mr. Ryrie is a jeweler of nearly twenty years' standing, and of undoubted ability and integrity, and if he will undertake to start the organization of a Retailers' Association we can promise him beforehand our best assistance in any way that such an association can devise.

All that such a movement wants is a start; once started it will grow and very soon become a power in the trade. This being the case we trust that Mr. Ryrie, although having the superintendence of a very large retail business, will consent to convene a meeting and proceed to get such an association organized. In our opinion it only wants to be started by the right man to make it a success. Shall it be so started, or shall things be allowed to drift on as they have been doing for so many years past?

THE ASSESSMENT QUESTION.

The people of Toronto are at present, thanks to the late expose in the *Globe*, cudgelling their brains for some solution of the assessment problem. A very cursory glance at the assessments of either the income or personal property of most of our business or professional men, will reveal the fact that in the levying of taxes as at present performed on either of these classes a great injustice is committed against those scrupulously honest citizens who make a statement in exact accordance with facts. It has been suggested that every citizen should make out a written declaration of his taxable assets and confirm its truthfulness under oath, but if even this were done and it produced the effect intended, that is, to get at the true amount of a citizen's personal property or income, the injustice of the system would in our estimation be greatly magnified. We are of the opinion that the present law which compels a citizen to pay taxes upon either his personal property or income is a most unjust one and should be changed as speedily as possible. As the stocks of jewelers as a class are usually valued more highly than the stocks of other merchants, and as about one-tenth of all the jewelers in the Dominion of Canada are doing business in Toronto where the tax on such property is quite a burthen, we ask our readers to examine the merits of the question with us.

We may premise that municipal taxes are or ought to be levied simply for the purpose of defraying the expenses incident

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GOLD WATCHES

In Gentlemen's and Lady's 4, 6, 8, 14, 16 and 18 Size, besides the usual lines of Gold Filled, Silver and Nickel Cases and American Movements.

JOHN SEGSWORTH & CO.

to all communities of people who dwell in towns and cities in preference to living in rural districts. These taxes may be divided into two classes, general and special. The special taxes, such as water and sewer rates and those for street and other local improvements, are both asked for and paid for directly by those exclusively interested in the construction or maintainance of such works, and may therefore be dismissed without further comment. The general taxes, however, are levied from the entire population for such expenses as fire and police protection, lighting streets and keeping them clean, education and all such other services as every citizen needs and which cannot be collected in the same way as special taxes. It is in the levying of the general tax if anywhere, therefore, that unfairness has to be looked for.

Now while we hold that every citizen should pay his just proportion of taxes, he should at the same time get value for what he pays and he should not be taxed for what he does not get. The present law we think is unjust as measured by this rule, because the merchant being taxed upon his stock and other personal property is compelled to pay a larger share proportionately than those who are not engaged in business.

For such expenses as street lighting and cleaning, and police protection, it is evident that each citizen should pay exactly the same amount, because they receive exactly the same service, be they rich or poor. For such services as fire protection, it is equally evident that the larger owners of property having the most risk should pay a proportionately larger amount. We cannot for the life of us see, however, why a merchant who has say one hundred thousand dollars' worth of stock should pay taxes on it amounting to say sixteen hundred dollars, while his next door neighbor in an equally large and valuable building with only ten thousand dollars' worth of stock gets off by paying one hundred and sixty dollars of taxes. These two men get exactly the same service from the city and they should pay the same amount of taxes for it, but as the law at present stands the one is compelled to pay ten times more than the other.

Our idea is that no taxes whatever should be levied on personal property or incomes. We think in order that the burthen of the city's expenses should be fairly distributed, a new system of taxation should be adopted having for its basis the value of the real estate owed by each citizen In addition to the tax on real estate there should be a personal or poll tax on every person residing in the city over say eighteen years of age.

The amount of this tax could be easily ascertained, and it should be sufficiently high to pay for those general services mentioned above which every citizen receives alike. There should be also an annual business license which every merchant or professional man of any kind should be obliged to pay before being allowed to do business in the city and take advantage of its facilities as a trade centre.

We think if municipal taxes were levied somewhat after this plan instead of as at present, that not only would the burthen be more equitably distributed, but that it would give our merchants a better chance than they now have and stimulate trade in no small degree. It is no business of any municipality how much personal property a merchant may have, the municipality is not put to any extra charge in protecting the large stock more than in protecting the small one, and we fail to see therefore why the energetic and far-seeing merchant who anticipates the wants of the community and provides ahead for them instead of from hand to mouth, should be punished for his energy and foresight. As far as we can see it is to the interest of every jeweler (who as a class pay more than their proper share of taxes at present) to do what lies in his power to bring about a reform in the assessment of citizens on the lines laid down by us in this article.

CORRESPONDENCE.

To the Editor of THE TRADER.

SIR—I think it would only be an act of dutiful consideration on the part of our wholesale jewelers to provide at least sleeping accommodation for our jewelers who will be visiting Toronto during the exhibition season. It always mars the pleasure of such a visit to have to sleep on floors or lounges in overcrowded places, and have to pay exhorbitant fees for even such mean accommodation. Contracts could be made with some of the very good houses in convenient localities at a comparatively small cost on the part of the wholesale merchants, if all would bear a proportion of the expense.

Yours respectively,

TRAVELLER.

CLINTON, Aug. 19th, '86.

AURORA, July 5th, 1886.

To the Editor of THE TRADER,

SIR—Allow me through the columns of THE TRADER to suggest that a meeting of the craft be called in Toronto to try and organize a Trade Union. There is no other trade in Canada at the present time without an organization to protect their interests, and if there is a need for protection for any trade, the watchmakers and jewelers trade needs it above all others. I would suggest the name of Mr. Ryrie as a likely person to call a meeting, or if he will not do it, let him name some one whom the trade will have confidence in, and let us try and form a united body to protect the interests of the trade. There has appeared in the advertisements of *The Globe* a specimen of some who offer to put in watch-glasses for five cents, &c., &c., and where has it ended?—just simply in the party becoming insolvent. I contend that the trade should put on a fair scale of prices for work, also a legitimate scale for clocks and American watches, and allow none to sell below, nor work below the prices laid down by the league. It would be the means of bettering our prospects. It is true that in selling watches we are forced to take an old watch in order to make a sale, and in doing so some will allow too much for the old one, but if they do, they will be the loosers in the end. I know of no business where capital is used to monopolize the trade so much as it is in the watch trade. Take some of the large dealers of Toronto as a sample. For a while they spoiled the business for themselves and others; more than one dealer on King Street had to go out of it.

Hoping some effort will be made,

I remain, yours truly,

JOHN BULL.

PORTAGE LA PRAIRIE, Aug. 14th, '86.

To the Editor of THE TRADER.

I was rather amused to see my squib of compliments inserted in your July number. It is now in order to atone for its levity by writing some solid sense if possible. THE TRADER

THAYER & CO.'S

SEPTEMBER MESSAGE.



It will pay you to read it.

We beg to advise the Trade that our Mr. Fred. Thayer has just returned from the United States, where he has succeeded in picking up for spot cash the greatest bargains in Jewelry ever secured by any Canadian House.

These goods we propose to offer to the Canadian Trade at prices unprecedented in the history of the Jewelry business. Every Jeweler visiting the Toronto Industrial Exhibition will therefore find it to his advantage to call and inspect our stock, and get quotations from us. No trouble to show goods.

REPAIRING JEWELRY A SPECIALTY. SEND IN YOUR JOBS.

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GILBERT CLOCKS. (Sole Agents.) We have them in every variety.
INGRAHAM CLOCKS, all kinds.
SILVERWARE of all kinds.
ROLLED PLATE ALBERTS AND GUARDS. The largest stock in Canada.
WATCH AND CLOCK MATERIAL. A full line exceedingly low in price.

has become a very welcome visitor, but there is one way of making it more interesting still; *i.e*, by having practical workmen contribute articles on various branches of our craft, with the understanding that their theories or formulas are open to criticism by everyone who feels he knows better. I can remember wondering a few years ago when I began taking the *Watchmaker and Metalworker* of Chicago, why its communication columns were so full. and seemed so interesting. Criticism and corrections were fully indulged in, and its whole circle of readers seemed to take their turn at putting in an oar in the debate. On investigation, it would seem that the mainspring of the whole discussion was the advocacy by the fierce Arkansaw Demby, a literary free lance and watch repairer, of mending spectacles with soft solder. Now, whether Demby was in earnest or only wanted to stir the boys up a bit is hard to say. It stirred the boys up very largely, and Demby was corrected and complimented as a soft solder botch, but he wouldn't stay either corrected or complimented, but replied to his brother repairers in terse "United States," and defended himself with marked ability through a controversy, which widened out as expected, and embraced nearly all subjects of interest to our craft. The ball once rolling, the columns of the *W. and M.* have shown ever since a marked contrast to larger trade journals in the number and interest of correspondent's letters.

If it was likely to have the same effect on Canadian watch repairers, I would advocate putting in balance pivots with soft solder, or better still, a little job which came under my eye some years ago. It was done by one of the best watchmakers of Toronto, during a temporary sojourn in the wilds of North-Western Ontario or Eastern Keewatin. One of the top plate jewels and corresponding pivots were broken. Our friend had some kind of a lathe or turn I think, a graver, and, perhaps, screwdriver, and tweezers. He turned a fresh pivot and shoulder on the pinion or staff, and having no jewels beside which, the pinion being too short, he borrowed the seconds' hand, broke off the two extremities, drove out the fragment of jewel in the setting, inserted the tube of the seconds hand into the hole, until stopped by the circle of the hand, and fastened it in the centre with cement. In the end of this tube projecting as it did below the plate, and making up for the shortness of pinion, the newly-made pivot worked like a charm, "neat but not gaudy." I will reserve for a future letter my experience with the same watch in the same locality, if you wish it given. I would like some other brother to stand up and tell what sort of blacksmithing he has seen on watches which has come under his notice. I don't wish to give myself away unless in company.

In the issue before last, you plumed yourself on the loyalty of Toronto jewelers. Toronto is, in the matter of loyalty, behind. The following brethren of Winnipeg took part prominently in the unpleasantness of 1885, in "North West, Canada" as the medals say. 90th Batt. "L.B.D's," Major Forrest, Lieut. S. C. Vick, Pvtes. W. W. Matthews, W. Loughead, T. C. Thurman and Robt. Doyle; 92nd Batt. (now 91st, Lieut. Smith,) Pte. Amos Rogers; Winnipeg Troop of Cavalry, Trooper Winks. Capt. Forrest then commanding No. Co'y 90th, displayed great coolness and bravery at Fish Creek. The first man, or rather boy, killed, Allie Ferguson, fell at his side. His friends wonder yet how he escaped wounds, as when moving around, his great height and build (he is about 6ft. 3in.) made him a conspicuous object for the enemy's fire. His establishment in Winnipeg, out of its staff, contributed besides himself, Lieut. Vick and Pte. Loughead. The former was in British Columbia when he heard of the rebellion. Starting back at once, he passed our battalion at Qu'Appelle Station, (Troy, C.P.R.,) travelling post haste to the front to rejoin his command. Pte. Matthews was wounded at Fish Creek. "Billy" says when the half-breeds set fire to the prairie their company had to get out of that quick, to avoid the blinding smoke and flames rolling down on them. While executing this movement along with his fellows, stooping as they ran, suddenly his left hand flew up higher than his head. The shock caused him to drop the rifle out of his right hand. Once in safe quarters, an examination showed a round rifle ball had penetrated the joint of the wrist, bulging the skin out on the upper side and smashing the bones badly. The ball was cut out, and for weeks in the hospital he endured the daily agony of cleansing and dressing operations. He had a hard fight to save his hand from the surgeon's knife, and from students who wished to see how cutting off hands was done. He has now so far recovered its use as to be able to do all repairs except putting in case springs, his left hand being too weak to press the pliers enough. He left his store in charge of a competent workman and still has an assistant to accommodate his increased trade from the "boys" in dark green. The day after our battalion, the 91st (now 95th, nicknamed "Scott's Fighting Battalion," because they didn't do any fighting) arrived at Fort Qu'Appelle, after making one of the swiftest marches of the N.W. Field Force, I went over to visit the local watchmaker. "Gone with the Morse Mountain Scouts," was the reply to enquiries as to his whereabouts. The jewelers serve their country well was the decision I arrived at.

Yours respectfully,

H. J. WOODSIDE.

(We are proud to acknowledge the loyalty of the Craft in the North-West, and cheerfully "accord them the bun." Regarding the opening up of correspondence amongst our readers on trade topics, we may say that the columns of THE TRADER are now and always have been as free as air to any one in the Craft who has anything of interest to say, and can say it without taking up too much space. We thank brother Woodside for his kind offer, and say to him, sail right in, you will soon be in good company.)—Ed. TRADER.

A PRACTICAL TREATISE ON

THE BALANCE SPRING.

Including Making, Fitting, Adjusting to Isochronism and Positions, and Rating, also Adjustment for Heat and Cold.

BY EXCELSIOR.

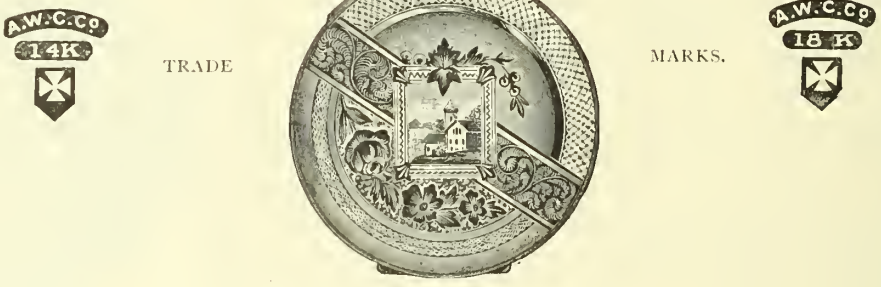
PART II.

FITTING HAIR SPRINGS.

(39.) If, however, there is more space at the center than is supposed above, the curve should take more length to reach the regular spiral portion of the spring, but in no case more than 90° or one-fourth of a coil. If that is not enough to reach the spiral, with a moderate divergence, the space is too large. The object we have in view is to bring the entire length of the spring, from the regulator to the collet, into action as uniformly as possible. Any considerable variation from the spiral form at the center causes irregularity of action, *i. e.*, an action different from that of the rest of the spring, and the greater this variation the greater the resulting irregularity. In springs which diverge very boldly, or which have a large open space at the center, this sweep or curve becomes a veritable "terminal curve" modify-

"Men have a touchstone whereby to try gold,
But gold is a touchstone whereby to try men."
Shakespeare.

The American Watch Case Company, of Toronto, ask the attention of the trade generally to the following rules which, in the interest of honest dealing, theyhave laid down for the guidance of their business.



(1) To manufacture no goods without their own Trade Marks.

(2) To stamp no goods of higher quality than they really are.

(3) To guarantee every case bearing any of their trade marks to be of the quality stamped upon it.

These rules they have faithfully carried out, and dealers and the public can therefore buy goods of their manufacture with the full assurance that they are getting the quality represented and no other. They aim at making their Trade Mark a synonym of undeviating quality, and stand ready always to fully carry out the terms of their guarantee. They claim that their Cases are fully equal in quality, workmanship and finish, to any made elsewhere, while they are so much lower in price that the trade can save the duty by buying them. Although the Company sell no goods direct to the retail trade, they can be procured at catalogue prices from any of the leading jobbers in Canada.

ing the action of the whole spring, always difficult to change or adjust, on account of its position, and frequently defying every effort to neutralize its injurious effects upon the isochronism. It is even necessary sometimes to make the collet larger, as hereafter noted.

(40.) In pinning the spring many workmen fasten the end "any way it happens," then *bend* the central coil up or down to make the spring stand truly, not knowing that as soon as it is flexed it will be thrown out of its true plane by reason of this central twist. The spring should always be leveled before the pin is tightened, so that when fast it will be true without any twisting. The pin should barely reach through the hole, not sticking out at either end, and particularly not at its large end next to the elbow. It should be made either of hard brass or steel, stiff and tapering but little. After filing it up, flatten one side so that it will go in nearly as far with the spring in the hole as out, and while both are in the hole mark where it projects from the collet on each side, cut it off at the end, file a notch around it at the other mark, then force it to its place and break it off while in the hole. The small end should not be pointed, but flat, so that it can readily be pushed back for altering, if necessary.

(41.) For this purpose you want a special pin-punch, made from a short needle, perfectly flat on the end, and firmly fixed in a stout handle. While pushing the pin in or out of the collet, you should hold the latter flatwise (the hole being outside of the end of the jaws), in a pair of pliers lined with soft iron or copper—by which you can hold it firmly without any need of marring it. The jaws also serve as guides in getting the spring flat. To try it, slip the collet on an arbor, and revolve it in the turns or calipers, either with a bow or with the fingers, noticing both the flat and also that the coils *rise evenly* from the center to the outside. But if, as your eye runs along the coil while it is turning, there seems to be any waving or "bobbing," the spring is not concentric with the collet, and must be made so by altering the central coil. Being true both in the flat and in the coil, you now put the collet on the balance-staff, and again try if the spring is flat and true, by whirling the balance in the turns, or even between the thumb and forefinger. The collet must be adjusted on the staff at such a height that the spring, when pinned in the stud, will be perfectly level. If the collet end of the spring is higher or lower than the hole in the stud, the center will be bulged up or down, and satisfactory action will be impossible. It is important, for this reason, that the balance-staff itself should have no more end-shake than necessary.

(42.) *Pinning to the stud.* Before pinning the spring in the stud, you now verify its proper length more closely, by again counting the vibrations while holding it with the tweezers, remembering that the point which is to go in the stud should be about one-eighth to one-fourth of an inch beyond the place where it gives the correct number of vibrations in the tweezers. This is to allow for the effect of the regulator. The exact distance will be about one-third less than the actual distance from the regulator to the stud, along the coil. Having placed that point over the hole in the stud, while the pivot is in its jewel hole, the outer coil should lie freely in the regulator, and the elbow at the collet should be about in the line between the pivot and stud, as already described.

(43.) If the elbow varies much from this position, the isochronism of the spring will be more or less defective. Although the time shown by the watch at the end of each 24 hours may become correct, by dint of regulating, it will not be correct at any previous period,—nor afterwards, in case the watch is allowed to run over 24 hours before rewinding. It will either gain in the first 12 hours and lose in the last 12, or the reverse, making a correct *average* for the entire 24 hours. Such watches must be wound regularly, at precisely the same hour each day, to secure even fair time. And in regulating them they must be timed at the end of each 24 hours, and at no other time during the day, as that would damage the regulation instead of improving it. But no watchmaker who cares for his reputation should let a job go out in this condition. The correction of this error will be fully treated hereafter.

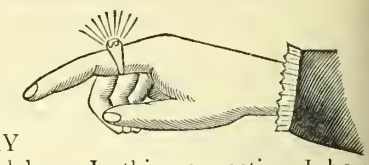
(44.) But if the spring has been fitted as I have directed, you may proceed to pin it to the stud, with full confidence that it will perform satisfactorily. It should not have been done before, because at that point in the stud there is always produced a bend or crimp, by the pin forcing it to conform in shape to the hole, and if it should afterwards be necessary to let it out and bring the crimp into the acting portion of the spring, that stiff point would interfere with perfect performance. Even filing the pin flat on one side does not entirely prevent this. Hence it is advisable not to pin a spring unless it is reasonably certain that it will answer the purpose, and then it should be so pinned that it will surely be *long enough*, and that any necessary alteration will be made by taking it up, or drawing it further through the stud, not by letting it out. In the next article I shall show how a spring may be selected, fitted and partly regulated in the watch before pinning it in the stud at all. But as springs occasionally need to be shifted, even after they are fitted, it might be a good idea in fine watches to pin them with a flatted pin on each side—unless some inventor can furnish us a stud with a slot instead of a round hole for the hair-spring.

[Mr. S. F. Gordon proposes to make a square steel punch, and hammer the stud upon it till the stud becomes square. If this plan is followed, however, it would be sufficient to have the punch square on one side only, leaving the other side of the hole round, as usual, for the pin.]

(45.) The spring must be pinned perfectly solid, both in the stud and the collet, so that not the slightest change or yielding can occur. The larger end of the pin should be towards the body of the spring and should not project at all outside of the stud, so that under no circumstances can it affect the action of the spring, as it would do if it extended alongside of it even for a short distance. But the point of the pin may project from the other side of the stud, next the end of the spring, for convenience of pushing out and also turning it with the pliers, to level the spring perfectly before making it fast. Enough spare spring must be left, when broken off, to have at least one-eighth to one-quarter of an inch beyond the stud, after the watch is regulated, to provide for future contingences requiring it to be let out.

(46.) If the stud hole in the bridge is further from or nearer to the balance jewel-hole than the regulator pins are, as sometimes happens, the spring must be bent near the stud to bring the outer coil within the circle of the pins as soon as possible, as, throughout the sweep of the regulator, the spring must lie *freely* between the pins, not pressing against either one of them, when the balance is at rest. If there is a considerable space between the pins, the spring should stand in the center of it. The position of the spring should be tested by screwing down the balance-bridge in its place and moving the regulator each

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Special attention is also given by me to the execution of orders for special jewelry to be made up either from original or selected designs. For such things as Lockets, Diamond or other Earrings Brooches, Earrings or Chain work of any kind, I have special facilities and can guarantee satisfaction every time. When you have any new special work or jewelry repairs, give me a chance. Remember my address, **A. H. WELCH,** FINE JEWELRY MANUFACTURER, 31 ADELAIDE STREET WEST, TORONTO.

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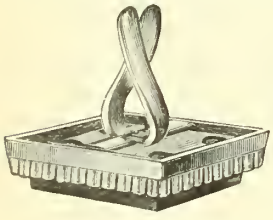
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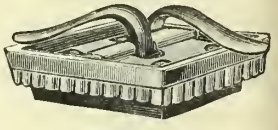
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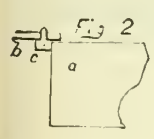
750 Patterns to select from. All our best goods bear this Trade Mark.

FOR SALE BY THE LEADING JOBBERS IN THE UNITED STATES AND CANADA.

way. Sometimes the regulator cap or center-piece gets screwed on the wrong way and causes the pins to stand further in than they should. If this is the cause of the trouble, reversing the cap will throw the regulator further out and obviate the need of bending the spring. But if it must be done, the bend should not be too abrupt at the point where the outer coil is made to become concentric with the regulator, but should be made far enough from the stud so that the change of direction it produces in the spring at that point will not be more than about 15°—never over 25°.

(47.) When it is correct, take the balance-bridge off, and lay it bottom upwards; having taken the stud out of its hole, place the pivot of the balance in its jewel, and hold the staff nearly upright with the tweezers. Then the spring should lie naturally in the regulator-pins, while the stud must hang freely directly over its hole and must point straight down into it, which will show that the spring is properly pinned and correctly shaped. If it is not as described, it must be made so, for the spring must have exactly the same form when loose as when it is secured in the watch for running, so that it may stand perfectly free from any twist or constraint during its vibrations. This is indispensable to its good performance. When the stud is a heavy bar, the above test cannot be applied, and, instead of that, the collet should be removed from the staff, and the bar screwed into its place, when the collet should naturally come exactly concentric with the balance pivot-hole. If not, the spring should be bent to bring it so. We often see springs that are too large, with one side spread out, while the other is compressed within narrow limits. Also, springs twisted sideways at the stud, to go over or under a center wheel, and many similar makeshifts. Such jobs may be excusable when the owners will not pay a price for which the watchmaker can afford to do the work properly, but they should be given to understand that good service cannot be expected from them.

(48.) *Taking out the stud.* In taking out a stud we often see workmen use a knife to pry it up, and, if it should come up more easily than was expected, the knife-blade suddenly slips across the bridge, and off goes the pivot. Tweezers have been made for pushing out studs—also pliers for the same purpose. But as good a way as any is to rest the arm of the bridge on any convenient square-edged block of metal, say an inch thick, to allow the balance to hang down from the stud, or rest partially on the bench, while you push the stud out from above with a pin-punch of suitable size. As the end of the arm is supported



by the top of the block, close up to the stud, which is in contact with its side, it is very easy to hold the bridge level under any amount of force required for pushing out the stud, without the slightest risk to any part. In Fig. 2 *a* is the block; *b*, the arm of the balance-bridge, and *c*, the stud.

(49.) *Putting in beat.* Putting the watch in beat is an operation that frequently troubles beginners, and sometimes those who are very far from being beginners. I will therefore give directions for so much as relates to the hair-spring. Errors in the escapement, etc., will be treated in their proper places. When the power of the movement is cut off and the balance at rest, the position of the parts should be as follows:—In the chronometer the unlocking jewel should stand just on the outside of the unlocking spring, *i. e.*, not on the same side as the escape-wheel, or the unlocking side, but on the opposite side. In the duplex, the slot in the roller-jewel on the staff should be in a line from the center of the staff to the center of the escape-wheel. In the detached lever, the ruby pin should be in a line between the centers of the balance-staff and lever-staff, or "pallet arbor." When the hair-spring stud is fixed to the balance-bridge, turn the regulator so that it will point to the lever-staff, while the bridge is screwed in its place. Then the ruby pin is easily put in line with the regulator while the balance-bridge is lying bottom upwards on the bench and the balance-pivot in its hole, and got very close before the spring is put into the watch at all. Then it can be tested by "sighting," or by placing a blunt screw-driver against the fourth wheel, or the one which carries the seconds-hand, and moving it very slowly so that the balance will vibrate as far in each direction as the lever carries it, but no further. Notice the position of the arm, or a screw in the rim, at each extreme, then turn the collet so as to cause it to stand at a point midway between them when at rest, and it will be in beat.

(50.) In the horizontal or cylinder escapement, the stud should be in line with the two impulse lips of the cylinder. But if the mechanism is not in its normal condition, and the watch does not prove to be in beat, upon trial, take your oiling-wire or a stiff bristle and with it move the balance very slowly each way till the escape-wheel tooth drops, but no further, noticing the position of the banking pin on the rim, at each drop. Then place the pin halfway between these two drop-points, and hold the balance there while you "sight" a line through the center of the stud to the cylinder-pivot, and identify the point on the rim of the balance which is in that line, by means of some mark or stain, etc., or its distance from one of the arms or in any other way. Then take off the bridge, remove from it the balance and stud, and turn the collet so that the stud will hang naturally in that line from the mark on the rim to the cylinder pivot, when the balance is held horizontally, and the watch will be in beat, provided the spring is not forced out of its normal shape when the stud is fastened in its place.

(51.) *Turning the collet.* Most workmen use a screw-driver or a knife-blade to shove the collet around with, and unless they move it very carefully it will slip off and "jab" into the spring; or it will pry open the cut and loosen the collet, rendering the watch liable to be thrown out of beat by jars, or even by running, making it unreliable for time and likely to stop. A tool can be made in a few minutes which will turn the collet without trouble or danger. Take a thin piece of steel, say a piece of the main-spring of an English lever watch, one-eighth of an inch broad, and hollow out the end into two claws or prongs—a long one on one side, and a short one on the other, as shown in Fig. 3.



The latter should point towards the end of the former, and be so formed as to hook into the cut in the collet, while the former rests against the side of the collet. It is used by placing it flatwise on the spring, pressing it lightly against the collet, and *pulling*, not pushing, with the short claw in the cut. Mount it in a light handle, and keep the short claw in a good condition and a little under-cut.

TO BE CONTINUED.

A FIRM in New York wrote to a Western piano dealer who owed them money:—"Dear Sir—Will you be kind enough to send us the amount of your bill? Yours truly." To this the firm received the following reply:—"Gentlemen—Your request is granted with pleasure The amount of my bill is $575. Yours very truly."

— CLOCKS —
NICKEL AND WALNUT
Manufactured by Welch Clock Company and Ingraham Clock Company.

WATCHES.
Waltham, Elgin and Springfield Movements.
Gold, Filled and Silver Cases.

H. ELLIS,
Wholesale Jeweler,
14 WELLINGTON ST. WEST,
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ROLL PLATE ALBERTS,
BUTTONS, LOCKETS,
CHARMS, BRACELETS,
PINS, EARRINGS, Etc.

WATCH AND CLOCK
MATERIALS & TOOLS.
WATCH GLASSES,
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MAIL ORDERS PROMPTLY ATTENDED TO.

G. H. LEES. WM. LEES.
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29 MAIN ST. EAST, - HAMILTON, ONT.
Manufacturing Jewelers
—AND—
Watchmakers to the Trade.
BEST FACILITIES IN BOTH DEPARTMENTS.
Complicated and other Watches put in thorough Order.
JEWELRY CAREFULLY REPAIRED & PROMPTLY RETURNED.

W. B. HILL,
MANUFACTURER OF
FINE GOLD JEWELRY,
DIAMOND LACE PINS,
EARRINGS, RINGS,
PINS, CUFF BUTTONS, LINKS,
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ASSIGNEES IN TRUST,
ACCOUNTANTS, AUDITORS, AND
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OFFICE: ROOM 10, JANUS BUILDINGS,
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47 WELLINGTON STREET E., AND 50 FRONT STREET E.
Send for circular for full information as to Audits, Collections and Assignments, etc.

ALBERT KLEISER,
IMPORTER OF WATCHMAKERS'
TOOLS AND MATERIALS,
SWISS AND AMERICAN WATCHES, ETC.
Stem Winding and all Kinds of Wheels cut to Order.
14 King Street East, Toronto.

WM. LEWIS,
Late of BIRMINGHAM, ENG.,
Goldsmith and Jeweler,
MANUFACTURER OF ALL KINDS OF
LADIES AND GENTLEMEN'S RINGS,
AND OTHER JEWELRY IN BRIGHT AND COLORED GOLD.
8 KING ST. WEST, ✱ TORONTO, ONT.

SAVE MONEY
by having your Coin Jewelry done at
A.M. WELLINGS,
Manufacturing
JEWELER & ENGRAVER
26 Adelaide St. E., Toronto,
whose work is the best and cheapest in the Dominion. Give me one trial and you are caught.
N. B.—Send for Price List.

SELECTED MATTER.

WHAT IS A WATCH?

How few among the many who own and carry watches ever stop to ask themselves this question, or to think that it is the smallest, most delicate piece of machinery—having anywhere near the same number of parts—ever constructed, and yet is expected to indicate the correct time at any and all times during the day or night, for a period of at least one year, without being cleaned or oiled. Is depended on for nearly every action of our lives. Is expected to be so perfectly regular in its habits, no matter how *irregular* we may be in ours—that it must indicate almost to the very second, the time for all our most important engagements, and must not vary even a *second a day* without calling down on its poor defenceless head our strongest disapprobation.

The E. Howard & Co.—better known, perhaps, as the "Howard" watch—is composed of some 175 different pieces, comprising upwards of 2400 separate and distinct operations, in its manufacture. The balance has 18,000 beats, or vibrations, per hour; 12,960,000 in thirty days; 157,680,000 in one year. It travels $1\frac{4}{10}\frac{3}{0}$ inches with each vibration, which is equal to 9¾ miles in twenty-four hours; 292½ miles in thirty days or 3558¾ miles in one year. The amount of oil used in oiling the entire watch is about $\frac{1}{10}$ of one drop, while the oil that can be put in the Balance Jewels with safety must not exceed $\frac{1}{100}$ of one drop, and on this minute quality the Balance must feed during its 3558¾ miles of travel in the course of one year.

Did you ever stop to think what one second a day, or thirty seconds a month means?

Should the vibrations of the balance be so accelerated or retarded—accelerated by means of running, jumping, horseback riding, etc., etc., or retarded by the changes or wearing out of the oil—so as to accelerate or retard the vibrations three one-millionths ($\frac{1}{1000000}$) of each excursion; the watch may gain or lose one second per day, thirty seconds per month, or six minutes per year. If by any means the little globules which form the lubricating substance become so changed—and changed they must be with this constant travel over them—from what they were when the watch was first started up and regulated—so as to allow a little more friction on any of the several bearings, the same result may follow. Is it any wonder, then, that variations take place in the running of a watch? On the contrary, is it not a *perfect marvel* that such a little piece of machinery can be constructed with such precision, that it will perform with such nicety, and prove such a faithful servant under such adverse circumstances.—*Exchange.*

REACHED AN UNDERSTANDING.—"If I should ask you to concoct a milk-punch for me could you do it?" he blandly inquired of a Michigan avenue saloonist. "Yes, sir." "And if I should consume the said punch and had no money to pay for it how would you treat me?" "Give you the bounce." "Gently?" "Not by a long shot!" "Do your best to injure me, eh?" "Of course." "Wouldn't care how much you degraded me in the estimation of the public?" "No, sir.' 'Very well, sir. I always like to have a previous understanding in regard to such matters. You can keep your milk-punch and I will keep my dignity.—*Detroit Free Press.*

BUSINESS NOTES.

C. L. PAPST, jeweler, of Seaforth, has assigned. His stock, amounting to about $5,000, is being offered for sale by tender by the Assignee.

MR. WILLIAM LEWIS, ring manufacturer, formerly of Birmingham, England, has commenced business in Toronto, where he intends to make a specialty of ladies and gentlemen's rings of all kinds.

JEWELERS PIC-NIC.—The working jewelers of Toronto, to the number of nearly 200, held their annual pic-nic on August 11th and had a very enjoyable time.

MESSRS. GREEN BROS., jewelers, of Plattsville, have bought out the business of W. G. Ryckman, of Parkhill. They are pushers and we wish them success in their new venture.

MR. HERWICH, of the firm of Rothchilds & Co., has just returned from Europe, where he has spent the past four months in the interests of his firm.

C. H. GILPIN, jeweler, of Uxbridge, Ont., has assigned. He offers forty cents on the dollar, and we understand some of his creditors object to any such settlement.

MR. A. C. ANDERSON, of the firm of Lowe & Anderson, has just returned from the North-West after a very successful trip. He reports the prospects up there as being brighter than at any time since the great land boom of '82.

HOW DO YOU DO?—During the month our sanctum has been enlivened by visits from the following well-known jewelers: T. Evans, Alliston; C. H. Hepinstall, St. Thomas; and A. W. Mitchell, Brampton.

A CREDITABLE JOB.—The new jewelry trunks and fittings, of Mr. A. W. Dixon, to replace those destroyed by the sinking of the "Passport," were made by Hemming Bros., of this city, and are the best specimens of this kind of work that we have ever seen in Canada.

SAYS AN EXCHANGE.—A bar of gold weighing about 200 ounces and valued at $4,000 arrived in Halifax last week from the Caledonian mines. It was the product of twenty tons of quartz, and is of the purest and most valuable kind.

SPECIAL TO FISHERMAN.—A prominent Toronto retail jeweler told us the other day that the reason he didn't go in for fishing was because he didn't want to get up a reputation for lying. He thought it might hurt his business. He was sound on the goose anyhow.

BURGLARS attempted to enter the jewelry store of Mr. E. C. Fortier, of Montreal, last month, but were frightened off by the Holmes Burglar Alarm which raised such a rumpus that they got demoralized and left without securing any booty.

DEAD.—Joseph Taylor, one of the oldest and best known jewelers in Hamilton, Ont., died last month. Mr. Taylor was very popular amongst the trade here, and did a large and paying business. We understand the business will be liquidated as speedily as possible.

MR. JOHN SEGSWORTH, wholesale jeweler of this city, has just returned from Europe and looks very much improved by his trip. He reports prices very low, and says his firm are prepared to give the trade some eye openers in the way of bargains this fall.

A CURIOSITY.—Messrs. C. & J. Allan, the well known King Street jewelers of this city, had a curiosity in their window a few days ago, in the shape of a gold harnessed beetle from Yucitan. It is needless to say that it attracted a great deal of attention, especially from the fair sex.

PROGRESS.—The *Watchmaker, Jeweler and Silversmith*, of London, England, has changed hands, and last month came out in an entirely new dress. It has become Americanized into a bright and newsy journal fully abreast of the times, and we wish it increased success under its new management.

DISSOLVED.—Benham & Grigor, wholesale jewelers, of Toronto, dissolved partnership last month, Mr. Grigor retiring. The business will be carried on in future by H. Benham, under the style of H. Benham & Co. Mr. Grigor remains with the firm until the end of the year when he will go to Kingston to take charge of his father's business.

A FRAUD.—We are informed that some unprincipled persons are travelling through Canada and selling spectacles and eye glasses said to be manufactured by Messrs. Lazerus & Morris, of England. We are

LOWE & ANDERSON

TORONTO.

CANADA'S

GREAT - INDUSTRIAL - FAIR

AUGUST 6TH TO 18TH.

Our stock is now complete, and consists of the Newest and Latest Novelties in American and English Jewelry, Walnut, Marble and Nickel Clocks, Gold, Filled, Silver and Nickel Cases, Waltham, Hampden, Elgin and Illinois Movements, &c., &c.

To accommodate buyers visiting Toronto during the Exhibition, we will keep our warehouse open each evening.

PURCHASERS to the amount of $100 and upwards will have THEIR RAILWAY FARE PAID.

COME AND SEE US.

LOWE & ANDERSON

16 WELLINGTON ST. EAST, - TORONTO.

☞ DO NOT FORGET THE ADDRESS.

advised by the representatives of this firm that their only authorized agents in Canada are the Montreal Optical & Jewelry Co., of Montreal. Dealers should make a note of this and govern themselves accordingly.

FLATTERING TO CANADA.—We clip the following from the last issue of our bright contemporary, the *Jewelers' Weekly*:—The new pendant stem for watches recently patented by Edward F. Hefferman. case maker, in the employ of the American Watch Case Company, of this city, which was illustrated in the *Weekly* of July 21st, is said to be meeting with favor among practical jewelers.

STOLEN.—We ask the attention of our readers to the advertisement in our Help Column of the watches stolen from customers of Messrs. Barker & Co., of Listowel, Ont. If any Canadian jeweler comes across any of them they will confer a favor by at once communicating with Barker & Co. regarding it. In all such cases every jeweler should do his utmost to help in the good work of restoring stolen property.

MR. Edmund Scheuer, wholesale jeweler, of this city, has just returned from a purchasing trip to the Eastern States, his business having increased so rapidly as to compel him to keep his stock permanently full in every department. He has purchased largely, and offers to the trade, besides an unusually elegant and choice variety of goods, many novel lines in Watches, Clocks and Jewelry. See his advertisement on another page.

MR. WM. ANDREWS, the well-known jeweler, of St. Marys, Ont., called on us the other day on his way home from a three weeks' holiday down east. He reports crops good in his section of the country and thinks that there are good prospects ahead for the jewelry trade. As one of the most successful retail jewelers in Canada, Mr. Andrews' opinion upon the business outlook is entitled to carry considerable weight.

A SLY THIEF.—John Beatty went into Mr. Mumford's jewelry store, King Street East, one evening last month, and asked the price of some gold chains. Beatty left the place without buying anything and shortly afterwards the jeweler missed one of the chains. The man was arrested. Detective Burrows, much to the gratification of the jeweler, subsequently recovered the chain which had been thrown in the doorway of a King Street store.

A CREDIT TO CANADA.—When in St. Catharines the other day we were attracted by an elegant gold watch case in the shop window of Mr. J. W. Jackson, the well known jeweler of that place. Attached to the case, which was manufactured by the American Watch Case Co. of Toronto, was a card bearing the inscription, "A specimen of home manufacture of which every Canadian ought to feel proud." The case was an exquisite piece of workmanship, and it is needless to say was greatly admired by the many sightseers who paused to examine it.

A NEW DEPARTURE.—Messrs P. W. Ellis & Co. have made a new departure as regard their city trade by opening a sample room at the Rossin House and showing their goods exactly the same as they would do in any other place. Their display of watches, cases, setts, rings and all varieties of gold and plated jewelry, was most complete and reflected the highest credit upon their enterprise. Messrs. Charley and Tom Ellis presided alternately as master of ceremonies, and we understand they succeeded in making a lot of very good sales.

LOOKING FOR A MAN.—We understand that Mr. John Sheppard, of the Keystone Co., was in the city about a week ago on business. From a post card received a few days before he came, we inferred that part of his business was to club the editor of this journal, so we quietly went off to the island on our holidays. After lying *pardue* for several days we finally ventured back to the city, only to find that John had been so busy taking orders for Boss Cases that he had entirely forgotten our existence. Thanks, John.

THE GOLDSMITHS' COMPANY have this season made arrangements for a most extensive fall trade. Mr. Walter Barr, their genial manager, personally visited theUnited States manufactories, and as he was well heeled with taste, grit and greenbacks, it is needless to say that he secured some wonderful bargains. Mr. Barr has long been recognized as one of the most enterprising and successful men in the trade, and he is bound to bring the Goldsmiths' Co. to the front if there is any go in the trade this year.

ENTERPRISE.—Messrs. R. F. Simmons, the well-known manufacturers of rolled plate goods are out with a new line of seal chains, which have taken the market by storm. The seals consist of sardonyx, bloodstones, cornelians, &c., plain and intaglio, and are mounted in solid gold settings. This novelty, which was introduced into the market by R. F. Simmons & Co., furnishes an attractive ornament. The chains are made for both gents and ladies' wear.

THE END OF THE WOLTZ BUSINESS.—The stock of watches and jewelry of the firm of Woltz Bros, over which there has been so much litigation, was last week handed over to J. S. Coolican, Auctioneer, to be disposed of and converted into cash without delay. Mr. Coolican will remove the goods from the store of Woltz Bros., and will sell it piecemeal to the public by auction at an early day. The inventory of stock and fixtures amounts to $56,820.

ATTEMPTED BURGLARY.—A daring attempt to burglarize the premises of Messrs. Kent Bros., the well-known Toronto jewelers, was made about the middle of last month. These midnight mechanics commenced operation by trying to force an entrance through the cellar wall but it proved too thick and solid for them and they were forced to give it up for a bad job. This is the second unsuccessful attempt that has been made to burglarize these premises during the past few years.

SAYS AN EXCHANGE:—Early in September the Elgin National Watch Company will place a new line of watches on the market and retire one or two grades which they ceased to manufacture several months since. The steady demand for Elgin watches has kept this factory running full time all summer, and about July 1st the business wave that swept over the West emptied their vaults to such a degree that extra steam was put on and everything done to give the public more and better watches.

SCORE ONE FOR THE HOLMES.—Mr. Narcisse Beaudry, jeweler, of Montreal, was very nearly becoming the victim of a couple of thieves last week, who asked him to show them some fine gold watches and chains. Becoming suspicious of them, Mr. Beaudry with the aid of his Holmes' Protection, quietly called up a couple of detectives who promptly arrested the thieves. Two valuable gold watches were found in their possession, for stealing which they were, next day, sentenced to six months in jail.

BURGLAR-PROOF SAFES.—Self-preservation is said to be the first law of nature, and it is equally true that the preservation of his stock from the ravages of burglars is the first consideration with any jeweler. Burglar-proof safes have heretofore been so high priced as to be beyond the reach of ordinary jewelers, and on this account we have more than ordinary pleasure in drawing our readers' attention to the new low-priced burglar-proof safe advertised by J. & J. Taylor, the well known safe manufacturers, in another column.

OUR HELP COLUMN.—We are frequently in receipt of letters from jewelers throughout Canada whose advertisements have appeared in our Help Column, saying that they have had their advertisements satisfactorily answered, and thanking us for our liberality. For these letters we are grateful, and we want the retail trade to feel that our Help Column is their's, and they can use it as freely as they please. It is the only way we know of by which they can communicate with the trade free of charge, and we trust that they will not hesitate to avail themselves of its benefits.

A COMMUNISTIC PAPER.—In a recent editorial the Toronto *Globe* advocates the idea of not allowing people to accumulate more than a certain amount of filthy lucre. Like all other communists, we notice that they fix the amount at a point there is no probability of themselves ever reaching until they walk the streets of the golden city. $1,000,000 is the modest sum they mention as being the maximum of any man's fortune in future. We will take exactly half that amount in cash and give the country a bond to go out of the money making business to-morrow.

A BIG ADVERTISEMENT.—The *Globe's* special correspondent at the Colonial Exhibition says: "The extensive display of safes made at the Indian and Colonial Exhibition by Messrs. J. & J. Taylor, of this city will never see Canada again. A Bombay dealer with an appreciative eye has purchased the entire consignment consisting of two car loads and will take them back to the land of jungles, elephants and tigers. Nor is this the whole story. The firm is at present working on a second order for the same purchaser. Some idea of the extent of the first sale may be gathered from the fact that the value of one safe alone is $2,000. Messrs. Taylor have, of course, no doubts as to the benefits arising from the London Exhibition, as already enquiries have been received from far Australia.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well-known reputation of my goods has induced other makers to adopt a similar name, calculated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt., on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

TORONTO,

to whom all orders should be addressed.

G. RODGERS,

Known to the trade in Sheffield, England, and on this Continent since 1846.

No connection with Joseph Rodgers, Roger Bros., Wm. Rogers, or Rogers & Bro.

The ***ILLINOIS WATCH COMPANY*** *are now delivering their new* ***FOUR*** *and* ***SIX*** *size movements.*

The ***SMALLEST, PRETTIEST*** *and* ***BEST*** *Ladies' Watch is the new* ***FOUR*** *size made by the* ***ILLINOIS WATCH COMPANY.***

THE

ILLINOIS WATCH COMPANY

Warrants every movement of every size manufactured by it.

KEEP YOUR EYE ON THIS PAGE IN OCTOBER.

It will be ***MONEY*** *in your pocket to place your order early for the new* ***ILLINOIS WATCH COMPANY FOUR*** *size movement.*

Everyone who tries the present product of the ***ILLINOIS WATCH COMPANY*** *orders again.*

OBITUARY.—We regret to have to chronicle the death of Mr. N. W. Speller, jeweler, of Yonge St., Toronto. Mr. Speller was one of the best known jewelers in Toronto, having been in the employ of the Sheffield House for over ten years before commencing business on his own account. He was highly respected by all who knew him, and will be much missed by a large circle of friends.

PARCEL POST TO ENGLAND.—The new Parcel Post system which has been extended to England, is a big step in the right direction, and the Government deserve credit for it. We desire to point out to the Postmaster-General, however, that he might extend its workings to the United States and Australia with great acceptance to the merchants of this country. Our trade relations with the United States are more intimate than with any other country, but although we have book post we have no parcel post arrangement with them. This should not so be. The United States have a splendid parcel post arrangement with Australia, while Canada has none; this gives our American competitors for that trade a big pull over Canadians. The Government should see that both of these evils are remedied as soon as possible.

TOO PREVIOUS.—As Mr. J. B. Williamson, the well-known jeweler, of Montreal, was landing from one of the Allan Steamships at Rimouski, he handed a valuable package of diamonds to the Customs Officer for inspection. This nineteenth century official did not understand the English language and Mr. Williamson did not understand the lingo he spoke, and therefore they were unable to come to terms concerning Mr. W's treasures. The upshot of the whole matter was that this "too previous" officer seized the diamonds, although they are on the free list, and thought he had a great snap until he was compelled from headquarters to disgorge them. It seems a pity that the Government should appoint a person to such a position who could not speak the language of the country, and that reputable gentlemen such as Mr. Williamson should be put to so much annoyance by such a combination of ignorance and zeal.

DOWN ON THE PASSPORT.—Mr. A. W. Dixon, traveller for Messrs. P. W. Ellis & Co., was one of the passengers on board of the ill-fated steamer "Passport" when she struck the pier at the entrance of the canal at Cornwall, and went down in less than half an hour. Mr. Dixon had his three jewelry trunks on board, and it is needless to say that when they were fished up and unpacked they presented a very sorry spectacle. The damage to the trunks and contents is estimated at from five to six thousand dollars, and it is probable that before the firm can recover from the Richelieu Navigation Co the matter will have to be fought out in the courts. Messrs. Ellis & Co. intend to fight it out to the bitter end, and the probability is that it will be a test case as to the liability of Steamship Companies in carrying valuable merchandise, such as jewelry stocks usually are. The result will be watched for with extreme interest by the trade in general, and by the firm and the Navigation Co. in particular. THE TRADER without wishing the Navigation Co. any harm, wishes the Messrs. Ellis the biggest kind of a success in the encounter.

OUR POET LAUREATE.—We shall have to dub our old friend, James Walton Jackson, of St. Catharines, the poet laureate of the Canadian jewelry trade. His latest effusion, a copy of which he has kindly sent us, is entitled, "Our Empress-Queen—Victoria," and is one of his best. We understand that Mr. Jackson has sent a copy printed in gold on white satin, to her Most Gracious Majesty. As the right of printing is reserved, we are afraid to steal more than the final verse, in order to give our readers a touch of its flavor :

"From morning light to set of sun,
Shall prayer, with time, co-equal run :
GREAT RULER! KEEP THE KINGDOM ONE—
Of Empress-Queen—Victoria!
High swell the strain :
God bless the reign
Of Empress-Queen—
Victoria!"

INTERESTING TO RETAIL JEWELERS.—A case of much interest to retail jewelers in Canada, came to our notice a few days ago. The regular jewelers of St. Marys, Ont., have for some time past complained of being undersold in the matter of watches and jewelry, by a shoemaker residing in the same town, and could not understand how it was done. They finally consulted with one of our leading jobbers about it, and the result was that the Customs authorities were informed of the facts and proceeded to work up the case. The latest case of underselling, it appears, was a gold watch which was purchased by a well known resident of the town. This the Customs officer seized, and the purchaser repudiating any fraud referred him to the shoemaker from whom he had purchased it. The shoemaker showed up an invoice from a Canadian jobbing house and thus cleared himself, and the officer then proceeded to investigate the record through the jobber's establishment. The jobber could show no Customs entry for it, and finally acknowledged that it had been smuggled, which result led to a seizure of his place and a thorough examination of his books. The final outcome of the case was the confiscation of the watch by the Customs authorities, and a fine upon the jobber who smuggled it. The case is of more than ordinary interest to retail jewelers throughout Canada, inasmuch as it shows that smuggled goods can be seized even after having been sold and in the possession of the purchaser. There is no doubt but that in some places a good deal of smuggling is done, much to the disadvantage of the honest dealer, but now that it has been shown that the Customs authorities are not disposed to let even small infringements pass with impunity, those who have been undersold by smuggled goods can see a remedy at once quick and effective. The above may be taken as a test case and it will be the jewelers' own fault if they find themselves as badly handicapped in the future by dishonest competitions. We have no sympathy with professional informers, but merchants who use such information as a protection to their own legitimate business are not only entitled to respect but commendation.

AS OTHERS SEE CANADIANS.—The following personal notices from the last issue of the *Philadelphia Keystone* may be of interest to our readers.

LOWE & ANDERSON.—Mr. Lowe, of Lowe & Anderson, Toronto, recently spent a week or more in New York in buying a large and varied line of watches, clocks and jewelry. He devotes a considerable portion of his time to the road, among the retail trade, and it is a pleasure to be able to say that his presence, goods, and representations concerning them are a source of gratification and confidence to his patrons. His social and business abilities make him a power, and his sales are necessarily such that at the conclusion of each trip he feels "at peace with the world and the rest of mankind." Mr. Anderson holds his end of the business up bravely, and, with Mr. Lowe, has been largely instrumental in imparting the spirit and substance of progress, in its best sense, to Canadian jewelry interests.

P. W. ELLIS & CO.—This Toronto house, it is a marked satisfaction to know, is doing a largely increased business this year. The manufacturing establishment which Messrs. Ellis & Co. own and control will compare favorably with the best-appointed industries of similar character in the States, and its products are not surpassed by any. Messrs. Ellis & Co. manufacture medals of all kinds, their catalogue including 150 designs. Their specialties also include presentation trowels, officers' badges, college rings, souvenirs, and all classes of dies and press tools for making the above articles. The firm also carries a large and diversified line of American watches. Their travelling men are on the road all the year round, and penetrate every portion of Canada, with the most substantial results.

LEE & CHILLAS.—Mr. Geo. Chillas, of the noted Toronto house of Lee & Chillas, was in New York and vicinity a short time ago, making a purchasing tour, during which he selected an unusually large and varied stock of the best staples and latest novelties in watches, a leading specialty of the firm he so ably represents. Promptly and satisfactorily filling all orders entrusted to them, it is quite natural that Messrs. Lee & Chillas rank among the foremost and most successful business men in the Dominion.

EDMUND SCHEUER.—Mr. Edmund Scheuer, formerly of Levy Bros. & Scheuer, Hamilton, Can., has, since the dissolution of the old firm, secured possession of a large four-storey building on Wellington Street Toronto, and opened it as a jobbing house. The first floor of the edifice is attractively fitted up as a salesroom, the second is devoted to clocks, and the third and fourth to the storage of a stock of watches, jewelry, and material whose selection is unmistakable evidence of good judgment and whose magnitude illustrates the courage and confidence with which Mr. Scheuer begins his new business venture. Combining integrity, experience, industry, and a disposition to please, it is but reasonable to assume that success will crown his efforts.

H. BENHAM & CO.,

75 YONGE STREET, - - - TORONTO, ONT.

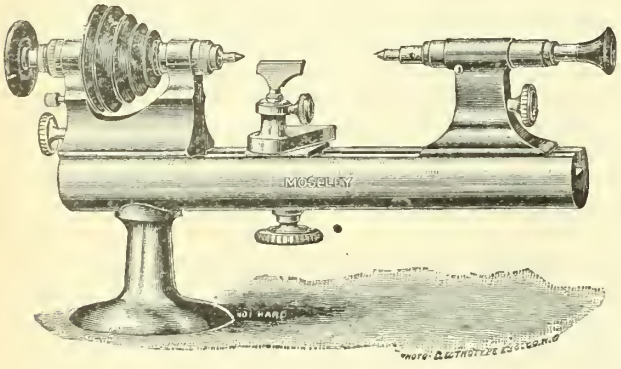
Importers of Swiss Watches,

JOBBERS IN

ALL AMERICAN MOVEMENTS, GOLD, GOLD FILLED, SILVER CASES, JEWELRY, CHAINS, &C.

Our Fall Stock, as heretofore, will contain all the Latest Novelties and Newest Styles. Our prices will be at the lowest market rates the day the goods are shipped. All orders by mail are given prompt and special attention, and will be attended to the day they are received.

H. BENHAM & CO., - - - - - 75 YONGE STREET, TORONTO.



BARRIE, JULY 20th.

MR. E. BEETON,

DEAR SIR.—Please send me your best figures for "Moseley" Universal Head and Jewelling Caliper Rest. My lathe gives me great satisfaction; in fact I could not get along without it. It is a great saving in time and material, and I use it a hundred times a day to do work next to impossible to be done without it. Send me price of above as soon as possible.

Truly Yours,

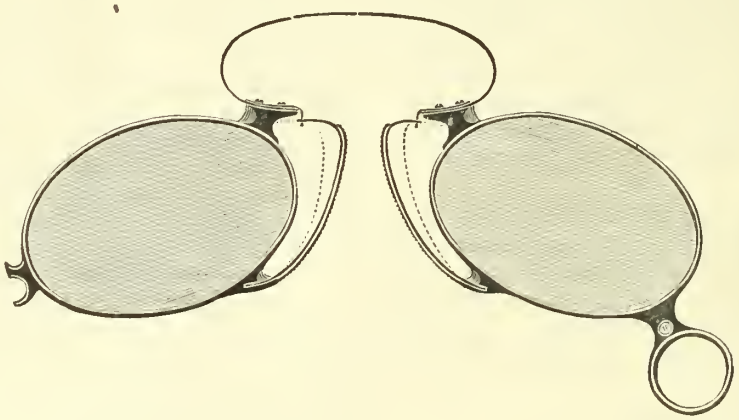
J. A. LODD.

The "MOSELEY" LATHE.

SEND FOR PRICE LIST AND CATALOGUE TO

E. BEETON, (Company Agent for Canada), P. O. Box 193, - TORONTO.

The Montreal Optical and Jewellery Company, L'd.



WE desire to notify the Trade that our MR. H. G. LEVETUS will exhibit our Goods at the Toronto Industrial Exhibition, thus enabling customers to see our New Patent Show Cases, Signs, &c.

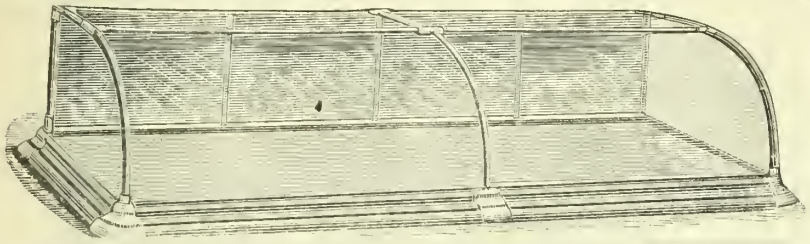
All Customers Purchasing Goods to the Amount of $100 or over will have their Railway Fare allowed them.

Montreal Optical and Jewellery Company, L'd. P. O. BOX 1054, MONTREAL.

Dominion Show Case Manufacturing Co.

J. P. WAGNER. C. SCHACK. H. C. LAURENCE. WM. MAHR.

SILVER MEDAL Toronto Exhibition, 1884 & 1885. | FIRST PRIZE, Provincial Fair. Ottawa, 1884.



Show Cases of every description in Nickel, Silver, Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

SHOW ROOMS AND FACTORY:

59, 61 & 63 ADELAIDE ST. WEST, TORONTO, ONT.

ASK YOUR JOBBER FOR GOODS OF THE MAKE OF

C. E. HAYWARD & CO.,

Successors to **HAYWARD & BRIGGS;**

MANUFACTURERS OF FINE ROLLED PLATE JEWELRY,

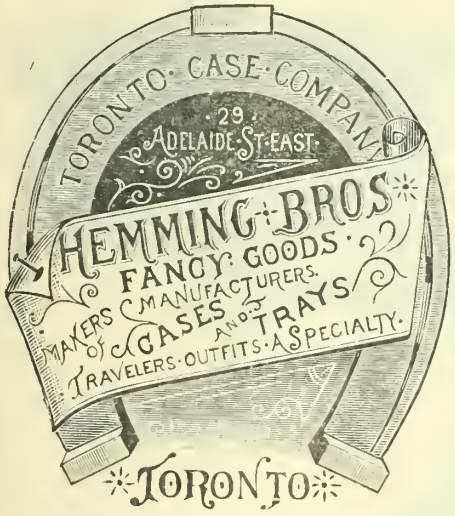
179 BROADWAY, NEW YORK.



"THE MORTON" PATENT POST SLEEVE BUTTON.

Patent Bracelets, Link Buttons, Collar Buttons, Vest Chains, Hair Chain Mountings, Seals, Lockets, Charms, Jewelers' Findings, Etc.

Factory: ATTLEBORO, MASS. Buyers invited to call at our New York Office and examine new goods.

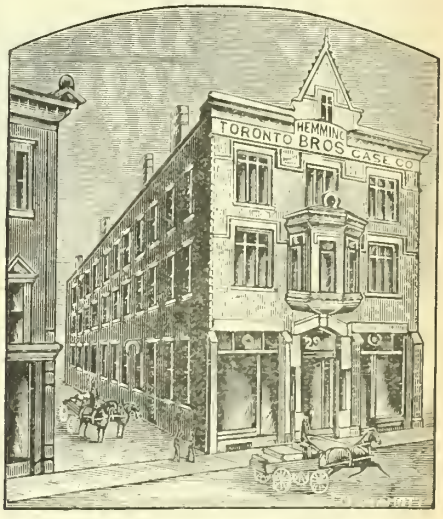


JEWELRY CASES

Plush, Velvet, Morocco, Paper.

SILVERWARE CASES

In latest styles, at every price.



TRAYS FOR ALL KINDS OF JEWELRY.

Plush, Walnut and Cloth-Bound. Plush, Velvet and Satin-Lined.

—SAMPLE GRIPS— • —TRAVELLERS' TRAYS—

COMPLETE STOCK ALWAYS ON HAND. MAIL ORDERS SHIPPED PROMPTLY.

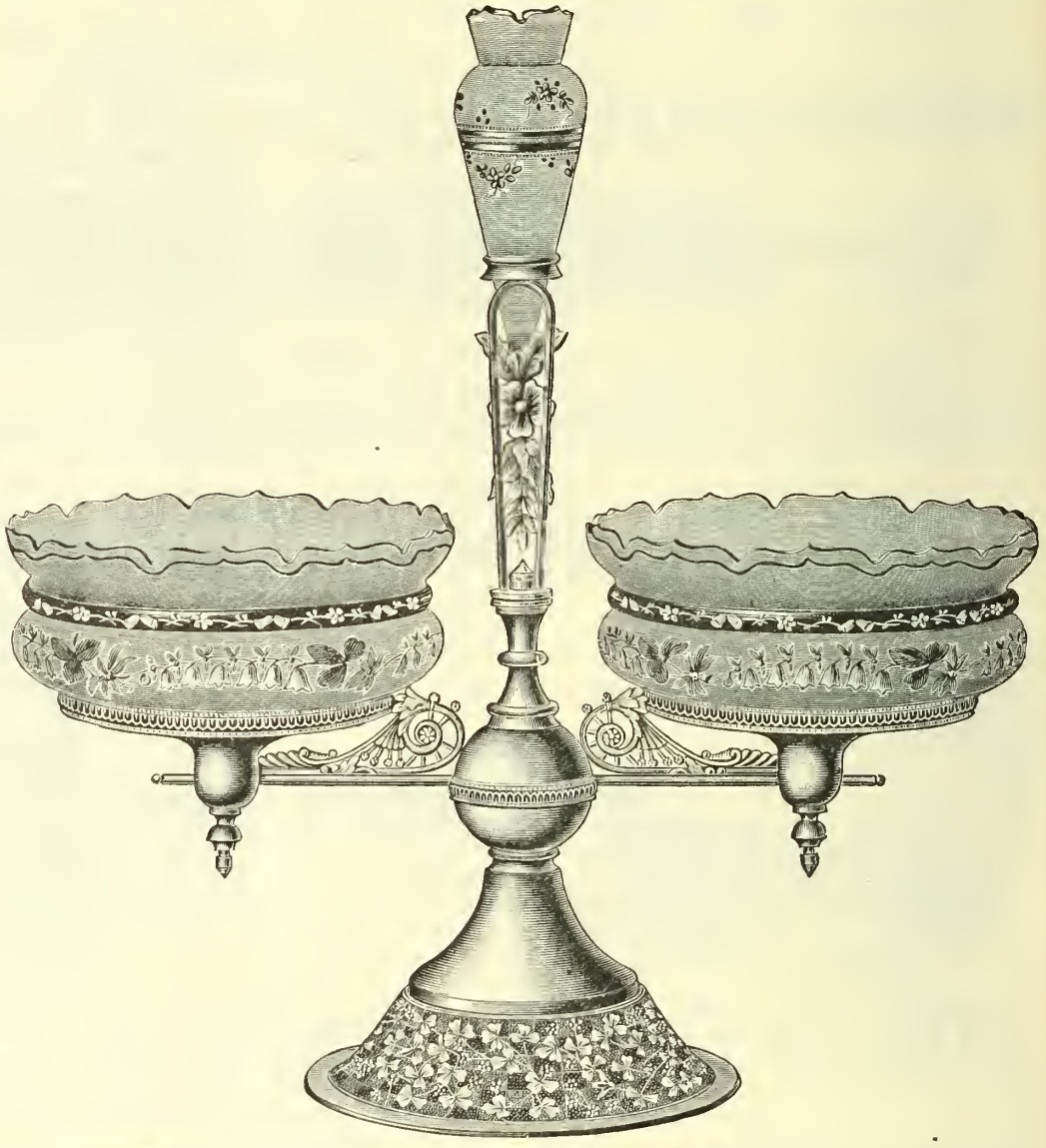
HEMMING BROS.,

29 ADELAIDE STREET EAST, - - TORONTO.

TORONTO SILVER PLATE CO'Y.



WE EMPLOY DESIGNERS AND WORKMEN OF LONG EXPERIENCE, AND OUR FACILITIES FOR MANUFACTURING ARE UNSURPASSED.





ONLY GOLD AND SILVER MEDAL AWARDED TORONTO INDUSTRIAL EXHIBITION, 1885.

WORKSHOP NOTES.

DIAMOND FILES.—Shape your file of brass and charge with diamond dust ; grade the dust in accordance with the coarse or fine character of the file desired.

SILVER SOLDER.—A good silver solder for jewelers may be made by melting together 19 pennyweights of fine silver, 1 pennyweight of copper and 10 pennyweights of brass.

TO OXIDIZE GOLD, SILVER OR BRASS.—Paint over the parts to be oxidized with a solution of chloride of platinum, then let it dry. To make the chloride of platinum in solution, dissolve one drachm in two ounces of hot water.

REDUCING FLUXES.—In order to fuse hard smelting substances, such as stonings, bench sweepings, etc., employ a mixture of equal parts of potash, saltpeter and salt ; or, three parts of sandiver, one part of potash and one part of saltpeter ; or, two parts of sandiver, and one part of saltpeter ; or, two parts of potash, one part of saltpeter and one part of cream of tartar.

TO WRITE ON STEEL.—Steel can be written upon or engraved by first cleaning it with oil then spreading a coating of melted beeswax upon it. The writing can be done on the beeswax with any sharp instrument, and the lines and marks thus made should be painted with a fine brush dipped in a liquid made of one ounce of nitric acid and one-sixth of an ounce of muriatic acid. When the written lines are filled with this liquid it should be allowed to remain five minutes, after which the article should be dipped in water and afterwards cleaned.

TO PREVENT TARNISHING OF SILVER PLATE.—An excellent protective wrapper to prevent the tarnishing of silver plate goods may easily be prepared as follows : Caustic soda is dissolved in water until the hydrometer—a very simple instrument—shows 20° Beaumè. To this mixture is added oxide of zinc, until the amount reaches about two thirds the quantity of caustic soda, and the mixture is boiled until perfect solution is effected. Water is then added gradually to reduce the solution ot 10° Beaumè. Into this solution summer calico, muslin or paper is dipped, and when dry it is ready for use.

POLISHING RAGS.—Nothing is better for cleaning silver than the following : Boil one ounce of finely pulverized hartshorn in one quart of water. Leave the vessel on the fire and put all the silverware into it—as much as the water will accommodate ; boil for a time, take it out, drip it over the vessel and let it dry at the fire. Continue until every article has been treated in this manner. Next place clean linen cloths in the water and let them become saturated. When taken out and dried, use them for polishing the silver. Rub the ware with the cloth and finish with soft leather. These rags are at the same time excellent for cleaning articles of brass — signs, door knobs, etc.

TO PUT IN A FUSEE TOP HOLE.—Put the pillar plate in the lathe and peg the bottom hole true ; then turn out the top hole to the required size for bushing. The bouchon (a hollow one) should be small and no longer than just sufficient to form the rivet. If there be danger of bending the plate, the bouchon should be softened slighty (the hammering will re-harden it), and the ends turned hollow to facilitate the riveting. The top hole is now to be turned to nearly right size for the pivot, testing it frequently for truth with the peg, as much broaching is especially to be avoided. In finishing the bouchon use polished cutters, take off the corners of the hole and polish the cup. The same procedure is to be followed with three-quarter plate fusee, and it will be found best to finish the bouchon in fusee piece before screwing the steel on to the brass. Be careful to give the fusee but little end shake ; if it be at all excessive the stopwork and the maintaining work will become uncertain, and either or both may fail.

HOW TO POLISH A WHEEL.—The wheel to be polished is laid upon a flat cork, and at first ground with a bluestone until thoroughly free from scratches. Be careful neither to touch the pinion nor the riveting with the stone. The first grinding being finished, the wheel is finally ground a second time, again laying it on a cork and grinding it with a tin file, and finally powdered bluestone and oil. The wheel is then well cleaned with a soft brush and warm soap water and polished with a polishing file. Before polishing is commenced the cork upon which the wheel is laid must be well cleaned again and covered silk paper also be careful, when polishing with the sword file, to do it only by short strokes and without strong pressure.

A LOW TEMPERATURE SOFT SOLDER.—A soft alloy which attaches itself so firmly to the surface of metals, glass and porcelain, that it can be employed to solder articles that will not bear a high temperature, can be made as follows : Copper dust, obtained by precipitation from a solution of the sulphate by means of zinc, is put in a cast iron porcelain-lined mortar and mixed with strong sulphuric acid, specific gravity 1.85. From 20 to 36 parts of the dust is taken according to the hardness desired. To the cake formed of acid and copper there is added, under constant stirring, 70 parts of mercury. When well mixed, the amalgam is carefully rinsed with warm water to remove all acid, and then set aside to cool. In 10 or 12 hours it is hard enough to scratch tin. If it is to be used now, it must be heated so hot that when worked over and brayed in a mortar it becomes as soft as wax. In this ductile form it can be spread out on any surface, to which it adheres with great tenacity when it gets cold and hard.

DRAWING THE TEMPER FROM A PINION.—When taking the temper from a pinion for pivoting, be very careful to confine the heat as much as possible to the spot necessary to be softened. If the heat is carried so far that a scale will peal off the leaves, the pinion is practically ruined, as no amount of re-polishing can restore the original shape of the leaves. But a slight coloring is easily removed. Some workmen use a dilute solution of muriatic acid—two or three drops in a spoonful of water. Into this they dip for a short time the discolored part of the pinion, assisting the operation by rubbing with a piece of pegwood dipped in the same solution. Others use a similar solution of sulphuric acid in the same manner. But the use of acids on watch movements is hardly to be recommended, even in the most careful hands. A better way is to use a properly shaped piece of pegwood with fine oilstone dust, finishing with crocus. If the pinion has not been overheated the polish can easily be restored in this manner.

TO SELECT A BALANCE SPRING.—The usual way is to select a spring of as near the proper strength as we think it should be, after which it is attached to the balance staff, either with a small pellet of wax or by springing the central coil over the hub. Then put the pivot of the staff in its hole, so as to get the spring central, and grasp with the tweezers the coil that lays in the regulator pins. This gives the proper size of spring wanted ; it is next to be tested as to time, which is done by resting the lower pivot on some hard, smooth surface, holding the balance upright by means of the spring in the tweezers, and counting the number of vibrations it will make in exactly one minute, or even half a minute, by th regulator. If it gives very nearly the proper number, it is pinned int the watch and tried more ac curately. If correct the central coil is cu such a manner that when pinned in the collet it will be near to but not touch it, and the spring will be central or concentric on the staff. Then carefully pin it in the stud, with the collet end of the spring in a straight line running from the center of the balance to the stud or nearly so. This will, in most cases, make the vibrations of the spring isochronal.

OTHER NOTES.

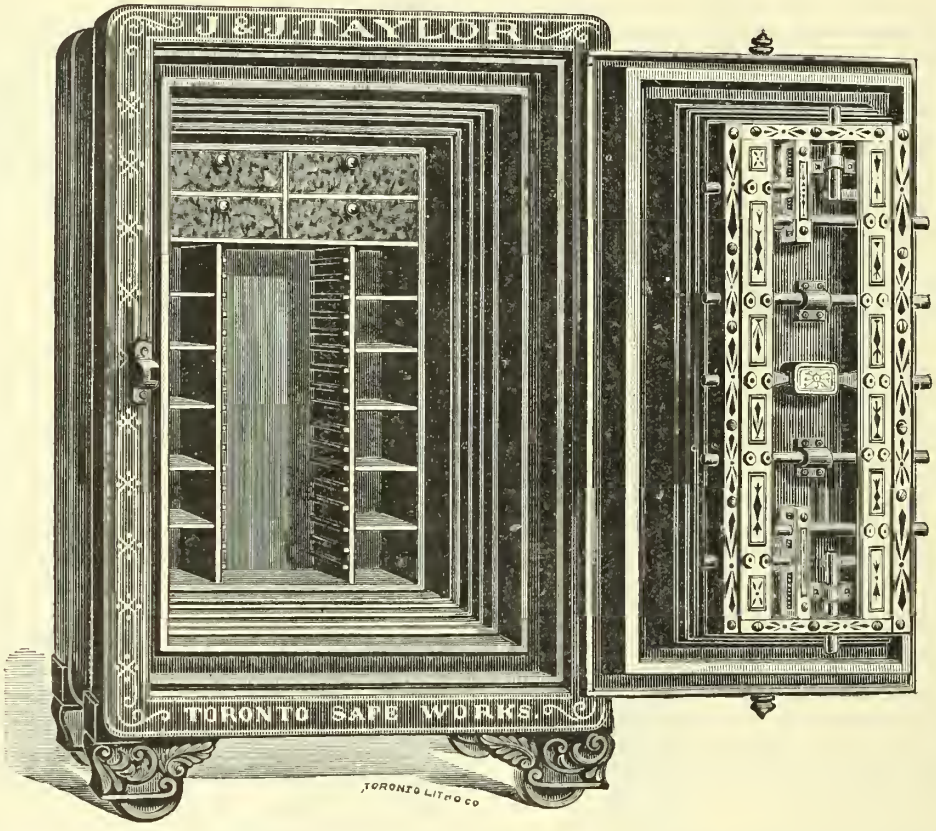
THE representations of diamond washing and diamond cutting and polishing are among the most popular features of the Colonial and Indian Exhibition in London. When the Queen went to visit the Exhibition the other day she stayed longer in this department than in any other, and quitted her bath chair that she might thoroughly examine the various processes. A small diamond, worth about $50, was washed up while Her Majesty was present, and she purchased it on the spot.

THE flowers that bloom in the pot, tra la,
Have the bulge on the flowers of spring,
For whether it's cold or it's hot, tra la,
They're placed in a temperate spot, tra la,
And in fact have a very soft thing.
So they don't care a jot,
If it freezes or not,
As they feel pretty certain that they have the pot,
Tra la, la, la, la, tra la, la, la, la,
Oh theirs is a fortunate lot.

"WHY don't you trade with me ?" said a close-fisted warehouse-

SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S NEW STYLE JEWELERS' SAFE,



WITH DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS.

J. & J. TAYLOR, TORONTO SAFE WORKS.

IN ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

THE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS,

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR,

and which we maintain is the best fire-proof safe now made.

Visitors to the coming Industrial Exhibition can see samples of these safes at our exhibit in the Main Building. Do not fail to examine them.

J. & J. TAYLOR,

TORONTO SAFE WORKS,

117 and 119 Front St. East, Toronto.

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

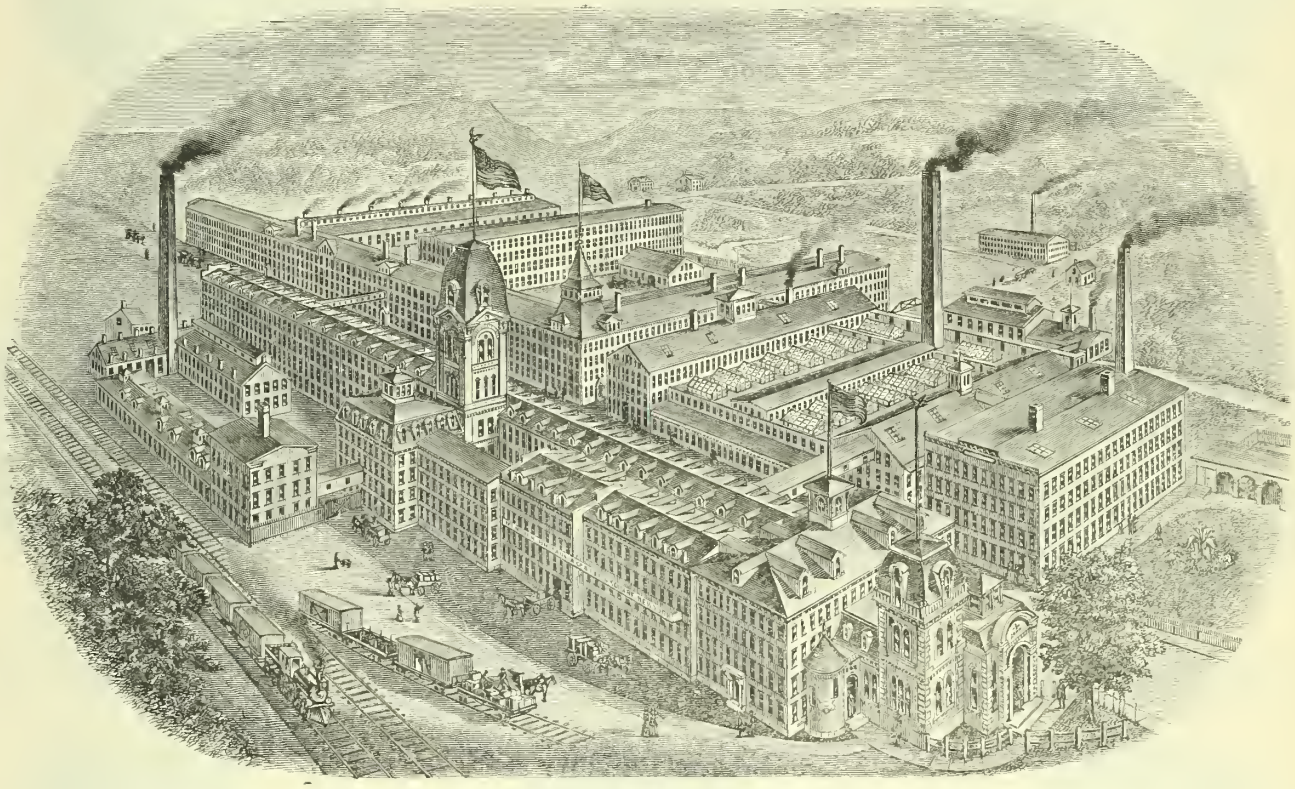
ELECTRO, SILVER AND GOLD PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill.; San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY. MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name is well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

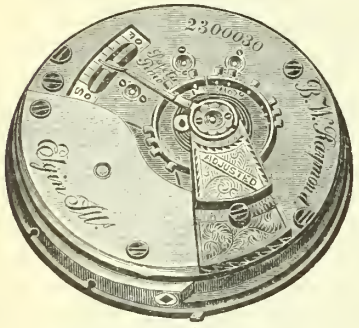
THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

ELGIN NATIONAL



B. W. RAYMOND.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Breguet Hair Spring, Patent Regulator, Adjusted, Double Sunk Dial, Safety Pinion, Finely Finished throughout.

H. H. TAYLOR.



FULL GILT MOVEMENT.

15 Jewels (4 pairs settings), Compensation Balance, Breguet Hair Spring, Patent Regulator, Adjusted, Safety Pinion.

G. M. WHEELER.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Patent Regulator, Safety Pinion, Dust Band.

Our complete line of

18-SIZE, FULL PLATE, OPEN FACE,

Pendant Set Movements, all with Quick Trains and Straight Line Escapements, as herewith illustrated, are the most perfect in construction and reliable as time-keepers now on the market.

Deliveries have been made of all grades to Jobbers, although the demand far exceeds our ability to produce them.

FACTORY: ELGIN, ILL.

New York Office: 22 John Street.

No. 76.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Breguet Hair Spring, Patent Regulator, Adjusted, Safety Pinion.

No. 75.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Patent Regulator, Safety Pinion, Dust Band.

No. 74.



FULL GILT MOVEMENT.

11 Jewels, Compensation Balance, Safety Pinion, Dust Band, Fine Regulator and Index.

No. 73.



FULL GILT MOVEMENT.

7 Jewels, Compensation Balance, Safety Pinion, Dust Band.

GENERAL OFFICE: 76 MONROE STREET, CHICAGO, ILL.

WATCH COMPANY

man to an acquaintance the other day. "Because," was the reply, "you have never asked me, sir. I have looked all through the paper for an invitation, in the shape of an advertisement, but in vain. I never go where I am not wanted."

A slab-sided, mud-covered granger entered a Main street clock store about dusk the other evening, and, with a bewildered look, asked:

"Mister, is this where a man kin git a clock?"

"Yes, sir," said the clerk.

"Wall," said the granger, "what be that ticker worth?" pointing to an ornate and intricate piece of time-recording mechanism on the shelf.

"That sir," said the clerk, "is a wonderful time-piece. It is worth $200, and will run three years without winding."

"Great Scott!" gasped the granger, "three years without winding. Say, mister, how long would the blamed thing run if she was wound up?"

WISE AND OTHERWISE.

A CALIFORNIA man whose store had just burned was telegraphed by his family for "particulars of fire in store." He answered, "No particulars. No store."

AN optical delusion. Traveller: "Hi! Guard! Have you seen a man walking about with one eye, of the name of Walker?" Guard (musingly): "N-no, sir. I dun-no as I 'av. What was the name of the other eye, sir?"

A LITTLE girl suffering from the mumps declares that she "feels as though a headache had slipped down her neck."

"AH, yes," said a cabinet-maker to a crockery-dealer, to whom he was introduced—"ah, yes; you sell tea sets and I sell settees."

"I meant to have told you of that hole," said a gentleman to his friend, who, walking in his garden, stumbled into a pit of water. "No matter," said the friend, "I have found it."

"Do you know," remarked a rather fast Newark youth, the other day, to a stuttering friend to whom he was slightly indebted—"do you know that I intend to marry and settle down?" "I do-don't know anything about it," was the reply; "bu-but I think you had better stay single and set-settle up."

SNIPKINS refused to get his wife a new hat; and soon after his little girl came in and said: "Mamma, won't you buy me a monkey to play with, when you go down-town?" "No, darling. Wait till you are older, and then marry one, as I did," replied the grief-stricken wife, her tears bursting forth afresh.

A CLERGYMAN was preparing his sermon for Sunday, stopping occasionally to review what he had written and to erase that which he was disposed to disapprove, when he was accosted by his little son: "Father, does God tell you what to preach?" "Certainly, my child." "Then what makes you scratch it out?"

GENERAL M. A. Pleasonton, in an article on the battle of Gettysburg, in Philadelphia *Times*, says: "Had General Meade followed Lee on the Fourth of July, the surrender of Lee would have been unavoidable." Of course. And if that celebrated small boy's aunt had worn whiskers, she might have been his uncle.

OF the poet Whittier, this story is told: "During the rebellion he was riding in the cars, and met a friend who had just made a contract with the government for timber for war ships at a navy yard. He asked Mr. Whittier if he thought he had done wrong. The peace-loving Quaker characteristically replied: 'If thee has a contract with the government to supply timber for ships of war, thee must see to it that the timber is all sound.'"

FACTS are facts, even when pronounced by savage lips. It was a peculiar notion of the Mohawks that some great misfortune would happen if any one spoke while crossing Saratoga Lake. A white woman, who was ferried over by an Indian, talked all the way, and on arriving safely on the further shore rallied her boatman on his superstition. He simply grunted: "The Great Spirit is merciful and knows that the pale face woman cannot hold her tongue," and then re-crossed the lake in silence.

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

A BOY of sixteen years of age wants to serve his time to the Watchmaking and Jewelry Business. Has a natural taste for same. Highest of references. Address, P. O. Box 61, Cowansville, P. Q.

A VERY fine Mosely Lathe, good as new, with a full set of chucks and good assortment of attachments, for sale. For particulars apply to P. W. Ellis & Co., Toronto.

A GENTLEMAN of eight years' experience wishes position as traveler or bookkeeper in a first-class house. Best of references. Address, B. H., Box 55, Oakville, Ont.

FOR SALE.—A First-class Jewelry business. A rare chance for a good man. Will sell lease of store and fixtures only if required. C. Davies, 59 King St., West Toronto.

JEWELRY, Stationery and Fancy Goods Business for Sale in a thriving village north of Toronto. Well established. No opposition. Stock and Fixtures about $1200. Good reasons for selling. For particulars, address, Box 30, Sunderland, Ont.

JEWELERY BUSINESS TO EXCHANGE FOR SAFE, GOOD Regulator, Nickel Counter or Show Cases. Established three years. H. ING, Watchmaker, 106 James Street North, Hamilton, Ont.

STOLEN—ON July 29th, during the Listowel Band Tournament, 2 watches as follows: 1. "Sterling," expansion balance, No. 1909763, in light weight, snap bezel, Waltham dust proof case, numbered inside case B 1290. 2. "Broadway," expansion balance, patent pinion, No. 2498214, in hunting, silver case, numbered inside back case B 2460. Any information leading to the recovery of these watches, or the detection of the thief will be rewarded by Barker & Co., Listowel, Ont.

WATCHMAKER, age 17, wants situation: good set of tools; can pivot, staff, etc., and do all general work. Best references. Would go as improver. Address W. S., 51 Richmond St. East, Toronto.

WANTED.—A SITUATION by an honest and sober young man, 20 years of age, with a good watchmaker to finish his trade. Can furnish best reference. P. Booth, care of A. M. Leger, Shediac, N. B.

WANTED A SITUATION to learn the watchmaking and jewelry business, by a careful and steady young man. Apply to FRANK PURVIS, Lyn, (Leeds Co.) Ont.

WANTED, A SITUATION BY A YOUNG MAN, FIRST-CLASS Watchmaker, best of references. Communicate with Victor Rost, care George Hodgins, 169 King St. East, Toronto.

WANTED—A SITUATION to learn the watchmaking and jewelry business, by a careful and steady young man with a good commercial education and references. Apply to Geo. M. Trimble, Napanee, Ont., Canada.

WANTED—SITUATION by a young man, nineteen years of age under a competent watchmaker, to finish his trade. Three years at the bench and can do all ordinary watch, clock and jewelry repairing. Good references. P. Wellings, Whitechurch, Ontario.

WANTED—A PARTNER in a well-established Watchmaking and Jewelry business. A good salesman preferred as present owner wants to travel. Small capital required. For further information apply to A. M. BIGELOW, 142 Brunswick St., Halifax, N.S.

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E, Toronto, who makes a specialty of Jewelers' Work. Samples and estimates on application.

FAHYS' INITIAL AND SUBJECT

PATENT GOLD INLAID

SILVER WATCH CASES.



In addition to our Gold Inlaid Subject Designs, including LOCOMOTIVE, STAG, JOCKEY, BULL DOG, STALLION, LION and BEAR, we are making and will constantly carry in stock a complete line of GOLD INLAID INITIAL Silver Cases, in SENIOR, JUNIOR and SCREW BEZEL 3 and 4 oz. Open Face Stem Wind.

FOR SALE BY ALL CANADIAN JOBBERS IN AMERICAN WATCHES.

LEVY BROTHERS,

HAMILTON,

Beg to advise their Customers that they are now receiving weekly shipments of their Fall Stock, and will soon have the pleasure of calling upon the Trade with an assortment complete in

ENGLISH JEWELLERY, AMERICAN JEWELLERY,

All of the latest Designs, personally selected in the Markets of Europe and the United States.

OUR STOCK OF

GOLD, GOLD FILLED AND SILVER CASES

Will be found complete and choice in all Lines.

WE CARRY ALL NAMES AND NUMBERS IN

ELGIN, WALTHAM, HAMPDEN, SPRINGFIELD AND SWISS MOVEMENTS.

CLOCKS

We import and keep in Stock a large and varied assortment of Clocks of the following well-known Manufacturers:

NEW HAVEN, SETH THOMAS, ANSONIA, INGRAHAM, TERRY.

As we receive weekly shipments from the different Factories, the Trade will find it to their advantage to place their orders with us, as our Goods will be found FRESH and SALEABLE.

Our Price List and Catalogues will be issued early in the Fall, and we would advise all interested to await its arrival before placing their Orders.

WATCH TOOLS & MATERIALS, OPTICAL GOODS SWISS WATCHES

ORDERS BY MAIL RECEIVE SPECIAL ATTENTION.

SMITH & PATTERSON

46 Summer Street,
BOSTON.

132 St. James Street,
MONTREAL.

JOBBERS IN ALL KINDS OF

AMERICAN WATCHES

AND SOLE CANADIAN AGENTS FOR THE FAMOUS







HOWARD WATCHES

Buy no more fine Swiss Watches, but use the HOWARD, which will show better time and give you less trouble in regulating and keeping in order.

Our Salesmen are now on the road with a magnificent line of Samples of

AMERICAN JEWELRY,

Together with all the leading makes of American Movements; Gold, Gold Filled and Silver Watch Cases.

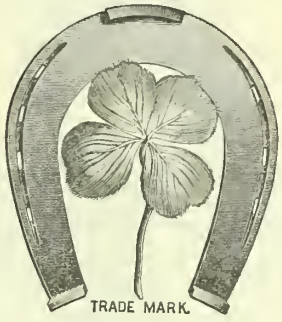
Should you not receive a visit from them please drop us a line and we will arrange to have you see our goods.

THE AMERICAN LEVER CUFF AND COLLAR BUTTON.

The Old, Original, Reliable, Faultless Cuff Fastening.



OPEN.





CLOSED.

LOOK FOR TRADE-MARK ON POST.

NONE GENUINE WITHOUT IT.

Retailers are Advised to Examine Carefully what they buy.

The Horse Shoe and Clover Trade-Mark stamped upon all our productions is a guarantee of their supreme excellence in mechanism, quality, finish and design.

Ask Your Jobber for Them and accept no other.

HAMILTON & HAMILTON, JR.,

Successors to **HAMILTONS & HUNT.**

ESTABLISHED 1871.

ALL CHAINS STAMPED WITH OUR TRADE-MARK.

QUALITY OF GOODS GUARANTEED.

Successors to **HAMILTONS & HUNT.**

If desired, will furnish names of Jobbers carrying our line.

We also manufacture a complete assortment of BARS, SWIVELS, JUMP-RINGS, SPRING-RINGS, CABLES, EYE-GLASS AND BRACELET CHAINS.

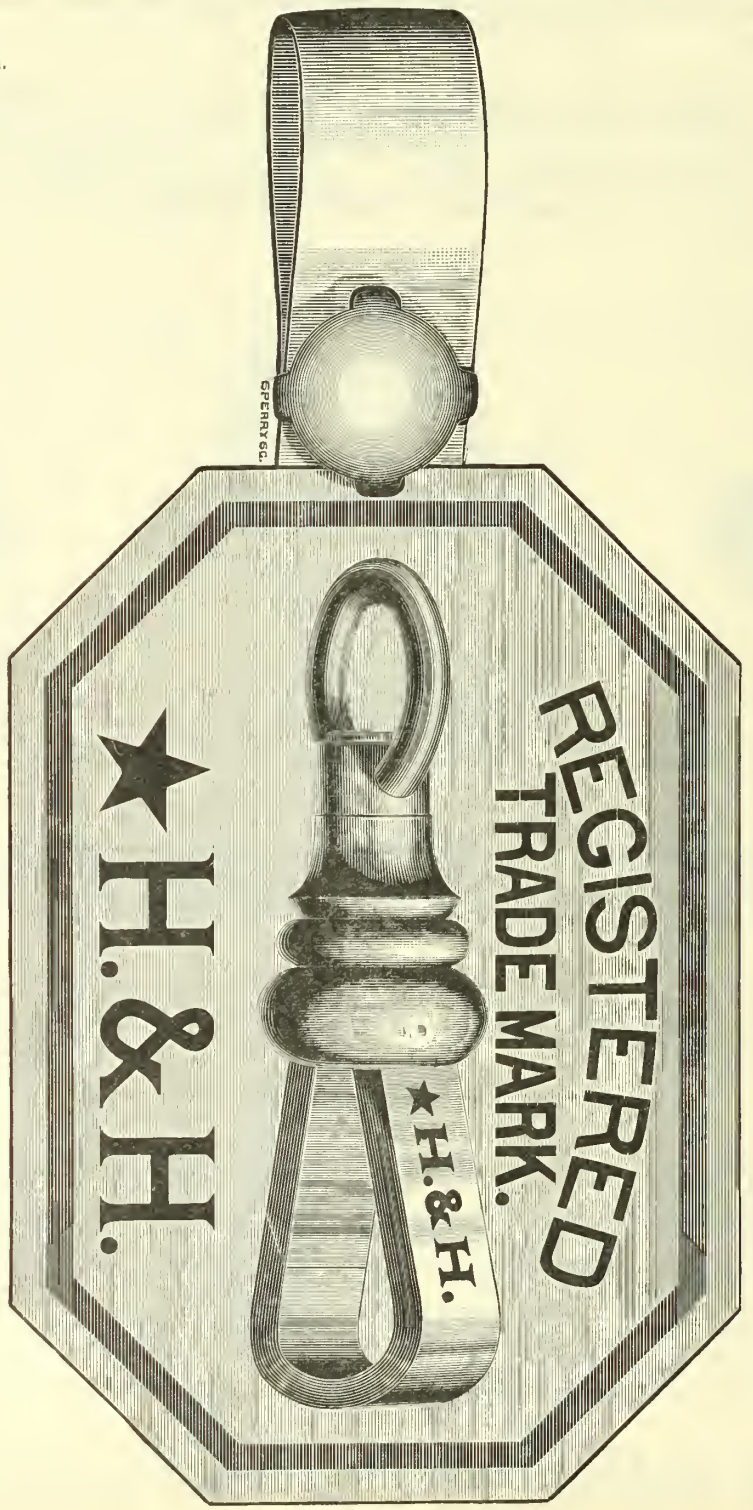
FACTORY:
226 EDDY ST., PROVIDENCE, R.I. U.S.A.

NEW YORK OFFICE:
No. 176 BROADWAY.

—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

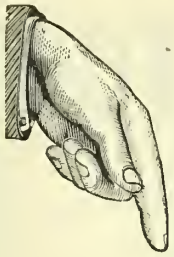
REGULAR QUALITY STAMPED * H. & H.



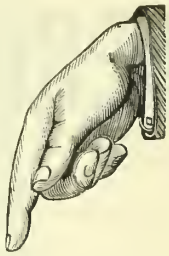
—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

EXTRA QUALITY STAMPED * H. & H.



N. T. S.

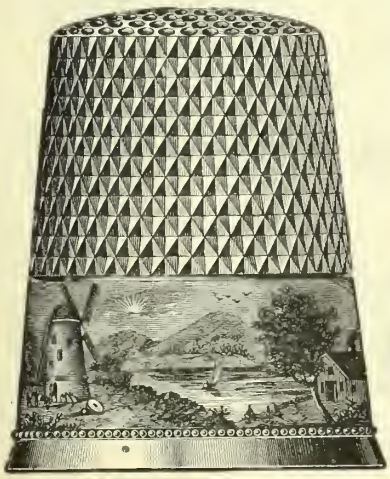


NO travelling salesmen. That is what "N. T. S." means, but it also means much more. It means that my system of selling goods without travelling salesmen is enabling retail jewelers who handle my goods to buy them cheaper than their opponents in business possibly can who buy from houses that sell their goods on the road. If I employed travelling salesmen, I would be obliged, in figuring the cost of each new article, to add a proportion of the $10 per day paid the traveller for salary and expenses. As it is, I propose to reach the Trade through my advertisements, and at an almost nominal cost. In buying my goods you do not have to pay any TRAVELLING expenses whatever. I pay no travelling railway fares, no hotel bills, no extra baggage, and no incidentals. I have everything marked away down at rock bottom prices, and am not afraid to place them before you, for I know they are always bottom for first-class goods. I do not propose to start you with baits. You can inspect my entire stock and purchase just what you want, when you want, and in quantities to suit your trade. I guarantee to sell any goods in my line cheaper than any other jobbing house in the Dominion of Canada. If you do not believe this, give me a call and a sample order and you will be convinced. If you can pay me a visit, it will pay you, as I have always a lot of good stock that I can sell at less than manufacturer's cost. If you can't come to the city yourself, send me a trial order and I will guarantee you entire satisfaction. ☞ Mail orders promptly attended to, but always remember that **S. FRENKEL, 55 YONGE STREET, TORONTO,** keeps no travelling SALESMEN.

SIMONS, BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

Chains, Thimbles, Canes, Umbrella Mountings.



N. Y. OFFICE, 20 MAIDEN LANE.

Address all Orders to Factory.

Established 1840.

TRADE S MARK

611 & 613 Sansom St.,
618 Chestnut St.,
PHILADELPHIA, PA., U.S.



No. 76. 5/8 in.

AMERICAN WALTHAM WATCH CO.

WALTHAM, MASS.

ASK TO SEE THE

New Ladies' Waltham Watch.



THE SMALLEST AND CHEAPEST

AMERICAN CHATELAINE WATCH MADE.

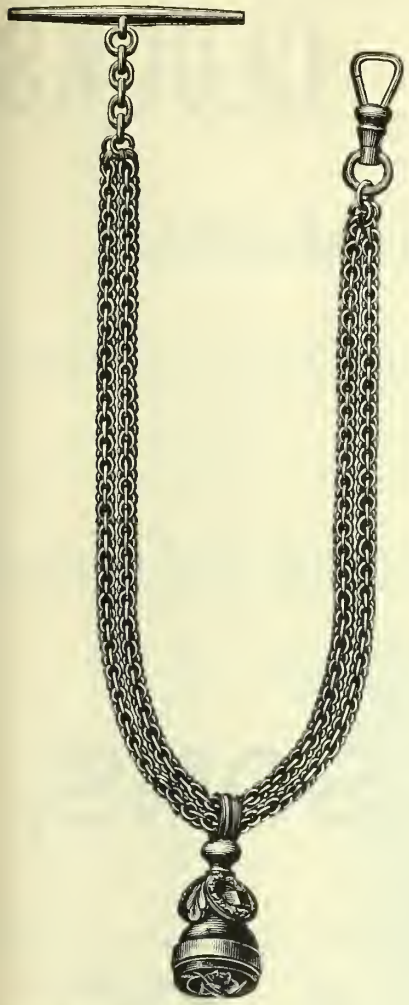
In 14 kt. and 18 kt. and Crescent Gold Filled.

FOR SALE BY ALL JOBBERS.

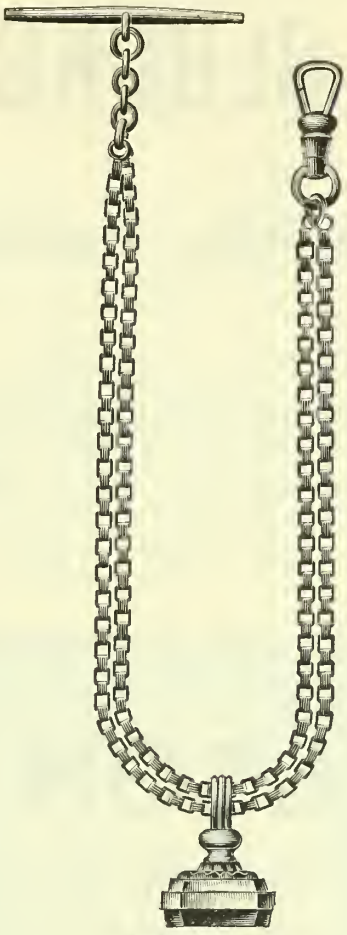
ROBBINS & APPLETON,

GENERAL AGENTS,

BOSTON. **NEW YORK.** **CHICAGO.**
LONDON, ENG. **SYDNEY, AU S**

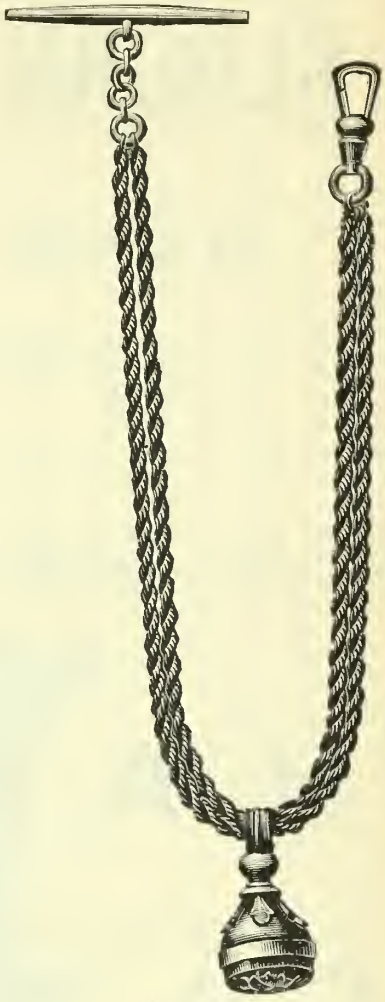


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'R. F. S. & CO."



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SOMETHING NEW AND ELEGANT.

SEAL PENDANTS

— IN —

CORNELIANS,
ONYX, SARDS
AND BLOOD STONE,

PLAIN AND INTAGLIO, SET IN SOLID GOLD.





ORIGINAL WITH

R. F. SIMMONS & CO.

CLOCKS - CLOCKS - CLOCKS

Walnut, Marble, Imitation Marble.

WE HAVE NOW ON HAND A LARGE ASSORTMENT OF THE MOST DESIRABLE STYLES.

Dealers should send for our new Illustrated Catalogue.

ENCLOSE YOUR BUSINESS CARD.

H. A. NELSON & SONS,

Toronto and Montreal.

E. J. THOMPSON & CO.,

55 KING ST. EAST, - - HAMILTON, ONT.,

Invite the attention of the Trade to a full and complete line of

ENGLISH · JEWELRY · AMERICAN

Embracing all the New and most Fashionable Patterns.

DIAMONDS AND OTHER PRECIOUS STONES.

Also in IMITATION for Jobbing purposes.

A COMPLETE STOCK OF WATCH MOVEMENTS AND CASES CONSTANTLY ON HAND.

JEWELERS' FINDINGS, SWISS AND AMERICAN WATCH MATERIALS AND TOOLS.

PROMPT AND SPECIAL ATTENTION TO MAIL ORDERS.

E. J. THOMPSON & CO.

My Price List and Illustrated Catalogue of **American Clocks** *will be ready within a few days. I desire to place respective copies in the hands of every Jeweller in the Dominion, and advise the Trade to inspect the same before placing their Fall orders.*

LARGEST

STOCK OF CLOCKS

IN CANADA.

EDMUND SCHEUER,

My stock in **Jewelry** *is now complete in all its branches, and offers with its low prices and enormous variety of new patterns and designs better value to the Trade than any ever placed upon the market. Will send selection packages on approbation to any responsible party in the Trade.*

SELL AT

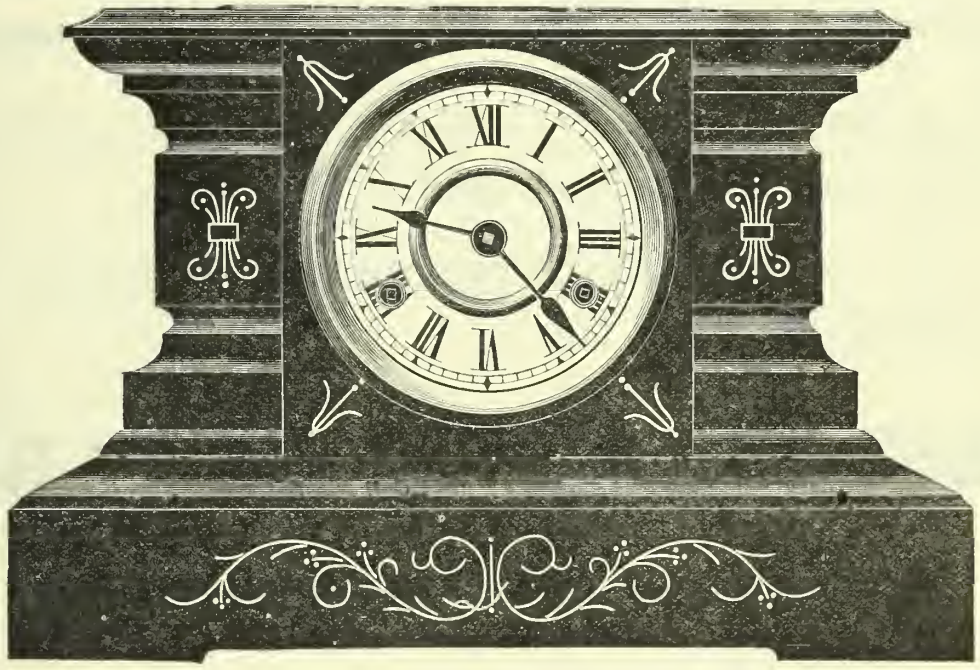
BOTTOM PRICES

—AND—

WHOLESALE EXCLUSIVELY.

Every Inquiry cheerfully answered.

Mail Orders solicited & promptly executed.



All goods exactly as represented.

Any article in the Line made to order.

—IN—

WATCHES, WATCH

MOVEMENTS,

Gold, Silver & Filled

CASES,

FRENCH PENDULES & PRECIOUS STONES

A FULL STOCK CONSTANTLY ON HAND.

TORONTO, ONT.

11 WELLINGTON STREET WEST.

—IN—

WATCH & CLOCK

MATERIALS,

Watchmakers' Tools

JEWELERS' FINDINGS,

Spectacles, Eyeglasses and Optical Goods.

A LARGE ASSORTMENT KEPT IN STOCK.

TO THE TRADE!

THE UNPRECEDENTED DEMAND FOR

GOLD CASES

Has so denuded our Stock, that we have to ask the indulgence of the trade for a short time.

We are now completing arrangements whereby we will shortly be able to show the

FINEST LINE IN THE MARKET

AND KEEP IT IN THAT POSITION.

Our travellers are now out with elegant lines in American and English Goods. Take a look at the stock.

Yours truly,

JOHN SEGSWORTH & CO.,

6 WELLINGTON ST. EAST,

TORONTO.

THE TRADER.

TORONTO, ONT., OCTOBER, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to
THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

CANADA'S GREAT FAIR.

The eighth annual fair of the Toronto Industrial Exhibition Association, which was held from the 6th to the 18th of September, was decidedly the most successful one they have ever had. The exhibits of all kinds were larger in number and higher in quality than at any previous exhibition, and to our mind, nothing could show in a clearer or more convincing manner the steady progress that this Canada of ours is making towards being in the not distant future one of the greatest countries in the world. In the products of the farm, Canadian Exhibitions have never had any occasion to take a back seat to any other country. In manufactures, however, she has until recently been behind and it did seem at one time as if her ultimate destiny was to be "a heaver of wood and a drawer of water" to Europe and the Republic to the south of us. The National Policy has proved, however, to have been just what was needed to revive and encourage our drooping industries, and to-day Canada can in the manufacturing line hold her own against all comers. We must confess that as we walked through the main building and beheld on either side of us manufactured goods of almost every variety, equal in quality and finish to anything made in the world, we felt proud of Canada. In our opinion such exhibitions are not only excellent competitive schools and advertising places, but they perform a higher and better work by disseminating information about our country, its products, capabilities and people; and also by engendering a feeling of national pride in it, whose further development in other directions is known as love of country. Without desiring credit for any superabundance of devotion to Canada, we have felt the same inspiration on surveying one of our great Expositions as Marmion's English squire did when from the hills overlooking the Tweed and Floddin's Field, he took in a "Pisgah" view of Scotland and exclaimed, "Where is the coward who would not dare to fight for such a land?" While the Toronto Industrial Exhibition has done much for this city, it has done more for Canada by educating its citizens about their own country in a very practical manner.

"WHEN shall I call you in the morning, sir?" asked an hotel waiter of an Aberdonian one night. He replied peskily, "I'll ring the bell when I wish to be called."

EXPRESS PARCELS.

In these days of telegraphs and telephones, it is in most cases an imperative necessity that valuable goods, such as jewelry, be shipped by express instead of by freight. While most merchants like to get their goods with all the despatch that the Express Companies can command, but few of them care to pay the often extortionate charges that these companies try to collect. It is a well-known fact that an Express Company like any one else, charges not only according to bulk but also according to value, and if two packages of equal size were shipped at the same time and one were say twice the value of the other, the charges for carriage would be much higher. Right here is where many jewelers kick. They think that the charges should be determined by the bulk, no matter what the value of the contents. And they are quite right in this, provided always that they are willing to run the risk of loss and relieve the company from any extra responsibility in that direction. The trouble is, however, that most people want the Express Companies to carry valuable parcels and charge for them by bulk only, but in case of loss they want and expect these companies to make good their loss, no matter how large it may have been. Now this is hardly fair and should not be expected from any person or company, and as a result there is trouble constantly arising between the wholesale shipper and his retail customer from this very cause. According to the conditions laid down in their contract, the Express Company "cannot be held responsible for any loss or damage to any box, package or thing for over $50.00 unless the just and true value thereof is stated by the shipper at the time of shipment." We believe as a matter of law, that if an Express Company accepts or ships any package without making the consignee declare its real value, it virtually by so doing accepts all risk and can be made to pay full value, no matter what it is, in case of loss. Such a thing, however, rarely happens, as once bit twice shy, the Express people having been caught napping once, get rid of any such risks in future by making every shipper declare value before they will accept a package.

This being the case, the retailer who is always kicking at his exorbitant express charges and holding the jobber from whom he buys responsible for it, should consider the facts fairly before taking such a position. Supposing that the jobber does exactly as he wishes and ships his package putting on only a nominal value of say $5 or $10. This is all right and everything goes lovely as long as no package goes astray. But there comes a time in the history of even the best regulated merchant, when his valuable package goes astray, then comes the question: Who is to stand the loss? The Express Company say: "We are only responsible for $5 or $10, as the case may be, for here is the consignee's own signature to the effect that such was all the package was worth." The retailer says to the jobber: "You shipped the package but you certainly can't hold me responsible for it until I get it, and as it was never delivered I decline to accept any responsibility." The jobber on the other hand says: "The goods were shipped entirely at your risk and value was declared low at your request so as to save you paying big express charges." Out of the three parties the Express Company is the only one that has a clear case and it therefore lets the buyer and the shipper fight it out amongst themselves, and the result is often a law suit to decide who is the owner of the goods.

We think it well that this matter should be thoroughly

THAYER & CO.,

3 Wellington Street East, Toronto.



Headquarters for Anything in the Jewelry Line.

THE FOLLOWING ARE A FEW OF OUR SPECIALTIES:

BATES & BACON Filled Cases in 4, 6 and 18 size. The cheapest Filled Case made.

GILBERT CLOCKS. (Sole Agents.) We have them in every variety.

INGRAHAM CLOCKS, all kinds.

SILVERWARE of all kinds.

ROLLED PLATE ALBERTS AND GUARDS. The largest stock in Canada.

WATCH AND CLOCK MATERIAL. A full line exceedingly low in price.

Our Travellers are now on the road. Don't buy till you see their Stock. If in the city, call and see us.

REPAIRING JEWELRY A SPECIALTY. SEND IN YOUR JOBS.



THE OLD RELIABLE

Rolled Gold Plated Chains

Maintain their Reputation as the

BEST CHAINS

In the Market.

Always on hand with the latest and most Fashionable Patterns.

Quality and Make Guaranteed as the very best.

W. & S. BLACKINTON,

11 Maiden Lane, - NEW YORK.

Factory : Attleboro, Mass.

understood by the trade as it may save both loss and misunderstanding in future to many a retailer who has been in the habit of getting a low value put upon his express packages by the jobber when shipping them. The duty of our wholesale men is clear. They should in all cases fix the responsibility of loss before shipping. If nothing is said they should in all cases declare the true value of every package they ship. If any of their customers, however, object to pay charges on the value, or in other words, pay the Express Company for the extra risk they assume, the jobbers should have an order in writing to that effect and an acceptance of all risk by the purchaser. In case a customer declines to give such an acceptance of risk the jobber would have a chance to consider whether he would assume the extra risk himself or pay the extra express charges incurred by declaring the proper value.

In asking increased charges on account of increased value, an Express Company is only carrying out an ordinary business principle, the neglect of which might easily prove fatal to their prosperity. If retailers expect to get valuable packages carried at the same rate as packages of small value, they must calculate on either the jobber or themselves accepting the risk, for Express Companies, like individuals, don't usually do something for nothing. The person who gets the benefit ought certainly to pay, and in our opinion that person is the retail merchant who buys and therefore owns the goods.

We are glad to learn that very many of the retailers throughout Canada now insist on having the proper value put upon all their packages. In this we think they are sensible, for if a loss were at any time to occur they could at once recover its value without any tedious law suit and all risk of ultimate loss from such a cause is thus avoided.

EXHIBITION NOTES.

It has apparently become the fashion for all newspapers of any account to erect a hut or tent upon the Exhibition Grounds and keep a committee of its best looking employees busy within it opening champagne and taking advertisements and writing up local puffs at so much per line. The objection the manager of THE TRADER saw to this style of thing was, that editorial notices written up at the diction of the exhibitor with the aid of a bottle of "Mumm's Extra Dry," was generally inclined to be too flowery and roseate, and after a while those gracefully rounded certificates of excellence began to pall upon the reading public, more especially those who had a chance to personally inspect the articles written about. THE TRADER, therefore, determined to send its best reporter disguised as a farmer to take notes of the exhibition and tell its readers what he saw. He presented himself before his chief for inspection, dressed in pants and coat of brownish gray tweed, relieved with a vest of bright blue, spotted with red, a fifty cent straw hat with a striped colored ribbon completed an outfit which the chief said was rural enough for any farmer in Canada. When our reporter first struck the exhibition he was astonished at the absence of farmers. Wednesday was advertised as Farmer's Day but never a farmer did he see except himself. There were some 35,000 people there, the bone and sinew of Canada, as he found out afterwards, but they were, all of them, dressed up in black broad-cloth or something akin to it, and looked about as unlike the commonly received ideal of the horny handed sons of toil as could well be imagined. When in the Agricultural Hall, our reporter found himself the centre of a crowd of enquirers thirsting for information about the agricultural resources of British Columbia. He knew he was unusually intelligent looking, but he had no idea that such a host of strangers could detect the possession of so gigantic an intellect in such a home-spun disguise. To say he felt flattered, would be a mild way of putting the elation he felt over this tribute to his genius. It was of short duration however, for as he strolled along, accompanied by the knowledge thirsty crowd, he came across a printed card, which not only put a damper on his spirits, but made the air of that building so oppressive that he had to excuse himself to these new found friends and seek the oblivion of the horse ring. The printed card bore the following legend:—"If you want to know anything about British Columbia, ask the men with the straw hats." The cat was out of the bag, our intelligent reporter being the only person in the building with a straw hat, had been taken by the crowd for one of the attendants of the B. C. exhibit, who were to be distinguished from visitors by their straw head-pieces. What our reporter saw of interest to our readers will be found below.

MESSRS. J. AND J. TAYLOR,

The old-established safe makers of Toronto, made one of the largest and most attractive exhibits we ever saw. Their assortment comprised almost every kind of safe from the small cheap fire-proof to the large and expensive one with electric time lock suitable for a banker's use. The safe that attracted most attention from the craft however, was a new, cheap burglar-proof safe designed especially for jewelers' use. This, to our mind, is exactly the thing that the trade has stood in need of for a long time—a safe strong enough to keep out any ordinary burglar, and yet low enough in price to be within the reach of regular jewelers. The interior of this safe is lined with heavy steel and iron composition plates and it has a first-class fire and burglar-proof door with all the latest improvements. Any jeweler in want of a safe should not hesitate a moment to purchase one of these safes as they are first-class in every particular and just what the trade has been waiting for these ten years past. No jeweler can afford to have his stock protected by a fire-proof safe only, which means simply that they are at the mercy of any burglar that comes along ; we are glad therefore, that the Messrs. Taylor have seen fit to meet the needs of the trade in this respect, and trust that their enterprise will meet with a liberal response from every jeweler wanting protection.

THE MONTREAL OPTICAL CO.

Had a very fine display of optical goods presided over by their genial western representative, Mr. Levetus. This company displayed a very choice assortment of spectacles and eye-glasses in their new patent cases, one of which every person who deals in optical goods ought to have. These cases are divided into compartments, each of which is large enough to hold a stock of glasses all properly numbered. By this means, a merchant can tell at a glance exactly how his stock stands at any moment without handling his goods. It also effects a great saving of time in fitting customers with glasses, as when the proper number is obtained the dealer can at once put his hand on the glass he wants. The arrangement is a very ingenious one and a great advance on anything of the kind we have ever seen.

THE TORONTO SILVER PLATE CO.

Had the only silverware exhibit shown, but it was to our mind

"Economy is in Itself a Source of Great Revenue."--Seneca.



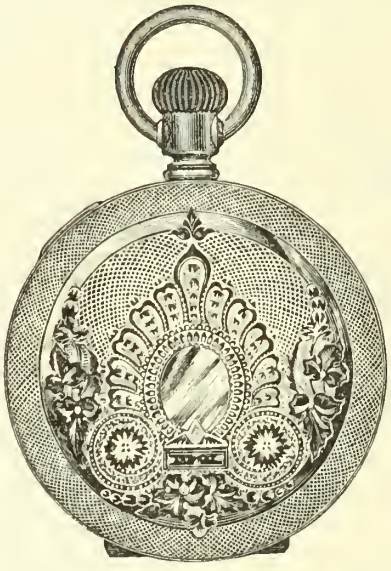
TRADE MARKS.



HOW TO BUY, WHAT TO BUY, FROM WHOM TO BUY.

That is the question, and it is easily answered. You should buy closely those things which sell best, and from the parties in whose integrity you have implicit confidence.







Watches are the staples of the jewelry trade, and no retailer can do a healthy, paying business unless he deals only in reliable goods and sells them at honest prices. No matter what movements you prefer, you can make more money by handling the Gold and Silver Cases made by the American Watch Case Co. of Toronto, than any others, because they are so much lower in price that you cannot hold your trade without them. Every Case bearing any of their trade marks is fully guaranteed to be of the quality stamped upon it, and they excel all others in finish and excellence of workmanship. Ask your jobber for them, and take no others.

the best they ever got up and a long way in advance of any of their former efforts. Indeed while standing before their show-case, one could hardly realize the fact that such beautiful and artistic goods were the product of a Canadian factory. In this line, it is safe to say that at the present time, this country can hold its own with any other country in the world, and the importation of such goods has therefore become a thing of the past. The Toronto Silver Plate Co. are to be congratulated on the excellence of their exhibit, and we trust that their enterprise may have its reward in increased orders.

MESSRS. KENT BROS.

Of Yonge Street, Toronto, showed, under the superintendence of Mr. W. F. Ross, a very fine assortment of watches and jewelry, which was greatly admired. This enterprising firm were apparently endeavoring to educate the tastes of the numerous visitors, and if one could judge from the conversations which took place amongst those who stopped to admire their display, they must have met with abundant success. Unlike a lot of the Cheap John stands scattered throughout the building, this firm sold no goods from their exhibit, but referred intending purchasers to their palace warehouse on Yonge Street, where we understand they were kept very busy during the entire continuance of the exhibition.

THE DOMINION SHOW CASE CO.

Although not making a separate exhibit of their cases, attracted a great deal of attention to them by having them filled with the Messrs. Kent Bros'. exhibit. Their bevelled edge show-case was very much admired and was certainly a splendid piece of workmanship. This company are forging ahead very fast, and now claim to make not only the largest variety of show cases in Canada, but make them better at lower prices than can be had elsewhere. They deserve success.

MESSRS. HEMMING BROS.

Did not this year make a separate exhibit, but any person acquainted with the quality of their workmanship could have no difficulty in deciding that they had no small share in making the exhibits of Messrs. Kent Bros. and Thos. Russell & Son as attractive as they were. This firm is now making a specialty of fine jewelers' fittings, such as trays, etc., and any of our readers who want to give tone to their stock cannot accomplish their object better or cheaper than by calling in the aid of the Hemming Bros. They are A1 in their line.

MESSRS. J. E. ELLIS AND CO.,

Of Toronto, the well-known retailers of the corner of King and Yonge Streets, showed a large and handsome tower clock, manufactured by the Howard Clock Co., of Boston, Mass., for whom they are agents. The massive machinery of this time-piece was more suggestive of a steam engine than a chronometer, but so faultless were its proportions and so delicately was it regulated that it gave the time for the entire exhibition with the utmost nicety. We understand that this firm had a splendid run of trade during the exhibition at their warehouse down town, and are well pleased with the results.

MESSRS. THOMAS RUSSELL AND SON

Were represented as usual by a magnificent display of fine English and Swiss gold and silver watches, and fine jewelry of English manufacture. Their large, square show-case was always the centre of an admiring crowd, and the manager, Mr. Robert Cuthbert, deserves credit for the enterprise which has made his exhibit annually one of the features of the exhibition.

WHAT THEY SAY ABOUT US.

I appreciate THE TRADER very much, and am desirous of preserving a complete file.

K. BEZANSON, Jeweler,
Hillsborough, N.B.

THE TRADER is very useful and interesting, and I would not like to be without it.

WM. PEARSON, Jeweler,
Minnendosa, Man.

THE TRADER is a credit to Toronto, and must eventually improve and elevate the different grades of the trade throughout the Dominion.

JAMES WRIGHT, Chronometer and Watchmaker,
Montreal, Que.

Your excellent publication reaches us every month and is much appreciated, so much so, that I cannot refrain from sending you my thanks for it.

J. E. SANCTON, Jeweler,
Bridgetown, N.S.

One would almost regret of its being free. Indeed it is well worth a subscription fee of $2 yearly, considering its manifold advantages to the watchmaker and jeweler.

G. H. GAZZWELL, Jeweler,
North Sydney, Cape Breton.

A PRACTICAL TREATISE ON

THE BALANCE SPRING.

Including Making, Fitting, Adjusting to Isochronism and Positions, and Rating, also Adjustment for Heat and Cold.

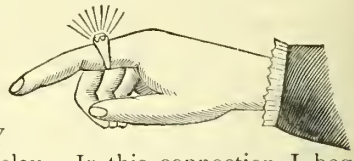
BY EXCELSIOR.

PART II.

FITTING HAIR SPRINGS.

(52) *Oiling the escapement.* When everything is done, so that you are sure you will not have to take the balance out again, a little oil should be put to the jewel holes—they and the pivots being, of course, perfectly clean. Put in barely enough oil to fill the *holes*, but not stand at all in the oil-cup or concavity of the jewels. If it seems to be soon drawn away by capillary attraction between the hole-jewel and the end-stone, put in a little more. But put no oil on the pallets of a verge; a very little only on the long impulse lip of a cylinder; a very little on the pallets of a lever watch, but none on the ruby pin nor in the notch of the lever; a little on the roller-jewel of a duplex staff, but none on the impulse pallet; none on either the unlocking or impulse-jewels of a chronometer, none on the detent-pallet, and but little on the balance-pivots. Use none but the very best watch-oil to be had at any price. Keep the bottle closed and in the dark; keep your oil-cup perfectly clean and covered; put but little oil in it at a time, and fill it often with fresh, wiping it perfectly dry and clean with paper every time you fill it. Make an oiling-wire by taking the temper out of a sewing-needle, file it tapering to a point as fine as a hair, then turn over the extreme end, and make the smallest possible loop or ring, so close that you can

JEWELRY REPAIRS.



Every Retail Jeweler in Canada has at some time or other felt the need of a JEWELRY REPAIR SHOP that could not only do such jobs in first-class style, but return them without delay. In this connection I beg to notify the Jewelry Trade throughout Canada that having fitted up my new factory with all the modern steam machinery requisite to the successful carrying on of a first-class jewelry manufacturing business, I have also opened a repairing department in connection therewith. I respectfully solicit your custom therefore for repair work of all kinds, and gold and silver plating in all its branches. Every job done by me will be executed in a first-class manner, and my prices will be found as low as consistent with good workmanship.

Special attention is also given by me to the execution of orders for special jewelry to be made up either from original or selected designs. For such things as Lockets, Diamond or other Earrings Brooches, Earrings or Chain work of any kind, I have special facilities and can guarantee satisfaction every time. When you have any new special work or jewelry repairs, give me a chance. Remember my address, **A. H. WELCH,** FINE JEWELRY MANUFACTURER, 31 ADELAIDE STREET WEST, TORONTO.

T. WHITE & SON,

MANUFACTURING JEWELERS,

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FOR SALE.

A Valuable Frame Store and House attached, with a garden in the rear of the building which contains the following valuable Fruit Trees and Plants: Cherries, Ruskins, Mulberry, Walnut, American Sweet Chestnut, Best English Downings, Gooseberries, Strawberries, Raspberries, also 126 Grape Vines. There is a good summer house in the centre of the garden, gravel walks around the house, a first-class well at the kitchen door, also a cistern. The building was built about four years ago. It is a frame structure, painted white with green shutters.

Fly screens on all the doors and windows. The shop doors are glass with patent spring attached. In the shop there are six show cases, namely, two ebonized bent glass, three walnut bent glass, and one nickel show case on castors; two of the show cases have a double story with trays. There are 104 drawers of all sizes behind the counters, also one of the latest style watch reach nickel-plated, marble watch bench, and enough tools and material to last five or ten years, a good safe, and $3,000 to $4,000 worth of stock. The house cost me $3,000. I have also a lot in the village which cost me $300, with 95 maples, 56 fruit trees and 40 pines around it, 70 grape vines inside. There is a good well and pump in it too.

There is no opposition here. I want $7,000 for all except my furniture, or $8,000 for all. My reason for selling out is ill health, and I wish to go to New Zealand. This is the finest business country in Western Ontario, and for a first-class business man, he will never have another such a chance in a life-time. Apply to

A. BROWNLEY, Jeweler,

AILSA CRAIG, ONT.

E. & A. GUNTHER,

Wholesale Jewelers

TORONTO.

Lost or Stolen.

Lost or Stolen at Orillia, Ont., on August 18th, a parcel addressed to J. B. Thompson, containing Five Gold Watches, as follows:

One 14 K. Hunting Case, No. U. 7040 with Am. Watch Co. Nickel Mv't, No. 2,280,153

One 14 K. Hunting Case, No. J. 1071 with Am. Watch Co. Nickel Mv't, No. 2,171,732

One 14 K. Open Face Case, No. M. 4209 with Am. Watch Co. Nickel Mv't, No. 2,643,060

One 18 K. Hunting Case, No. S. 8303 with Am. Watch Co. Nickel Mv't, No. 2,605,460

One 18 K. Open Face Case, No. U. 3019 Without Movement.

A reward in proportion to the amount of goods recovered will be paid by

J. A. D. VICKERS,

Supt. Vickers' Express Co., Toronto.

see no hole in the center, and mount it in a light handle. This loop will take up all the oil that any ordinary hole ought to have. Keep it away from soldering fluid, water or dirt, and keep it out of your mouth. Of course, if the balance, spring, etc., are at all greasy or dirty, they should have previously been hung on a wire hook and moved about in a bottle of benzine for a few seconds, then dried by exposure to the air.

(53.) *Timing the spring.* Having now put the movement together, with the hands on, set it to seconds and run it for exactly one minute, changing the regulator till it is correct. Then try it for fifteen minutes, and if it is about right it may be put into the case and hung up for the final regulation. Although I have dwelt upon a large number of details, the workmen should remember that it will take little more time to do his work rightly, if he understands how it ought to be—and it has been the object of these explanations to clearly show the proper method, so that when his work is done it will be correctly done. The isochronal adjustment of the spring will be treated hereafter; also, testing and correcting the poise of the balance. I am aware that there are plenty of blunderheads in the trade who will dispute this or that proposition, which may not agree with their theory or practice. I can assure the reader, however, that the directions given or to be given may be relied upon, and are approved by those best qualified to judge in these matters.

New Tool and Method for Fitting Hair Springs.

(54.) In my last article I gave the ordinary method of fitting hair-springs followed by good workmen, with such tools and appliances as every watchmaker has or ought to have in his shop. I shall now describe my own tool and method, by which we may test a spring in every way without injuring it in the least, and in a very short time, so that, if it should not be suitable for the watch on trial, it will still remain as perfect for the finest isochronal adjustment in another watch as when made—a point of considerable importance when fitting fine and costly springs.

(55.) The tool I use is not designed for fitting hair-springs only, but is applicable for measuring heights and distances in fitting staffs, cylinders, pinions, wheels, etc., also for setting and re-setting jewels, upright drilling of pivot holes, etc., chamfering and countersinking, fitting screws, and many other uses, as will be seen hereafter. It is substantially an Upright Holder, carrying arbors for different uses, and so constructed that the upright portion can be moved in any direction to bring the arbor over any hole in the watch, and there fastened. It consists of a clamp, to be fastened to the movement in any convenient place, carrying a round upright rod, movable up, down and on its own center, and having a head through which moves a horizontal slide carrying the vertical arbors.

(56.) The clamp is made from a thick piece of metal, (steel, cast iron or hard brass,) flat on its under surface, nearly rectangular in shape, 1½ inches long, by 1 inch wide, half an inch thick in the center and one-eighth inch at the edges, with one edge hollowed out to form two projections or claws, one at each corner, and about 1¼ inches apart. Under each of these claws there is a jaw, made something like the jaws on a universal lathe chuck, capable of being fastened parallel with the surface of the clamp, and at any desired distance from it—so as to be screwed to the potance plate alone, or, if necessary, they can take in the whole thickness of the watch movement. The claws are slipped in between the bridges, or upon the plates, wherever a good bearing can be got, and the jaws screwed up to hold the clamp firmly in place—its flat under surface being, of course, in the same plane with the plate of the watch. The jaws can be faced with thin leather or rubber, if thought best, to give them a good hold without much pressure. In that case, they could be clamped directly on the dial without danger. My own tool is made double, having two claws 1½ inches apart as above, and, on the opposite side of the clamp, two other claws or projections only ¾ inch apart, so that one side or the other will fit readily upon all sizes of movements. The jaws are also reversible, being turned at their center to point towards either pair of claws which are in use.

(57.) Through the center of this piece or clamp is drilled a vertical hole to take an upright steel rod $\frac{3}{16}$ inch in diameter, and about 1½ inches long, having a head at its top, and fastened at any desired height by a screw, like the centers in a bow lathe. In the head is a rectangular slot through which slides, horizontally, a steel strip 1½ inches long, ¼ inch wide, and $\frac{1}{16}$ thick, (a piece of an old pair of tweezers will do,) edge up, and fastened wherever desired by a screw. This strip also has an enlargement or head at its inner end, with a vertical hole to take in the different arbors to be used. These arbors may be the centers of your bow-lathe, or depthing tool, or any others you have already on hand, if you do not wish to make them specially for this tool. But I advise to use tolerably large ones, at least ⅛ inch in diameter, so that the head will take in arbors for setting jewels, etc, to be described hereafter. But the arbor we use for hair-spring fitting should be reduced to a diameter of about $\frac{1}{16}$ inch for half an inch from each end, so as to penetrate into the smallest places, and also to enable us to bring our false regulator pins near to the center when wanted. One end should be brought to a fine central point, the other tapered down a little, and the end truly and centrally countersunk. Or two sets of arbors can be made, one fine, the other larger, each having its own horizontal slide and head.

(58.) The use of this tool is obvious. Having first fastened the clamp firmly to some part of the movement, the upright rod is inserted with the head at any desired height, and the horizontal slide placed so that the point of its arbor will rest in the balance jewel-hole, when the sides are screwed fast. We reverse the arbor, and bring the other end, which has the female center, down upon the upper pivot of the balance (or any other piece you are fitting,) and hold it upright the same as would be done by the bridge itself. The angle of this female center should be rather acute, *i. e.*, it should be deeper than it is wide at its mouth, so that it can be raised sufficiently to give the pivot freedom and yet not allow it any play sideways. The surface should be well polished and hard, kept clean and free from rust, and it will form a very tolerable substitute for the balance bridge.

(59.) This arbor has two hubs, which slide freely upon it, and are each fastened by a set screw. In each of them is fixed a steel wire, $\frac{1}{16}$ inch in diameter, pointing horizontally outward from the center of its hub. Each of these wires has a smaller hub, which slides to and from the arbor, and is fastened by a screw. One of them has two pins, to represent the regulator; the other has a clamp to grasp the hair-spring instead of the tweezers, and therefore represents a stud. This clamp can be either self-acting and spring-tight, or be opened and closed by a screw. The points are made thin, so as not to touch the adjacent coils of the spring, and both they and the regulator pins point vertically downwards. The two hubs, carrying the clamp

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NICKEL AND WALNUT
Manufactured by Welch Clock Company and Ingraham Clock Company.

WATCHES.
Waltham, Elgin and Springfield Movements.
Gold, Filled and - Silver Cases.

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Manufacturing Jewelers
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Watchmakers to the Trade.
BEST FACILITIES IN BOTH DEPARTMENTS.
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Stem Winding and all Kinds of Wheels cut to Order.
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SAMPLE COIN SILVER.
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and the pins, are adjustable independently of each other, as to distance from the arbor, height, and distance from each other, to correspond with the relative positions of the stud and regulator in the watch. The wires which carry the two small hubs are filed flat on one side, so that the set screws can be loosened enough to allow the hubs to slide along, while they cannot turn over. If the spring on trial requires to be altered, we simply open the clamp to release it, and raise the arbor, when the balance can be taken out, and after altering can be as readily replaced and refastened, everything being in the same position as before.

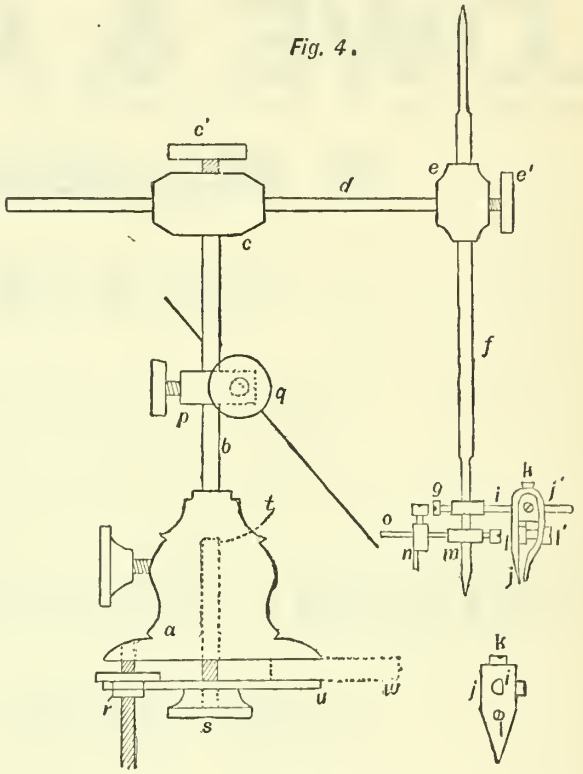
(60.) In my own tool I also have holes in different places, in any one of which a small plug with a milled head will fit—the plug being sawed through the center so that the two halves spring outward and hold the plug in any position in which it is placed. This plug carries a stiff bristle, and I place it in any hole suitable to the watch, so that by turning the milled head with the fingers I can lower the end of the bristle upon the balance rim, or raise it in an instant, for the purpose of holding the balance still or liberating it. I also provide holes for causing a bristle to rest against the balance staff while it is running, should it be desired to make the vibrations small while isochronizing the spring, as hereafter specified.

(61.) Now, there may seem to be a good deal of this tool, but it is all perfectly simple and easy to construct, and any man fit to touch a watch ought to make one all complete in a day, at the utmost. If he has much work to do it will save him days and weeks of time, to say nothing of the satisfaction in its use, and the superiority of the work. Perfection is not required in any part for hair-spring fitting—the only point at all essential is that the arbor shall stand vertically or nearly so. There is nothing obligatory about any of the sizes or details given. The rectangular slot can be easily made by riveting together flat pieces, and leaving a space for the horizontal slide. But, whatever time may be required to make it, it is a tool for which every workman will find frequent and profitable use.

Figure 4 is a sketch of a lighter and cheaper tool that I have, adapted only for hair-spring fitting. The clamp, *a*, was made from a round piece of harness mounting, and the heads, *c* and *e*, from a piece of brass lightning-rod point,—showing how refuse scraps may be worked up into valuable tools and save cost. In this Holder, the horizontal slide is a round rod, and the vertical arbor, *f*, is simply got into line with the upright rod, *b*, by the eye, as exactness is not required in fitting hair-springs. But in the tool as previously described, the slide, *d*, should be flat, to maintain the vertical position of the arbor, *f*.

In this tool, *a*, is a round clamp, with a set screw in the center on the back side, while the front edge is filed out to make the two claws; *b*, is the vertical rod, with its head, *c*, and set screw, *c'*. This rod slides down between the two jaws, *u*, which are made from a broad flat piece of steel. The nut, *r*, runs on a screw fixed in a clamp, *a*, and its center passes through the jaws, to give more substance for the screw to hold in. The tightening screws, *s*, are near enough to the center of the clamp to be bedded in the metal up to *t*, before coming out. The dotted lines, *w*, represent a plate to which the Holder is fastened; *d*, is the horizontal rod, with its head, *e*, and set screw, *e'*; *f* is the vertical arbor, point upward. The holes are drilled entirely through the heads, *c*, and *e*, at right angles, one side of the center taking in the rods, which should be screwed in very tight and fast,—the other side taking in the set screws. *g* is the hair-spring hub with set screw and smaller hub, *h*, sliding on the wire, *i*, which is filed flat on one side, and fastened thereon by

Fig. 4.



the set screw seen in front; *j*, is a steel strip bent around the hub, *h*, to which it is fastened by the screw, *k*, and terminating in fine points at the lower ends, which grasp the hair-spring; *l* is a brass piece riveted in the back half, to give substance for holding the screw, *l'*, which draws the points together upon the spring. The small figure below is a transverse view of the same. *m* is the regulator slide, with hub, *n*, sliding on the wire, *o*, which is flatted on the top; *p* is a brass strip which slides along the rod, *b*, and turns in any direction, with plug, *q*, carrying a bristle. The set screw of this strip is long enough to fasten it upon the rod, *b*, *d*, or *f*,—wherever it will be best to have it. All the parts are drawn in the best position for showing their construction, not for use.

(62.) Our Upright Holder being fastened to the movement so that the point of the arbor rests in the lower balance jewel hole, we select a spring for trial and stick it to the staff according to previous directions, then put the balance into its place in the watch. Reversing the arbor, we bring the end with the female center down upon the upper pivot, holding it in position, but leaving it free to vibrate. The hubs having been previously slipped on the arbor and fastened by their set-screws, we place the hair-spring clamp at the proper distance from the center to grasp the spring at the point which, before, we held in the tweezers, and fasten the whole properly. We then place the false regulator pins about as the real ones stand in the watch, and fasten them also. Then we loosen the arbor and turn the whole—the arbor, with its hair-spring clamp, and the pins,—all together, and bring the balance in beat, or near enough for the watch to go freely, and fasten it again.

To be continued.

An old judge told a young lawyer that he would do well to pick some of the feathers from the wings of his imagination and stick them into the tail of his judgment.

LOWE & ANDERSON

16 WELLINGTON STREET EAST,

TORONTO.

CANADIAN AGENTS FOR THE

Celebrated Luminous Nickel Clocks.

CLOSE PRICES FOR CASE LOTS.

Manufacturers of Gold and Silver Jewelry.

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Watch Materials & Repairing a Specialty.

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THE DIAMOND BRAND AMERICAN MAIN SPRINGS.

THE BEST MADE.

Orders by Wire or Mail Promptly Filled.

LOWE & ANDERSON

SELECTED MATTER.

THE MEANING OF THE OPAL.

" See with what vivid and what varied flame
I love you, Aglae," said my love to me.
Always so tenderly he breathes my name,
The little name seems a caress to be.

Clasped in an endless circlet of fair gold,
An opal—less a jewel than a fire—
Burned with bright hues whose symbols sweetly told
Of deathless love, of truth and pure desire.

We studied this keen opal, he and I,
Cheek warm on cheek, hand safe in sheltering hand;
Here burned the blue of fair fidelity,
There shot the gold of wisdom and command;

Here vivid violet, in which red and blue
Blend cunningly to tell the truth of love;
And then all suddenly love's crimson hue
Triumphantly all colors spread above.

Next sprang to light the emerald's fairy sheen,
Whereat I looked to him; he, whisperingly:
" Of old, Hope's sacred symbol was this green;
Profaned it means, love's tender jealousy."

Then glowed an orange light where red and gold
Met in an *oriflamme*; and softly he
Spoke yet again: " This union, sweet, doth hold
Sign of eternal wedlock that shall be,

Fire-like, this trembling and most vivid light
Speaks deepest passion—hear you me, my life?
Yet purely above flame reigns virgin white.
So dares this opal speak of you, my wife!"

HENRI DANGE.

OVERBANKING AND ITS CAUSES.

Overbanking is a defect frequently met with in watches, and it is quite difficult sometimes to ascertain the causes, and to do the subject full justice, we would require more space than the editor would be likely to afford us.

There are several causes, each of which requires a different treatment. The most common cause is a short lever. The upright pin in the end of the lever fork nearest to the balance staff may be bent back, or its front filed away. In case of a sudden jar, that end of the fork may be jarred from its rest against the banking pin, and fall toward the balance staff. When this occurs the table rollers *should* prevent the pin passing until the ruby pin comes round into the notch in the lever and carries the lever over to the other banking pin in the normal way. But if the pin is bent or filed away, as mentioned, it will not be stopped by the edge of the table rollers, but will pass directly over the other banking. Then when the ruby pin comes around, it is of course on the outside of the lever fork, and the watch stops from overbanking. If this is caused by the brass pin being bent as described, it should be bent forward again until it stands vertical in all directions. Sometimes the table roller is not round, its edge being nearer the balance staff at one point than elsewhere, so that the brass pin can slip by it when the scant side comes opposite the pin, although it may not be able to pass at any other place. In this case the roller should be turned up, or a new one fitted in. The same thing may occur when the roller is not fitted truly on the balance staff, or even when the staff or its pivot is bent or eccentric. The roller itself may be too small, instead of the lever being too short. How to ascertain which part is at fault would require a long and detailed explanation of the principles of the detached lever escapement, which would not be practicable to give within the space allotted to us.

Another kind of banking is caused by the lever pallets being set too far from the scape wheel, making what is called a shallow depthing. In this case, when one tooth of the wheel escapes from its pallet, the next acting tooth does not fall properly upon its pallet, that is, it does not fall upon the locking face of the pallet, and draws the fork against the banking, but comes short of it and falls upon the driving face, or working surface of the pallet. This tends to force the lever back when it should be resting against the banking, and leaves the table roller free. This backward tendency brings the upright brass pin forcibly against the edge of the roller, and retards the motion of the balance When the latter stops and takes up its return motion, the friction between the pin and roller becomes more excessive, and assumes a sort of wedging nature, which reduces the balance vibrations to very small ones, stops it entirely, or may even bend or break off its pivots in the effort to pass by the roller and get to the other side.

If the depthing is very scant indeed, it may be detected by removing the balance, when the escape wheel will cause a continuous oscillation of the lever, and the movement will rapidly run down. This kind of banking may occur even when the escapement does not run down, but is close enough for the lever, when lightly pushed from one banking, to fly over and lock on the other banking. In this case, take a fine pin point, not half filling the notch in the lower fork, and carefully lift the lever off the banking pin, and hold it still. The lever flies forward, and the pin is no longer pushing it forward, but is now holding it back, by its presence in the notch. Then slowly let the lever pass over to the other side, till the acting tooth passes off the pallet it is forcing forward, and notice the action which follows. As it passes off, the next acting tooth will drop upon *the locking face* of the other pallet, if the depthing is correct, and the lever will go to the banking and rest against it. But if the depthing is scant, the lever will fly back, and the other side of the notch will rest on the pin point, tending to force it back instead of drawing it forward. When tested in this way, a very slight scantiness of the depthing may be detected, and when one or both pallets are wrongly placed. The remedy is to move the pallets upon the arbor until the depthing is correct, so that, when the lever is faced, as before described, it will draw the pin point along until it rests against the banking on the other side, and will there remain, securely locked.

As regards a rule for the position of the banking pins, it should be remembered that they are not acting parts of the escapement, but are merely barriers set up to keep the lever in proper bounds. The only possible rule is, first, to see that the escapement is correct, the parts all of proper proportionate sizes and shapes, that is, adapted for each other, and placed at the proper distances apart; then the banking pins should be so placed that they, at the same time, allow the escape-wheel teeth to rest far enough up the locking faces of the pallets to secure safe locking, and no further, and hold the lever fork in such position that the upright pin will be quite free from the table roller, and the notch will receive the ruby pin without striking on either corner—that means that the ruby will clear

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess, Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS, formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

the outer corner in passing, and will strike safely below the other corner, inside of the notch. In order to conduct his operations understandingly, the workman should have a clear comprehension of the principles of the entire escapement.—*Manufacturing Jeweler.*

THE TENACITY OF STANDARD GOLD.

In the annual report of the Mint just issued, it is stated that it is well known that standard gold is rendered very brittle and unfit for coinage by the addition of a minute quantity of certain metals, the action of lead being specially remarkable. It seemed desirable to obtain more accurate data than at present exist as to the effect of impurities on the mechanical properties of gold. With this object in view, bars five inches long, each weighing about five ounces, were prepared of pure gold alloyed with pure copper in the proportion of the legal standard, as well as bars of the same alloy to which small but varying amounts of lead had been added. These bars were then cut by a planing machine into the form usually employed for testing tenacity of metals, and submitted to traction in an ordinary testing machine. The result showed that pure standard gold has a tensile strength of 18 tons per square inch sectional area. The limit of elasticity appears to be reached with a stress of 1¾ tons, and the sample of metal fractures after elongating 24 per cent. The presence of one four-thousandth part of lead reduces the tenacity of 7.7 tons, the limit of elasticity practically coincides with the breaking load, and the elongation is hardly measurable. The further addition of one four-thousandth part of lead produces a diminution of tenacity to 5.4 tons. If, however, the total amount of lead be raised to 1 per cent., the breaking point remains about the same, so that 0.5 per cent. of lead would appear to be as deleterious as 1 per cent. The effect on mechanical properties of standard gold produced by minute quantities of impurity is very remarkable, and well deserves further examination.—*Exchange.*

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

CLEARED OUT.—G. H. Gordon, jeweler, Amherst, N. S., last month left suddenly owing about $3,500. His creditors think that another good man has gone wrong.

BACK AGAIN.—Mr. James Venn, the well-known retail jeweler of this city, arrived home safely from Europe last week. He had a big time and looks well.

ASSIGNED.—L. N. Paré, jeweler, of Montreal, assigned last month. His liabilities are said to be $3,500 and his assets about half that sum. There are evidently too many retailers in Montreal.

BURNED OUT.—We are sorry to learn that the store of H. C. Canneff, jeweler, of Petrolia, Ont., was destroyed by fire about a month ago, but trust he was fully insured against loss.

MR. C. E. REDFERN, jeweler, ofVictoria, B. C., and formerly Mayor of that metropolis of the Canadian Pacific slope, was in the city for a few days last month purchasing goods for his fall trade. He reports favorably of the state of trade in his province.

MR. G. SEIFERT, the well-known jeweler of the city of Quebec, called on us last month to present his compliments in person He had been West attending the Berlin Sangaerfest and on his way home dropped off to see his brother craftsmen in the Queen City of the West.

LOOK OUT FOR THEM.—We direct the special attention of our readers to the advertisement of goods stolen from the Vickers' Express Company. Any jeweler getting trace of them will be rewarded by applying to the Superintendent of the Company.

STOLEN.—Mr. B. Savage, the well-known jeweler, of Guelph, had some watches stolen from him a few weeks ago, as will be seen by our Help Column. Will the trade kindly keep a lookout for them and report to Mr. Savage if they get any trace of them.

MR. HUGH RYAN, formerly with E. & A. Gunther, of Toronto, and Levy Bros., of Hamilton, has made an engagement to take the road for Mr. Harry Ellis, wholesale jeweler, of Toronto. Mr. Ryan has a first-class reputation as a traveller, and we wish him continued success.

A GOOD TRADE.—The verdict of Toronto jewelers, both wholesale and retail, regarding the amount of business done during the Fair, is that it far surpassed in volume any previous Exhibition. The Toronto Exhibition is in time bound to become to Canada what the Leipsic Fair is to Germany.

THE MONTREAL BRIGADE, mustered in full force at the Rossin House (their usual headquarters) during the Exhibition. As a rule they looked cheerful, did a good business and left well pleased with the results. The only exception we saw was the patriarch of the brigade who complained that things are not what they once were.

SELLING OUT.—Mr. A. Brownley, jeweler, of Ailsa Craig, Ont., is, on account of ill health, trying to dispose of his business, as will be seen by his advertisement in another column. This presents a rare chance for some enterprising young man to step into a well established and good paying business.

CLOCK CATALOGUE.—The illustrated clock catalogue issued last month by H. A. Nelson & Sons, Toronto and Montreal, is one of the best of the kind ever issued in Canada. This firm is now making a specialty of clocks, and as our readers will see by our advertising columns, propose to keep in the front as regards prices and styles.

RETURNED FROM B. C.—Mr. E. G. Gooderham, Manager of the Toronto Silver Plate Co., has returned from a most successful business trip to British Columbia. Mr. Gooderham expresses himself as delighted with Canada's most Westerly Province, and expects that his company will do a large trade there in the near future. Although it was his initial trip it was a big success.

OUR CARD BASKET.—THE TRADER was not altogether forgotten by our jewelers who visited the Toronto Exhibition, and our sanctum was enlivened by some of the most genial souls in the craft during the week. Amongst them were the following: Mr. Geo. Smith, of Smith Bros., Kingston, Ont.; R. E. Bywater, Brighton, Ont.; W. J. Douglas, Pembroke, Ont.; W. Harkness, Meaford, Ont.; A. S. Murray, London,Ont.; C. E. Redfern, Victoria, B. C.

A LIE NAILED.—Interested parties have been circulating the report that the Montreal Optical Company sold goods at retail during the continuance of the Toronto Exhibition. Mr. Levetus, the western representative of the company, and the gentleman who had charge of the company's exhibit, requests us to state that the report is entirely untrue, as the Montreal Optical Company have never sold their goods at retail either at the Toronto fair or anywhere else. The company sell only to the legitimate trade and protect them in every way.

OUR ADVERTISEMENTS.—We need scarcely say to our readers that the advertisements that fill our columns each month are well worth perusing and studying carefully. The wide awake merchant who keeps fully abreast of the times is always the best advertiser, and our readers may rest assured that the monthly messages from these firms cannot fail to be of benefit to them. Our advertisements this month are of more than ordinary interest and we bespeak for them the careful attention of Canadian jewelers.

MR. ROBERT MCLEAN, one of the partners in the firm of J. & J. Taylor, the well-known Safe Manufacturers, sailed for Europe last month by the Cunard Steamship "Etruria." Mr. McLean has stuck very close to his business for a number of years, but as their rapidly increasing foreign business made it necessary for more complete arrangements he thought he could kill two birds with one stone, by taking a combination business and pleasure trip. We wish him a pleasant and successful journey and a safe return.

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well-known reputation of my goods has induced other makers to adopt a similar name, calculated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt., on Knives.

SOLD ONLY BY

THE ACME SILVER COMPANY,

TORONTO,

to whom all orders should be addressed.

G. RODGERS,

Known to the trade in Sheffield, England, and on this Continent since 1846.

No connection with Joseph Rodgers, Roger Bros., Wm. Rogers, or Rogers & Bro.

THE VALUE OF EXPERIENCE.—The *Keystone* speaking of the Boss says in its last issue: "An experience of thirty years in the construction of Jas. Boss filled cases enables the manufacturers to furnish the 20 years' guarantee with a perfect knowledge of the character of the goods they so confidently recommend. Other manufacturers of filled cases work, comparatively, in the dark, which is not to be wondered at when their inability to command such facilities as are obtained in the Keystone Factories, especially improved and *patented* machinery, is considered." Correct you are.

TAKE IT OUT PLEASE!—"Please take out the advertisement in your Help Column, signed ———. He has lots of answers to it, and is thankful for your space and trouble." So writes one of the advertisers in our Help Column, and it is but a specimen of the letters we are continually receiving. And jewelers are beginning to realize that in THE TRADER they have an organ that goes to every one of the craft in the Dominion and that its Help Column offers them for nothing an amount of publicity amongst the trade that money cannot purchase outside of it.

"OVERBANKING."—We received a letter from an esteemed jeweler in the West, last month asking us to publish the article on "Overbanking," which appears elsewhere in this issue. At the first glance it struck us from a monitary point of view and we were inclined to doubt that many of the craft were suffering from their exertions in banking too much money. When the horological aspect presented itself, however, we thought that prehaps it would do our readers no harm to peruse it and therefore inserted it.

MR. H. L. ROBERTS, the Secretary of the Keystone Watch Case Co. of Philadelphia was in the city during the Exhibition and paid us a visit. He says the Boss cases are in greater demand than ever and they can't begin to fill their orders. In spite of all competition from filled cases which are "as good as the Boss," their company is making all their filled cases up to the old standard of excellence and rather increasing than deteriorating their quality. In this we think their heads are level; the Boss case has a substantial foundation on which to rest its reputation and no matter at what price snide filled cases are put upon the market the old and reliable "Boss" is bound to sell.

FLATTERING.—The Toronto *Telegram*, in an editorial article in a recent issue, on the revival of trade in Canada, after stating that the importations of jewelry have been heavier than usual this fall, goes on to say, "A feature of the trade at present is the great and constantly increasing demand for Toronto made watch cases in gold and silver, which are reported to be equal to the best imported goods, and have almost completely captured the home market." Although the *Telegram* has been charged with being on the fence on most questions, it has evidently made up its mind in the right direction on the watch case question.

HOW WATCH CASES ARE MADE.—Quite a few of the retail jewelers from the country who attended the Toronto Exposition took advantage of the opportunity to pay a visit to the factory of the American Watch Case Company, where they were received with the utmost courtesy and shown through the works by the general manager. They were unanimous in their praise of its splendid equipment and the first-class manner in which its product was turned out, and left with the resolve that now we had a Canadian factory equal for its size to any in the world and turning out goods equal to any made, that they would henceforth support home manufacture especially as it was considerably less in price.

THE OUTLOOK.—From the indications we should say that a big business boom has struck Canada and that the coming year promises to be one of the most prosperous that this country has ever seen. Crops are good, prices above the average, and what is equally good, confidence in the country and its future seems to have been completely restored. The probability is that goods will be scarce before Christmas, especially 4 and 6 and low priced 18 size movements. Those who don't want to be left should put in their orders early. Retailers should remember that although a man should not buy goods unless he can pay for them, yet the merchant who has the stock is the one that is bound to do the selling. Don't starve your stock gentlemen!

THE BRANT MEMORIAL MEDAL.—We have just had sent to us a specimen of the memorial medal which has been struck by the committee in honor of the unveiling of the Brant memorial statue. This medal is executed by Messrs. P. W. Ellis & Co. of this city and is without doubt one of the finest productions of the medalists' art ever produced on this continent. We are proud to think that Canada can produce such a real work of art as this medal undoubtedly is, and it is strong evidence that in this branch of manufacture at least this country is fully abreast of the age. We are informed by the Messrs. Ellis that they have worked up an immense business in medals and now export them by the thousand to some of the principal dealers in such goods in the United States, who declare that their prices are not only lower but their work better than any they can get at home.

THE FREE TRADE WAY.—"A recent traveler in Germany has contributed to The Million some striking figures about the wages and living of German peasants and mechanics. One man, a hard-working old twig broom-maker, earned about 15 cents a day, and his total yearly income of ₹68.64 was thus divided: Clothing, $7.20; incidentals, $1.22; food and lodging, $60.22. His daily fare was: bread, 3 cents a day; coffee and sugar, 2 cents; beer, 2 cents; potatoes and sauerkraut, 3 cents; all other food, 3 cents" If the free traders of England and Canada had their way this is just about what our working men would come to. We fancy Canadian mechanics even with the N. P. are very much better off than this German laborer and free trade.

HOW LANGUAGE CAN BE MADE TO HIDE AN IDEA.—We clip the following from the last issue of the London *Jeweler and Silversmith*, and insert it as a good specimen of how English free traders can shoot all around a mark without hitting the bull's eye: "The present would be a good opportunity for the watch manufacturers, who are neither a sufficiently numerous or influential body to act by themselves, for uniting with some other bodies, such as, for example, the Sheffield cutlers, who find themselves in the same condition with regard to unfair foreign competition, when doubtlessly, a *modus vivendi* could be arranged which, avoiding the stumbling-block of "protection," would enable their parliamentary representatives to frame a short Act that would remedy the existing state of affairs."

THE CHARLESTON EARTHQUAKE.—Mr. E. Rosenthal, a Charleston jeweler, speaking to the reporter of the *Jewelers' Weekly* about the recent earthquake in that city said amongst other things: "My regulator stopped at nine and a-half minutes to ten, standard time, the fork being pushed out entirely from the pendulum. All the other pendulum clocks had stopped. I took up one watch which had stopped at ten minutes to ten and found the fourth wheel jewel pushed out of its setting and the lower cap jewel of the balance staff cracked. A great many clocks have been broken, and there will be plenty of work for repairers as soon as matters settle down to their former state. A curious effect of the shock was to cause the stones to fly from their settings in rings and brooches."

SCENE IN AN ENGLISH JEWELRY STORE.—In the last number of the London *Jeweler and Silversmith* we find the following: "A dock laborer came in bringing with him a watch he purchased the day before. (He was also accompanied by his mate or fellow laborer as a witness.) The man pulled the watch out of his pocket and handed it across the counter, saying, "Here, sir, I've brought this watch back; it won't go at all and it ain't an English watch." The shopkeeper held it up and looking the poor man sternly in the face, exclaimed, "Why, mein Got you can't expect a new vatch to go like an old von as is used to it—'t ain't likely—you must vind it and shake it and it will come all right.' I quickly made my exit from the scene, thinking the force of impudence could no further go." We have seen jewelers even in this Canada of ours who apparently knew as much about the running of a watch as this Tueton did, and they were not a thousand miles from the Queen City either.

MISSING PAPERS.—Although THE TRADER is mailed at the beginning of each month to *every* jeweler in the Dominion of Canada in business for himself, the publishers cannot guarantee that in every case the paper will be delivered. When the paper does not come to hand all we can do is, upon being notified, to send another copy. This we are always glad to do, and a post card to the effect that your paper is not to hand will always be promptly attended to. Some few of our readers of late have missed their papers and we are occasionally in receipt of eye openers from some of the more irate of them who seem to think that we are withholding their paper on purpose. All such may rest assured that such is not the case and we are as pleased to send it to them as they can be to get it. We are glad to find that we

The ILLINOIS WATCH COMPANY are now delivering their new FOUR and SIX size movements.

The SMALLEST, PRETTIEST and BEST Ladies' Watch is the new FOUR size made by the ILLINOIS WATCH COMPANY.

THE
ILLINOIS WATCH COMPANY

Warrants every movement of every size manufactured by it.

KEEP YOUR EYE ON THIS PAGE IN NOVEMBER.

It will be MONEY in your pocket to place your order early for the new ILLINOIS WATCH COMPANY FOUR size movement.

Everyone who tries the present product of the ILLINOIS WATCH COMPANY orders again.

are missed and the fact that some of these letters are written in bad temper is proof positive that the writers miss our journal and are bound to get it if there is any get to it.

LOOK OUT.—About a week ago burglars tried unsuccessfully, we are glad to say, to burglarize the premises of Mr. Charles Stark, jeweler and gunsmith of Church Street, Toronto, and a few nights afterwards they succeeded in cracking the safe of P. Jamieson, clothier, on Yonge Street. At this time of the year this country is generally visited by droves of crooks from across the border to whom the ordinary fire proof safes in which the valuables of our country jewelers are usually held, are about as soft a thing as they could desire. Our advice to all jewelers is to keep a sharp lookout for the safety of their premises, more especially to those who have not got burglar proof safes. To the latter we would say if you can't afford to buy a good safe, place your present one so that it can be easily seen from the street and keep a light burning all night so as to light it up. If you sleep on the premises get a small Scotch or English terrier dog, they are better than any watchman and cost less. If no one sleeps on the premises, have two watch dogs, a terrier and a large savage mastiff or bull dog if possible locked in the store all night, and your chance of finding your stock safe and sound every morning will be very much bettered. There is nothing a burglar likes better than to get into a dark store, especially when the safe is in some out of the way place where it can't be seen from the street. The above hints can be put into practice with little expense or trouble and will add materially to the safety of any merchant's premises. A word to the wise should be sufficient.

SHAKESPEARE MODERNIZED.—The *American Storekeeper* gets off the following improvement on Shakespeare in a recent issue: "There is a tide in the affairs of men, which, taken at the flood, leads on to fortune; omitted, all the voyage of their lives is bound in shallows and in miseries." After ebbing for years, and after a yet more trying season of dead "slack water," the tide of commerce now begins to make strongly. The shrewdest and most careful observers agree that the flood is fairly upon us. It is a tide which comes but once in ten years—a commercial life-time. The next few months bids fair to prove the turning point in the business career of this generation of merchants. The care and skill, the boldness and discretion with which you buy Fall and Winter stock, and the vigor and prudence with which you reach out for the trade of the coming season, will go far to determine whether this tide is to carry you to success and a competence, or whether you are to wait another ten years, stranded "in shallows and in miseries," for another chance. Have you that ten years to spare, and are you content to spare it? "Fortune knocks once at every man's gate." Flighty, but a great deal of truth in it all the same.

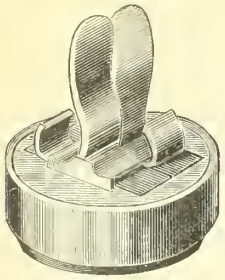
HE HAS ABSCONDED.—Some excitement was caused in jewelry circles on Monday last by the report that Julius Urwitz, proprietor of the retail business formerly owned by Mr. S. P. Kleiser and run under the name of the Toronto Watch Co., had disappeared. His liabilities amount to some $6,000, but at the present time of writing the assets are an unknown quantity. The principal creditors are mostly Montreal merchants and have made an affidavit and on it the sheriff has taken charge of the store and will get an expert to open the safes. Mrs. Urwitz says she knows nothing of her husband's whereabouts, but expects him back in a few days. Meanwhile the creditors are anxiously awaiting developments. If any further lesson were wanted of the absurd way in which our wholesale jewelry trade give credit to irresponsible parties, this case would furnish ample material. Only a few days before he disappeared, a prominent wholesale firm sold him $1,400 worth of goods aud would have probably doubled that amount had Urwitz pressed it. What foundation there is for giving such people credit we fail to see, and were it not that if it goes far enough it is sure to work its own cure, we might feel constrained to draw a moral from this but too common event. Credit is entirely too cheap in Canada, and the sooner that our wholesale men begin to protect their houest retail customers by refusing credit to irresponsible men, the better for their own pockets. Since the above was in type we learn that the entire stock left behind by Urwitz, exclusive of fixtures does not amount to more than $300. As his wife is said to be trying to effect a compromise at 25 cents on the dollar for him, it is beyond doubt a premeditated swindle and a fit case for stern justice. The creditors have a detective working up the case and we trust that no compromise of any kind will be entertained. We will have more to say about this later.

LITERARY NOTES.

"WATCH AND CLOCK MAKING," by David Glasgow, Vice-President of the British Horological Institute, is the latest text-book on this subject. From the hasty glance we have had through it, we should say that the book is extremely well written and contains much of interest to all watchmakers. In the preface the author says, "This volume is intended not only as a text-book for technical classes, but it is designed also as a book of reference for the practical workman." It is splendidly illustrated with 69 new and original engravings, which go far to make the contents plain even to the youngest mechanic. Taking it altogether we should say that this book is one that every watchmaker who desires to become a thorough workman should obtain, as it brings before him in a concise form the latest researches upon this very important subject. The work is published by CASSEL & COMPANY, (limited,) 739 Broadway, New York, where it can be had by all those who wish to keep abreast of the times.

ST. NICHOLAS is one of the best periodicals for young people published anywhere, and the October number is fully up to its usual high standard. An elegant portrait of Martha Washington, makes an admirable frontispiece, and the continued historical article on the life of George Washington, is embellished by a well executed wood cut of the "Father of his Country," and several other illustrations of interest. This number contains many choice engravings, amongst the best of which are "The Tomb of Maxamillian I," "How many a boy was taught to string the bow and how to lay the bolt," and "The Weasel and the Adder." The Letter-press is as usual fully up to the mark. "Little Lord Fauntleroy" still continues to keep up its interest, while in "Some Curious Mariners," "The Crew of the Captain's Gig," and "Old Time Arms and Armor," we have three short articles that it would be hard to excel. We know of no periodical for young people, healthier in tone, abler or more interesting in its splendidly illustrated articles, than *St. Nicholas*.

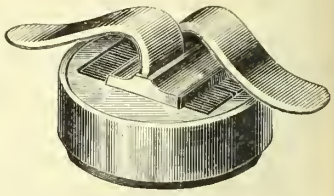
THE OCTOBER *Century*.—Without doubt the *Century* magazine stands at the head of all publications of its class, and the October number is fully up to its own high standard. To Canadian readers it is of more than ordinary interest on account of Capt. J. W. Collin's article in "Open Letters" on the outlook of the fishery dispute between Canada and the United States. The war papers are as usual splendidly illustrated and of absorbing interest. General W. S. Rosecrans gives a vivid description of his victory at "Corinth," which is interesting in the extreme. The chief attraction of this number will, however, be found in the articles on "Stonewall Jackson." These consist of personal reminiscences of the great southern general, by his sister-in-law Mrs. Margaret J. Preston. and "Stonewall Jackson's last battle," by his aide-de-camp Capt. James Power Smith. In the latter article, Capt. Smith, after describing the memorable battle at Chancellorsville, gives a vivid pen picture of the wounding of this great southern hero. The entire article is so absorbing that one cannot lay it down until it is finished, and we are sorry we have only space for one single extract from it. After describing the wounding of the general and the attempt to carry him off the field under a terrific artillery fire from the federal batteries, during which two of those bearing the litter on which lay the body of their beloved commander fell, Capt. Smith says, "the litter was soon brought, and again rallying a few men, we essayed to carry him farther, when a second bearer fell at my side. This time, with none to assist, the litter careened, and the general fell to the ground, with a groan of deep pain. Greatly alarmed I sprang to his head,and, lifting his head as a stray beam of moonlight came through clouds and leaves, he opened his eyes and wearily said, 'Never mind me, Captain, never mind me.' Raising him again to his feet, he was accosted by Brigadier-General Pender: 'Oh, General, I hope you are not seriously wounded. I will have to retire my troops to re-form them, they are so much broken by this fire.' But Jackson, rallying his strength, with firm voice said, 'You must hold your ground, General Pender, you must hold your ground, sir!' and so uttered his last command on the field." The illustrated article by Franklin D. North on "The Gloucester Fishing Fleet" is a most timely one and gives a vast deal of information about our deep sea fisheries in a very readable form. Matthew Arnold contributes an interesting article on "Common Schools Abroad" and President Gilliman of John Hopkins University writes on "Hand-Craftand Rede-Craft," an ed-



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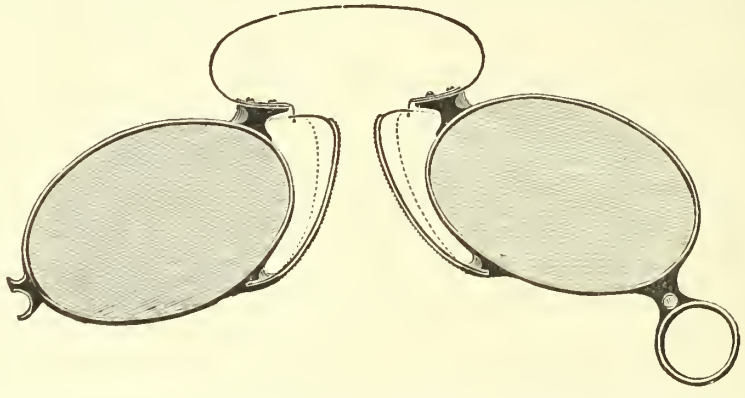
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INVITE the attention of the Trade to their splendid assortment of Eye Glasses for Fall Trade, including all the latest improved styles, in particular their new CELLULOID EYE GLASS with cork lined nose pieces as shown in above cut; these latter are considered by all who have seen them as

The Very Best Line in the Market.

If you cannot wait till travellers call on you send for samples. 1,000 circulars with your name on free of charge with six dozen of these Eyeglasses.

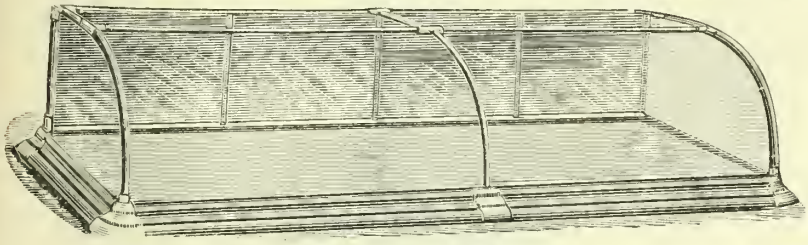
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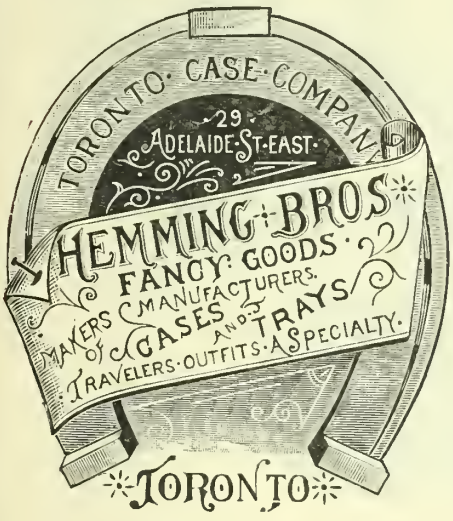
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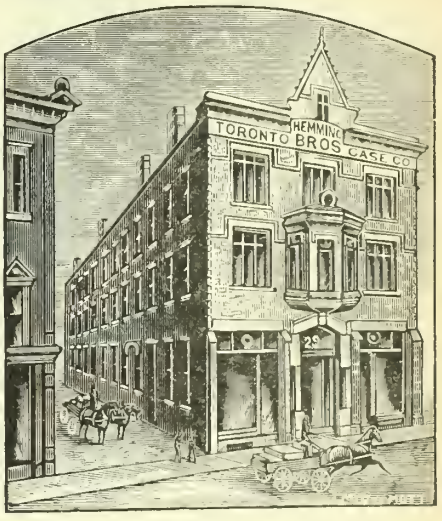


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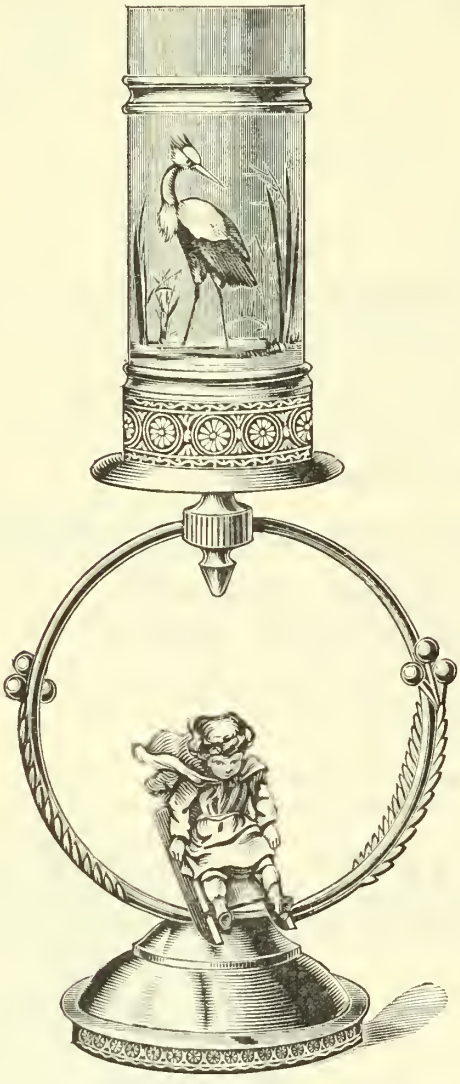
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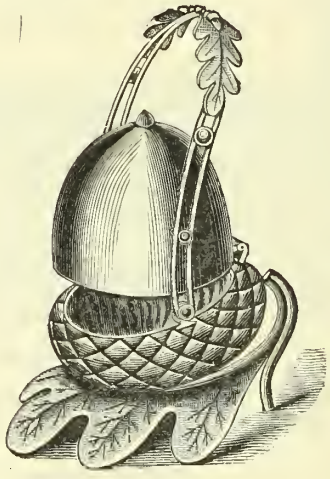
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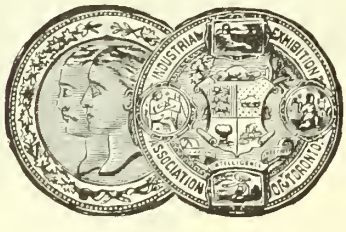
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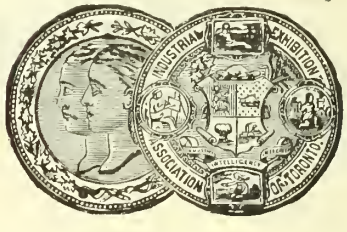






CHRISTMAS SPECIALTIES.





ONLY GOLD AND SILVER MEDALS AWARDED TORONTO INDUSTRIAL EXHIBITION, 1885.

OUR TRAVELLERS WILL SHORTLY CALL ON YOU WITH FULL LINES OF SAMPLES OF

STAPLE AND CHRISTMAS GOODS.

ucational topic of the present day. In the continued story of "Lemnel Baker," Mr. Howells keeps up the interest unflagged as befits one of the best of the present day novelists. Among the short stories "A Soldier of the Empire," by T. N. Page, will be found first-class reading. The good things in this number are so plentiful that space forbids us saying more than that they are all well worth reading, and no class of reader can fail to find something suited to his individual taste.

The illustrations are as usual executed in the highest style of the wood engraver's art and contain some very admirable portraits of celebrated men, amongst whom are "Bjornstjerne Bjornson" Sweden's great statesman, and Rosecrans and Jackson, generals of the late civil war.

The editor of the *Century* makes the important announcement that in the November number of that magazine, they will commence the publication of the authorized "life of Abraham Lincoln," by John G. Nicolay and John Hay who were the great war President's private Secretaries. Lincoln is not only one of the grandest figures in America, but in the world's history, and these papers will therefore be of the greatest possible interest to thinking men the world over.

WORKSHOP NOTES.

GOLD TINGE ON SILVER.—A bright gold tinge may be given to silver by steeping it for a suitable length of time in a weak solution of sulphuric acid and water, strongly impregnated with iron rust.

TO SEPARATE GOLD FROM SILVER.—The alloy is to be melted and poured from a height into a vessel of cold water, to which a rotary motion is imparted, or else it is to be poured through a broom. By this means the metal is reduced to a fine granular condition. The metallic substance is then treated with nitric acid, and gently heated. Nitrate of silver is produced, which can be produced by any of the ordinary methods; while metallic gold remains as black sediment, which must be washed and melted.

MOUNTING THE DIAL.—The pin holes in the dial feet should be drilled with a very small drill, in such a direction that the pins will not come in the way of anything and will be easily gotten at; they should not be drilled below the surface of the plate, but broached until the pin touches it. If the hole should be a little below the surface, it is better to lengthen the copper foot by squeezing it with a pair of blunt nippers until it is above the plate, than to leave it in such a position that no pin can stop it.

RECOVERING GOLD FROM EXHAUSTED COLORING BATHS.—The collected old coloring baths are poured into a sufficiently large pot, an optional quantity of nitro muriatic acid is added, and the pot is placed over the fire, during which time the fluid is stirred with a wooden stick. It is taken from the fire after a while, diluted largely with rain water, and filtered through coarse paper. The gold is recovered from the altered solution with a solution of proto-sulphate of iron (green vitriol), which is stored in air-tight bottles, then freshened with hot water, and finally smelted with borax and a little saltpeter.

SIMPLE TEST BY THE SPECIFIC GRAVITY.—The goldsmith, after having smelted his bench scrapings, sweepings, etc., and reduced it into a button, desires to roughly estimate the percentage of the precious metals contained in it. This can be done approximately as follows: A certain quantity of it is taken and drawn out into a wire, which is to be exactly of the same length as one from fine silver; of course, both must have been drawn through the same hole, silver being nearly one-half lighter than gold, it is natural that the one of fine silver must be lighter, and the increased weight of the wire under test corresponds to the gold contained in it.

DUST PIPES.—Dust pipes are indispensable in a key watch, and when properly screwed on the plate and fitted to the case are expensive. This part of the watch is frequently treated with utter disregard, and we lately saw a very bad case of dust pipe of the set-hand square of a three-quarter plate watch. It was so constructed that if it was made to touch the case it would press upon the center pinion and stop the watch or make it go irregularly; to avoid this, the center parts are left with sufficient end shake to defeat the purpose for which it is designed. A solid top offers advantages in respect to dust, and perfects the key winding watch to an important degree.

THE BARREL ARBOR.—If the pivots of the barrel arbor are of the proper shape (which they generally now are in the best movements, and certainly ought to be), the pivots and holes will only require smoothing, and the barrel freeing on the arbor. Instead of adopting the usual course of turning away the bosses in the barrel and cover to reduce the rubbing surfaces, a deep hollow should be turned and a shoulder formed on each side of the arbor of a sufficient width, and the bosses should be left on the brass as large as possible. It has not been the practice to snail the barrel arbors of fusee watches as there was no trouble with the adjustment of the mainspring, English springs being tapered and generally filed thin at the eye, but the arbors should be snailed (and they probably will be now by the movement makers), and the hook should not project beyond the thickness of the spring.

WISE AND OTHERWISE.

Two bad little boys of Tarentum
First borrowed some pins, and then bent 'em
When their pa took a seat,
They both beat a retreat,
As likewise did the fellow who lent 'em.

A COUNTRY doctor announces that he has changed his residence to the neighborhood of the churchyard, which he hopes may prove a convenience to his numerous patients.

"WHAT is the reason," said an Irishman to another, "that you and your wife are always disagreeing?" "Because," replied Pat, "we are *both of one mind*—she wants to be master, and so do I."

WE are not obliged to believe everything we hear. Stanley was told at Karagwe of a strange people "who had long ears descending to their eet; one ear formed a mat to sleep on, the other served to cover them from the cold, like a dressed hide."

AN indifferent actor was playing in Othello at the Dunedin Theatre. When he came to the passage, "O that men should put an enemy in their mouths to steal away their brains!" a stentorian voice roared from the gallery, "All right, old man, drink away; you're safe."

A Connecticut man claims to have a cat that eats cucumbers. May be all cats do, and that's the music that we hear from the back fences. Instead of being the outpouring of joyful cat hearts, is the wail of the unrequited cucumber down in the deep recesses of the cat. Come to think of it, it looks reasonable.

"YOUNG Philosopher" would like to inquire what a "safety" match is, and why so called. A safety match is one in which the young man owns a span of horses, a three-storey house, and a seal ring, while the young lady's father is the possessor of sixty thousand dollars in government bonds, and a whole square of brick blocks.

SYMPATHY always indicates a certain refinement of nature, but it is sometimes curiously misplaced. The Siamese twins were on exhibition, and among the spectators was an Irishman who had an original way of looking at things. He told a friend who was standing at his' side that the most fortunate thing in the world was that they were brothers, because if they had been strangers to each other they would never have been able to get on together.

THERE is a fearfully romantic story going the rounds of the papers to the effect that a young man who was packing eggs wrote on one of them a request that the purchaser would correspond with him and that the incident led to matrimony. This is all in accordance with natural law, however. We have been told that an egg is full of "meet" and the couple met eggsactly as one would eggspect. The only fear we have in connection with the transaction is that the husband was hen-pecked.

THE following conversation was recently overheard, not very far from where we write it.

"I understand you failed in business, Mr. Fraudenbury?"

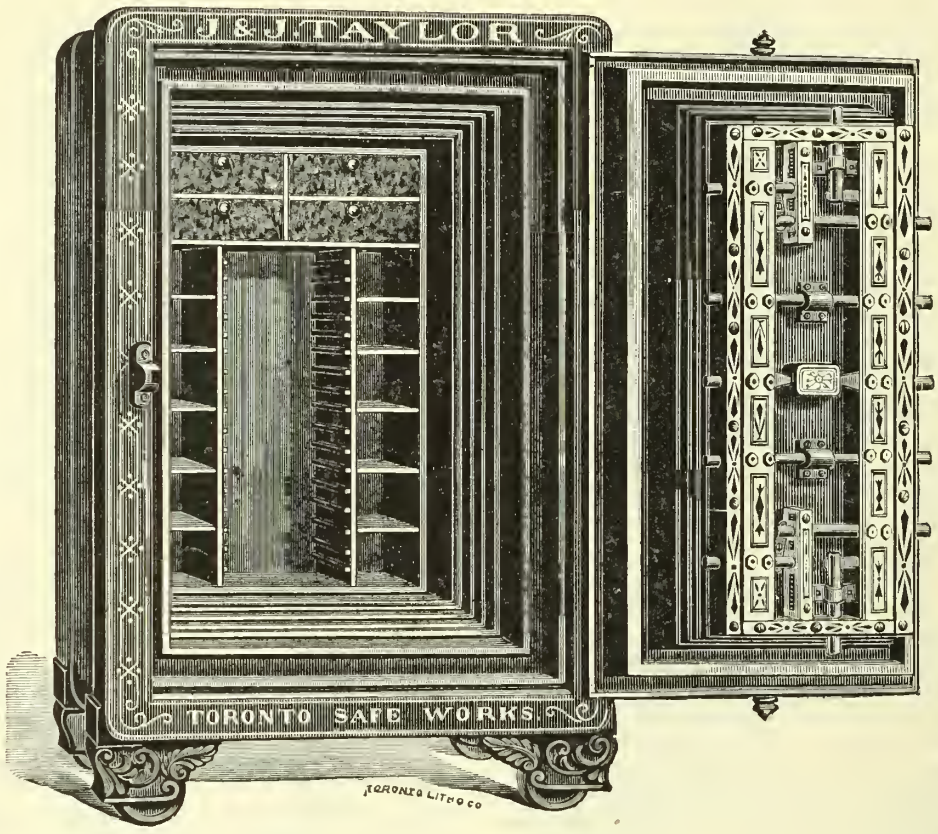
"Yes, I was unfortunate in a private speculation, but that is not the worst. I was grossly deceived."

"Yes; how so?"

"In my assignee. He's a scoundrel. He wormed his way into my confidence and made me pay ninety-six cents on the dollar! Did you ever hear of such an outrage?"

SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S NEW STYLE JEWELERS' SAFE,



WITH DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS.

J. & J. TAYLOR, TORONTO SAFE WORKS.

IN ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

THE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS,

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR,

and which we maintain is the best fire-proof safe now made.

Visitors to the coming Industrial Exhibition can see samples of these safes at our exhibit in the Main Building. Do not fail to examine them.

J. & J. TAYLOR,

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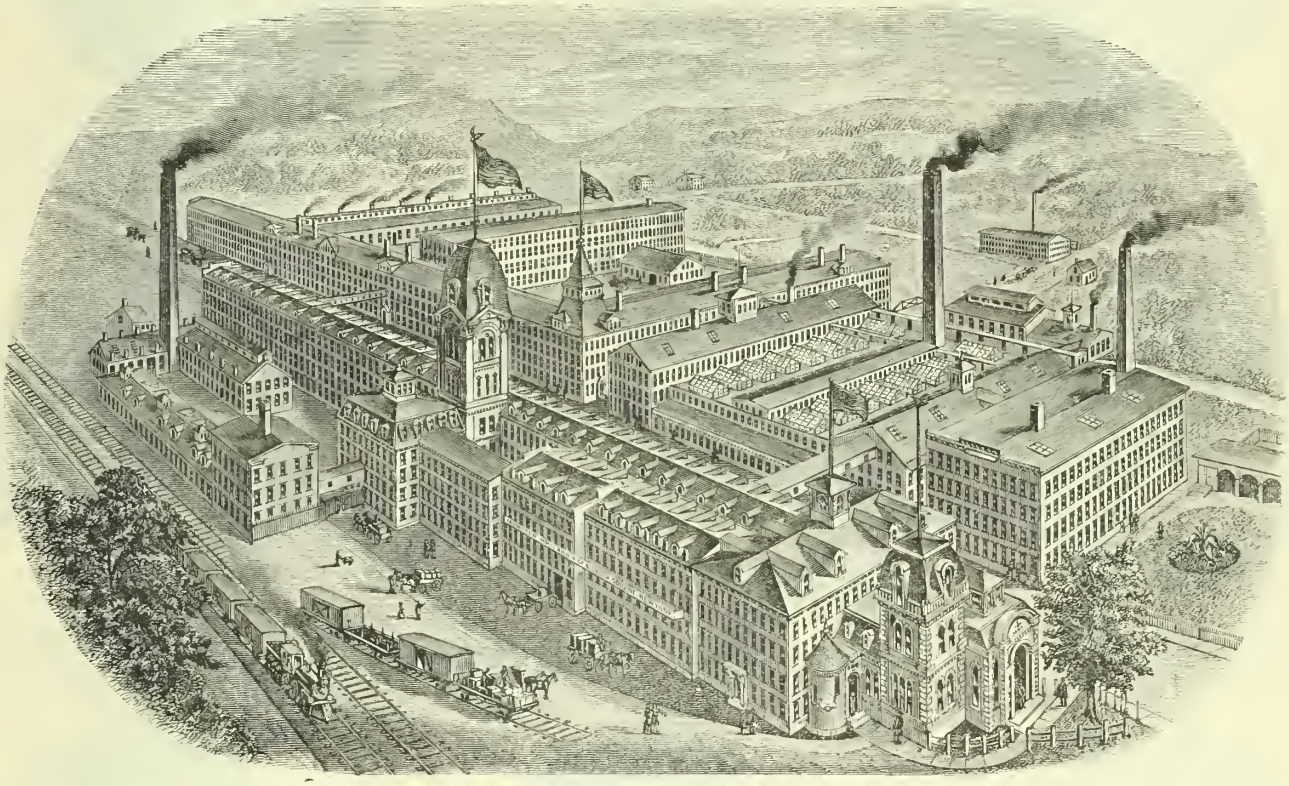


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Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

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this Trade Mark is stamped on all Hollow Ware of our manufacture.

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The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

ELGIN NATIONAL



B. W. RAYMOND.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Breguet Hair Spring, Patent Regulator, Adjusted, Double Sunk Dial, Safety Pinion, Finely Finished throughout.

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FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Patent Regulator, Safety Pinion, Dust Band.

Our complete line of

18-SIZE, FULL PLATE, OPEN FACE,

Pendant Set Movements, all with Quick Trains and Straight Line Escapements, as herewith illustrated, are the most perfect in construction and reliable as time-keepers now on the market.

Deliveries have been made of all grades to Jobbers, although the demand far exceeds our ability to produce them.

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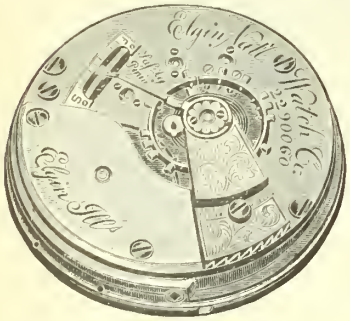
No. 76.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Breguet Hair Spring, Patent Regulator, Adjusted, Safety Pinion.

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FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Patent Regulator, Safety Pinion, Dust Band.

No. 74.



FULL GILT MOVEMENT.

11 Jewels, Compensation Balance, Safety Pinion, Dust Band, Fine Regulator and Index.

No. 73.



FULL GILT MOVEMENT.

7 Jewels, Compensation Balance, Safety Pinion, Dust Band.

GENERAL OFFICE: 76 MONROE STREET, CHICAGO, ILL.

WATCH COMPANY

OTHER NOTES.

MOUNT HAMILTON OBSERVATORY.—The contract for mounting the great Lick telescope at Mount Hamilton Observatory has been awarded to Warner & Swasey, of Cleveland, for $42,000.

THE AGE OF A WATCH.—It has been estimated that the average life of a watch is five years, and that during that time 5,000,000 watches are made and sold. In former years, before the labor-saving machinery now so extensively used was invented, the annual output for each man employed was fifty watches; now with the help of machinery, each man employed at the business is enabled to turn out one hundred and fifty watches annually.

THE GREAT LICK TELESCOPE.—The great Lick telescope, when mounted and swung against the sky, will have a focus of fifty-five feet in length, and nearly fifteen longer than the largest one ever made. It will be a refractor, which means that the image is formed directly to the eye by the object glass, as contra distinguished from the Gregorian and Herschelian telescopes. The largest telescope ever known of the latter style was Dr. Herschel's. The tube lacked but eight inches of being forty feet in length.

A SOLAR CLOCK.—A prominent watchmaker in Rio Jeneiro has a solar clock fitted up in his establishment which is not only ingenious but practically solves the question of perpetual motion for those places where the sun shines perpetually. He has an electric-bell apparatus in the upper story, and the two wires from the battery are furnished each with a thin, flat horizontal piece of metal, separated by a distance of four to five millimeters one from the other. Just above the flat pieces of metal a bi-convex lens concentrates the rays of the sun upon them at a certain moment, noon, for instance. The action of the sun's rays heats and bends the metal pieces so that they come in contact, thus closing the electric circuit, which rings the bell. This is not all that Mr. Magnin required of the sun; he forces it to wind up the clock in his own room at the same time. The barrel arbor carries a click and a ratchet, which is wound up by the hammer of the electric bell as it moves forward and backward, striking the hour. And even this is not all—this sun has to regulate the clock also. The canon carries a washer with an indentation corresponding to a jointed lever, which is set in motion by the armature of a magnet, and at noon turns the canon so as to bring the minute hand upon the figure twelve.

ROYAL RELIQUES.—A valuable collection of art articles, the history of which is closely allied with the "house of the Hohenzollerns," will shortly be offered at auction in Berlin. Among other objects is one of those artistic snuff boxes of Frederic the Great which he used to present, filled with ducats, to his generals. The cover, beside the Black Eagle and the golden star, bears the legend: "Dieu vit et Frédéric notre héros," (God lives and Frederic our hero), surrounded by a laurel wreath, it bears the names of the battles fought by him from Mollwitz to Zorndorf. Engraved upon the right side are the words, "Vive le roi de Prusse Frédéric le grand," and upon the left side, "Honi soit qui mal y pense." Another snuff dose of the same period is remarkable for its history. Although this great king used to bestow these doses only to generals and ambassadors, he made one exception by bestowing one upon a merchant—an Israelite—who, although very orthodox in his creed, rendered very eminent services during a night, from Friday o Saturday, at the burning of a Catholic church at Oppeln, contrary to the tenants of his religion, and, by almost superhuman efforts, he saved the holy vessels and cut the altar pictures out of their frames. The priests presented him with two commemorative silver vessels, and the king sent for him, and, in a special audience, presented him with the dose, which has until now been preserved in his family. The king was very particular in having all his subjects, without reference to creed, treated alike. A colonel refused repayment to a Jew from whom he had borrowed a sum of money. The former reported him to the king, who grew very angry, and wrote an insulting letter to the colonel, ordering him to pay forthwith or be cashiered, closing with the words "I want you to understand that this Hebrew pays his taxes to me just as well as you do, and you are therefore no more to me than he is. Frederic."

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

A RESPECTABLE YOUTH of 16, wishes to learn the watchmaking. Best of references. Apply stating terms to W. E. BROLEY, Box 224, Elora, Ont.

A YOUNG MAN who has worked in a retail store for three years would like to get a situation in a wholesale jewelry business, or would clerk in a retail jewelry store. Address, CLERK, care TRADER PUB. CO., Toronto, Ont.

A BOY of sixteen years of age wants to serve his time to the Watchmaking and Jewelry Business. Has a natural taste for same. Highest of references. Address, P. O. Box 61, Cowansville, P. Q.

A GENTLEMAN of eight years' experience wishes position as traveler or bookkeeper in a first-class house. Best of references. Address, B. H., Box 55, Oakville, Ont.

JEWELRY, Stationery and Fancy Goods Business for Sale in a thriving village north of Toronto. Well established. No opposition. Stock and Fixtures about $1200. Good reasons for selling. For particulars, address, Box 30, Sunderland, Ont.

STOLEN from G. T. Train, Sept. 14th, parcel containing Ladies Small Hunting Embossed Case Watch, No. 65,726, maker, Patek Phillippe & Co., two No. 74 Elgin Movements, Nos. 2,332,242 and 2,332,247, one Mexican Dollar, four American Dollars, one Ring with six white stones, one Gold Band Ring, and one colored Gold set, rope pattern. Reward by B. SAVAGE, Jeweler, Guelph, Ont.

WANTED—THREE FIRST-CLASS WATCHMAKERS. Apply at once to THAYER & Co., 3 Wellington Street, East, Toronto.

WANTED—A SITUATION as Watchmaker by a young man, having had over five years' experience. Can furnish good references. Address Box 242, Cobourg, Ont.

WANTED.—A SITUATION by an honest and sober young man, 20 years of age, with a good watchmaker to finish his trade. Can furnish best reference. P. Booth, care of A. M. Leger, Shediac, N. B.

WANTED A SITUATION to learn the watchmaking and jewelry business, by a careful and steady young man. Apply to FRANK PURVIS, Lyn, (Leeds Co.) Ont.

WANTED, A SITUATION BY A YOUNG MAN, FIRST-CLASS Watchmaker, best of references. Communicate with Victor Rost, care George Hodgins, 169 King St. East, Toronto.

WATCHMAKER, age 17, wants situation: good set of tools; can pivot, staff, etc., and do all general work. Best references. Would go as improver. Address W. S., 51 Richmond St. East, Toronto.

WANTED—A SITUATION to learn the watchmaking and jewelry business, by a careful and steady young man with a good commercial education and references. Apply to Geo. M. Trimble, Napanee, Ont., Canada.

WANTED—SITUATION by a young man, nineteen years of age, under a competent watchmaker, to finish his trade. Three years at the bench and can do all ordinary watch, clock and jewelry repairing. Good references. P. Wellings, Whitechurch, Ontario.

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E., Toronto, who makes a specialty of Jewelers' Work. Samples and estimates on application.

LEVY BROTHERS,

HAMILTON.

CLOCKS.

It is our intention to offer to the trade for the Fall season, special in ducements in Clocks. We are prepared to sell from Stock

ANSONIA CLOCKS

at prices which will compare with any in Canada. Legitimate dealers who can use these Clocks in case lots will be furnished with special prices on application for goods in Bond at Factory.

We carry a large stock of **New Haven, Seth Thomas and Ingraham Clocks** which we will sell at bottom prices.

Our Price List, comprising New Haven, Ansonia and Seth Thomas Clocks is now in the Printer's hands. We will mail it to the trade with the different Catalogues within a few days.

OUR STOCK WILL BE FOUND AS USUAL WELL UP IN

GOLD, GOLD FILLED AND SILVER CASES.

A. W. C. Co.
Dueber.
Brooklyn.

Boss.
Keystone.
Windsor.
Dueber.
Newport.
Gladiator.
Crescent.

A. W. C. Co.
Perfection.
Keystone.
Leader.
Fahy's.
Dueber.
Waltham.
Silveroid.
Silverine.
Ore-Silver.

Elgin, Waltham, Hampden, Illinois and Swiss Movements.

We carry all the latest movements made and can furnish the trade any movements required with the **24 HOUR DIAL.**

ENGLISH JEWELRY, FINE AMERICAN PLATED JEWELRY, WATCH TOOLS & MATERIALS, OPTICAL GOODS, SWISS WATCHES, FULL LINE OF THE CELEBRATED W. B. & CO. WATCH GLASSES.

SMITH & PATTERSON

46 Summer St., BOSTON. 132 St. James St., MONTREAL.

JOBBERS IN ALL KINDS OF

AMERICAN WATCHES

GOLD, GOLD FILLED AND SILVER CASES,



AND SOLE CANADIAN AGENTS FOR THE FAMOUS



HOWARD WATCHES

Buy no more fine Swiss Watches, but use the HOWARD, which will show better time and give you less trouble in regulating and keeping in order.

Our Great Specialty is: AMERICAN ROLLED PLATED JEWELRY

Of which we carry the largest line of any concern in Canada or the United States.

THE AMERICAN LEVER

CUFF AND COLLAR BUTTON.

The Old, Original, Reliable, Faultless

Cuff Fastening.



OPEN.





CLOSED.

LOOK FOR TRADE-MARK ON POST.

NONE GENUINE WITHOUT IT.

Retailers are Advised to Examine Carefully what they buy.

The Hosre Shoe and Clover Trade-Mark stamped upon all our productions is a guarantee of their supreme excellence in mechanism, quality, finish and design.

Ask Your Jobber for Them and accept no other.

HAMILTON & HAMILTON, JR.,

Successors to **HAMILTONS & HUNT.**

ESTABLISHED 1871.

ALL CHAINS STAMPED WITH OUR TRADE-MARK.

QUALITY OF GOODS GUARANTEED.

Successors to **HAMILTONS & HUNT.**

If desired, will furnish names of Jobbers carrying our line.

We also manufacture a complete assortment of BARS, SWIVELS, JUMP-RINGS, SPRING-RINGS, CABLES, EYE-GLASS AND BRACELET CHAINS.

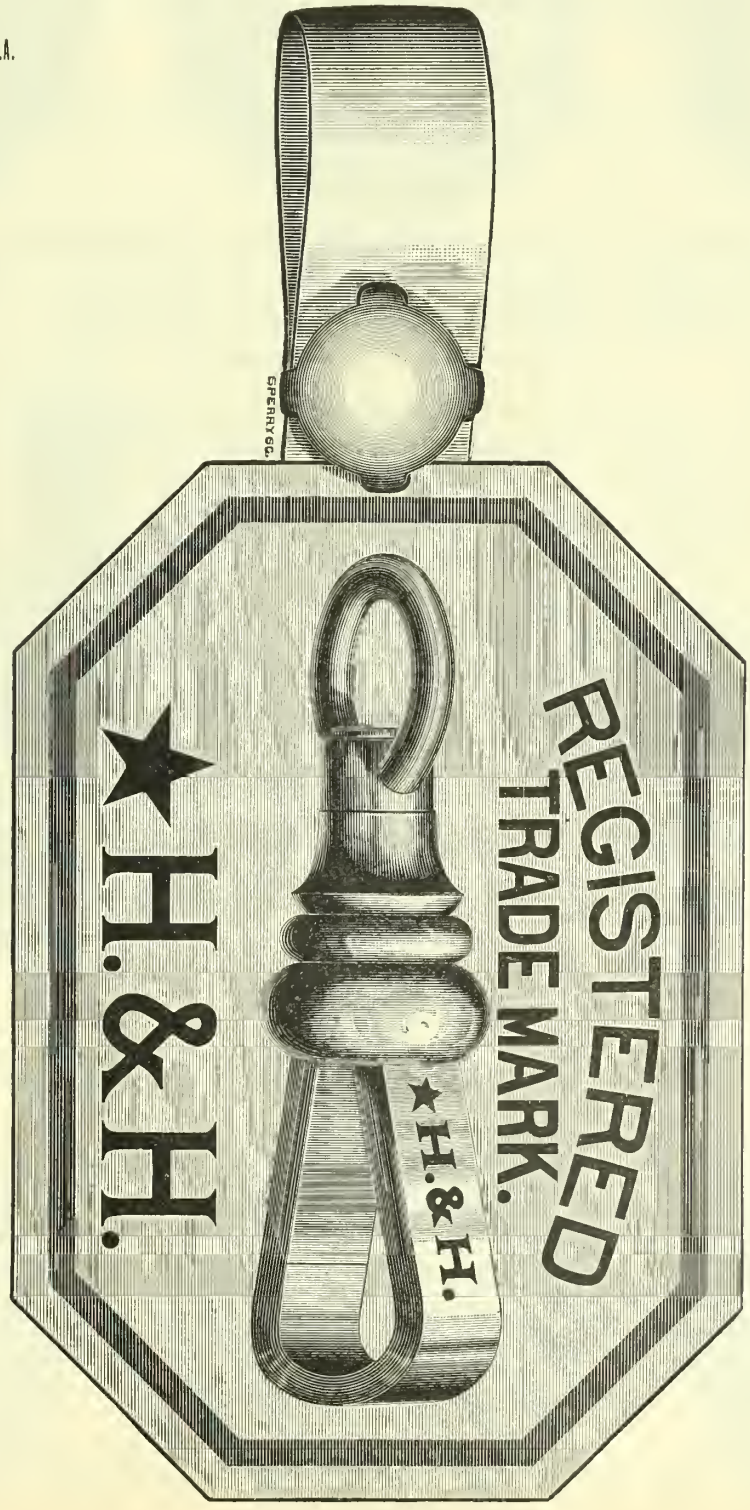
FACTORY:
226 EDDY ST., PROVIDENCE, R.I. U.S.A.

NEW YORK OFFICE:
No. 176 BROADWAY.

—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

REGULAR QUALITY STAMPED * H. & H.



—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

EXTRA QUALITY STAMPED * H. & H. H.







JAS. BOSS WATCH CASES.

The illustrations here presented indicate the general tenor of the new patterns of engraving for Jas. Boss Cases. The characteristics of the engraving are originality, appropriateness, skill in execution, rich and enduring effects.

KEYSTONE WATCH CASE CO'Y,

NINETEENTH & BROWN STREETS,

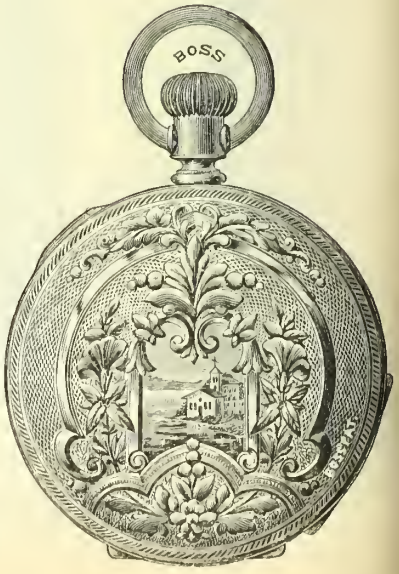
PHILADELPHIA, - - PA., U.S.











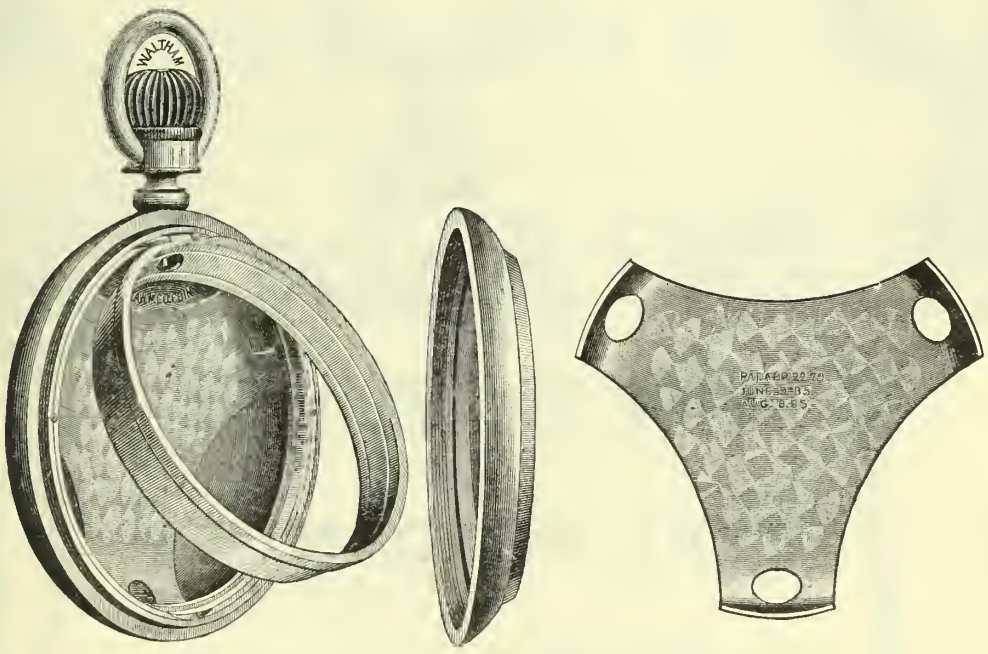
WALTHAM

SILVER OPEN-FACE SCREW BEZEL CASE,

STEM-WINDING AND PENDANT SETTING,

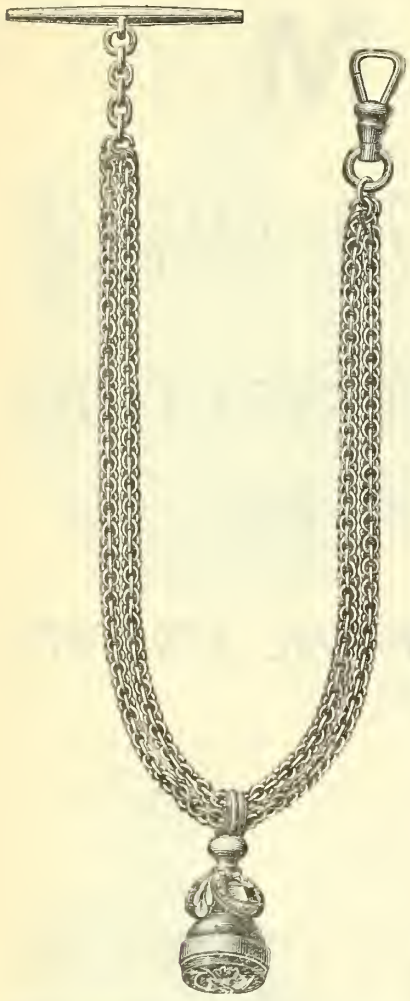
PATENT DUST-PROOF SCREW BEZEL WITH PATENT BRACE,

COMBINING LIGHTNESS OF WEIGHT WITH UNUSUAL STRENGTH.

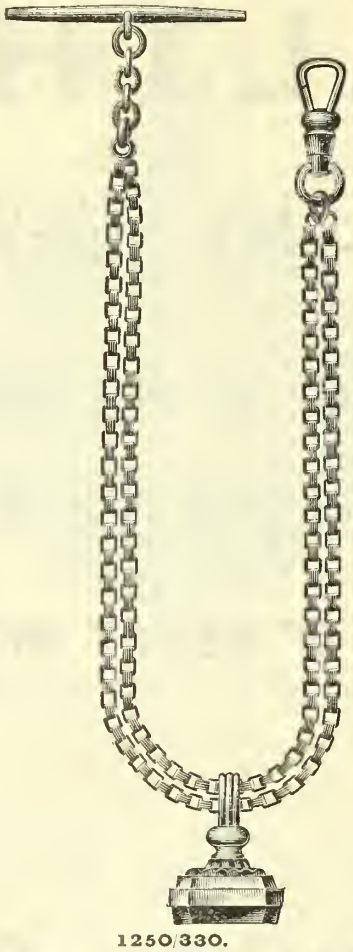


This new WALTHAM Dust-Proof Case, while weighing only 2½ ounces, is so strengthened by the NEW PATENT BRACE as to give its back a resistance equal to that of cases DOUBLE its weight.

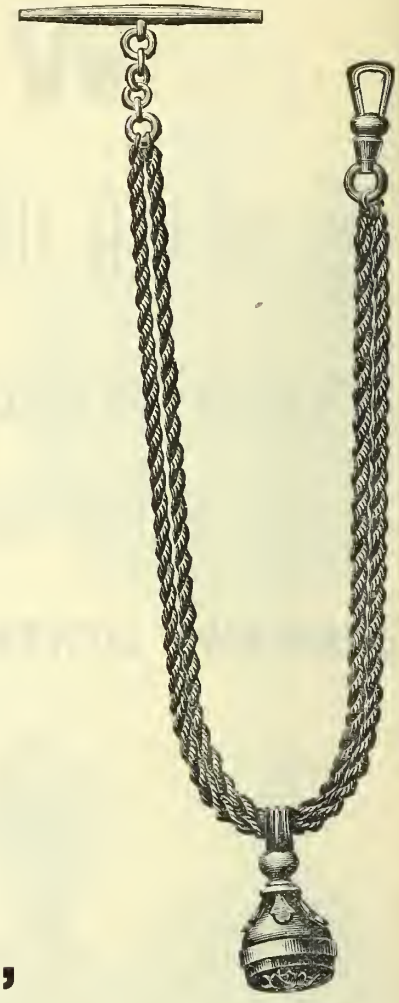
FOR SALE BY ALL JOBBERS IN AMERICAN WATCHES.



1856 334.



1250/330.



1682/333.

"R. F. S. & CO."

SOMETHING NEW AND ELEGANT.

SEAL PENDANTS

— IN —

CORNELIANS,
ONYX, SARDS
AND BLOOD STONE,

PLAIN AND INTAGLIO, SET IN SOLID GOLD.





ORIGINAL WITH

R. F. SIMMONS & CO.

CLOCKS - CLOCKS - CLOCKS

Walnut, Marble, Imitation Marble.

WE HAVE NOW ON HAND A LARGE ASSORTMENT OF THE MOST DESIRABLE STYLES.

Dealers should send for our new Illustrated Catalogue.

ENCLOSE YOUR BUSINESS CARD.

H. A. NELSON & SONS,

Toronto and Montreal.

THE LATEST!

designs in Solid Gold, Gold Plated and Silver Jewelry just arriving.

We will have the pleasure of showing the trade this month an unusually large and attractive stock in Rolled Plate CHAINS, Plain and Fancy Gold RINGS, both for Ladies and Gent's wear. DIAMONDS set and unset.

ELGIN, WALTHAM & HAMPDEN

WATCH MOVEMENTS.

A complete line of Gold, Gold Filled, Silver and Silverore CASES, Jewelers' Findings, SWISS and AMERICAN Watch Materials and Tools. Orders by mail have our prompt attention.

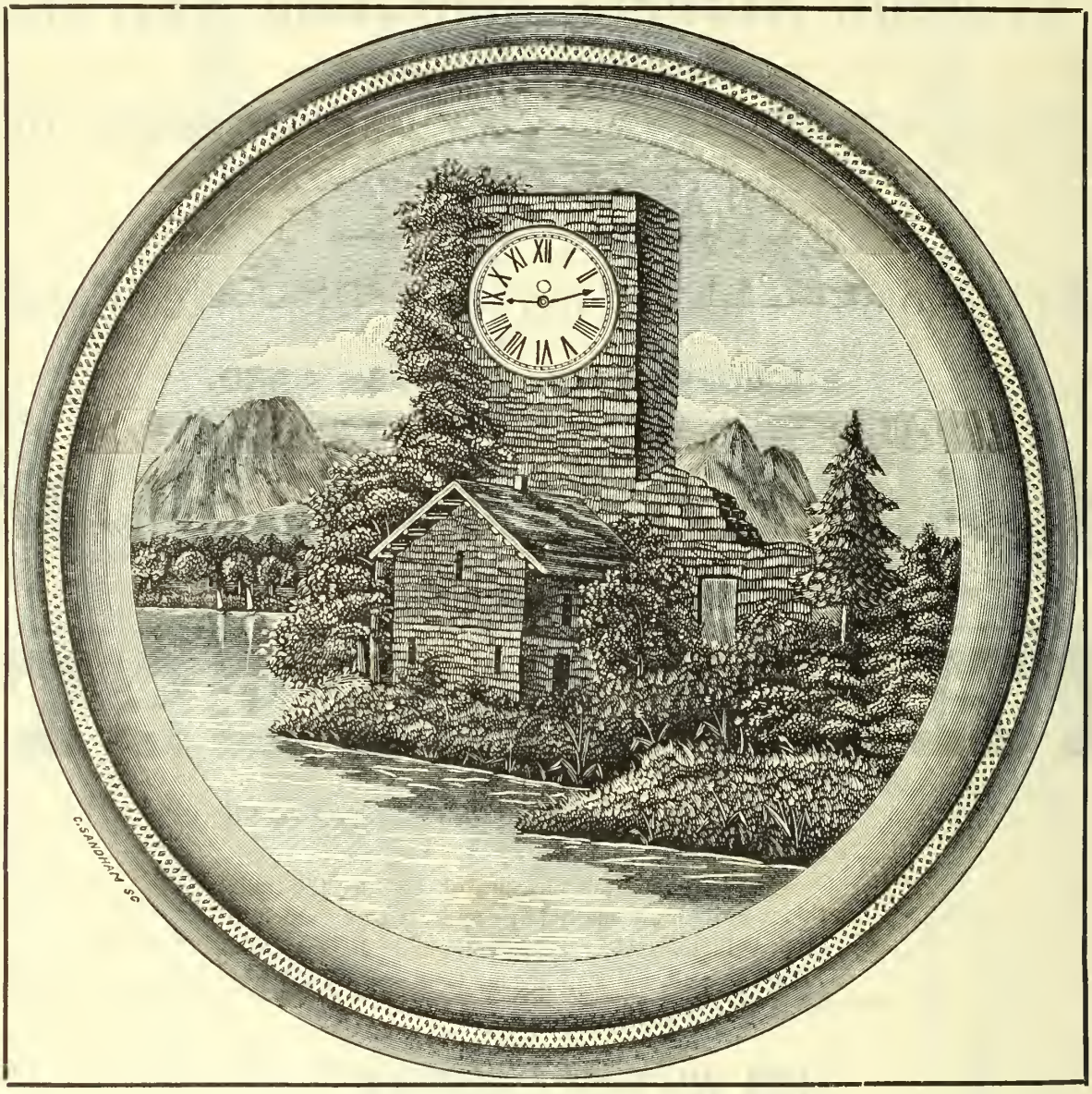
E. J. THOMPSON & CO.,

55 KING ST. EAST, - - HAMILTON, ONT.,

THE STING PLACQUE.

Pronounced the most attractive and elegant article in the Clock line yet produced, it being the only Clock upon which a real Oil Painting has ever been tastefully and artistically applied. Send for Sample order.

EDMUND



SCHEUER

WHOLESALE JEWELER,

11 WELLINGTON STREET WEST, TORONTO.

The Sting Placque, with its time piece and elaborate HAND PAINTED ornamentation, being both serviceable and ornamental, is the very thing for the coming holiday trade. It is made in several sizes and styles, as per list at bottom, can be painted with either Summer or Winter Scene, without loss of effectiveness, according to taste of purchasers, and being sold at a low figure, is within the reach of all. Orders will be entered and filled in rotation as soon as reached. Send them early.

LIST OF STYLES AND SIZES.

WHOLESALE

12 inch Sting Placque, round.
12 " " " square, hammered.
14 " " " " "
14 " " " round.
16 " " " "

EXCLUSIVELY.

JOHN SEGSWORTH & CO'Y.

We are offering this Month a Special Line of

NICKEL CLOCKS

BE SURE AND GET QUOTATIONS FOR CASE LOTS.

We are also showing a very nice Stock of

Gold Bangle and Band Bracelets

SET WITH DIAMONDS, PEARLS AND RUBIES; JUST THE THING FOR CHRISTMAS TRADE.

We are gradually catching up to our orders on

GOLD CASES

And are now showing a very good assortment. All good patterns.

Cheap Movements are scarce, so send in your orders early.

Yours truly,

JOHN SEGSWORTH & CO.,

6 WELLINGTON ST. EAST,

TORONTO.

THAYER & CO.,

3 Wellington Street East, Toronto.



Headquarters for Anything in the Jewelry Line.

THE FOLLOWING ARE A FEW OF OUR SPECIALTIES:

BATES & BACON Filled Cases in 4, 6 and 18 size. The cheapest Filled Case made.

GILBERT CLOCKS. (Sole Agents.) We have them in every variety.

INGRAHAM CLOCKS, all kinds.

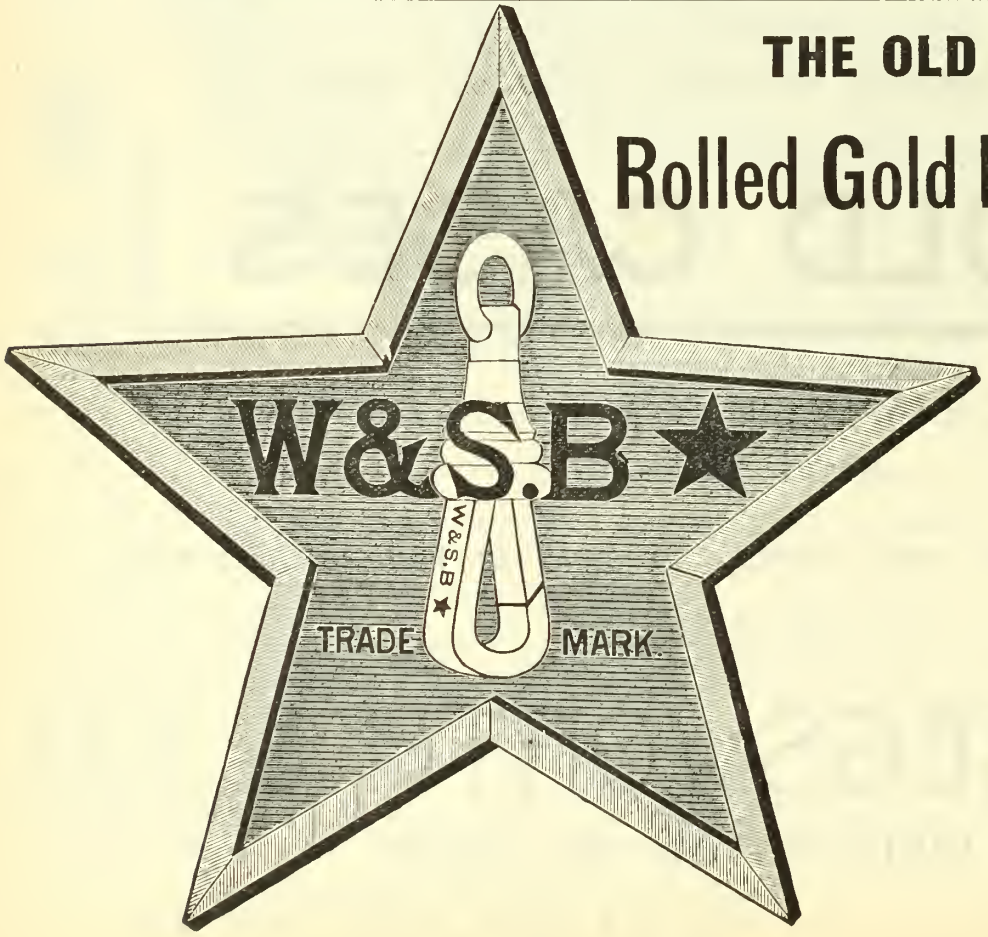
SILVERWARE of all kinds.

ROLLED PLATE ALBERTS AND GUARDS. The largest stock in Canada.

WATCH AND CLOCK MATERIAL. A full line exceedingly low in price.

Our Travellers are now on the road. Don't buy till you see their Stock. If in the city, call and see us.

REPAIRING JEWELRY A SPECIALTY. SEND IN YOUR JOBS.



THE OLD RELIABLE

Rolled Gold Plated Chains

Maintain their Reputation as the

BEST CHAINS

In the Market.

Always on hand with the latest and most Fashionable Patterns.

Quality and Make Guaranteed as the very best.

W. & S. BLACKINTON,

11 Maiden Lane, - NEW YORK.

Factory : Attleboro, Mass.

THE TRADER.

TORONTO, ONT., NOVEMBER, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to
THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

$300 REWARD.

As will be seen by the advertisement in another column, The Canadian Association of Jobbers in American Watches have decided to offer a reward of $300 to any retail jeweler who will furnish information that will convict any member of their Association of breaking his contract, by selling Watch Movements or Silver, Filled or Nickel Cases at less than the regular prices.

We do not propose at this time to discuss the question of whether such an organization is for the benefit of trade in general, or whether, being so, its action since its formation has been such as the trade could thoroughly endorse. These just at the present juncture we consider minor questions. The Association is here, whether it is here to stay or not is another question, which depends almost entirely upon the action of its members. It is in existence, however, and its members are in honor bound to rigidly observe each and all of the conditions to which they agreed when they were admitted as members.

For this reason we say, that as long as a Jobber remains a member of this Association, he should honorably fulfill his obligations towards it. If he knowingly and with the intention of benefitting himself at the expense of his fellow members, (as he must necessarily do if he sells below the contract price) violates his contract, then he is certainly a dishonorable man, and should be exposed as speedily as possible.

Few people care about assuming the *role* of informers, and consider it "*infra dig*," but there are cases when such a course becomes a virtue instead of a disgrace, and this we consider one of them.

Retail merchants may readily believe that a Jobber who would violate his solemn contract entered into with his fellow-Jobbers for the sake of a few paltry dollars gain, will beat *them* at a bargain, every time he gets a chance. The sooner such dishonorable men are weeded out of the trade, the better for both wholesalers and retailers, and the sooner will the trade generally get on a healthier and more profitable basis.

A POPULAR clergyman recently gave a lecture on "Fools." The tickets of admission were inscribed, "Lecture on Fools. Admit one." There was a large audience.

HEROIC TREATMENT.

From our exchanges we learn that the National Association of Jobbers in American Watches in the United States, recognizing the fact that the safety of their organization depends upon the fidelity with which its members keep their obligations have sent out the following document to the retail trade :

"As it is quite as much for the interest of the Retail Trade as for the Jobber that the contract prices of Silver and Filled Cases and American Movements should be strictly maintained, so that one dealer shall not have an unfair advantage over another, we hereby offer a reward of $500 for information that will convict any recognized Jobber in American Watches of giving, directly or indirectly, any better terms, prices or discounts on these goods, than the regular rates established by the Manufacturers."

It is quite evident from the above that the American Jobbers' Association have little or no faith in the integrity of many of its members, and that they have taken a very effective way of stopping violations of their contract. So long as such an association is run for the purpose of keeping goods from being slaughtered, and maintaining a fair price as between retailers themselves we think that it is a good thing for the trade all round. It is only when it becomes dissatisfied with protection and goes in for extortion that such an association ceases to be a benefit and becomes an evil.

Although we do not see eye to eye with the American Jobbers' Association in all that they have done, there can be no doubt but that so far, on the whole, they have not only benefited themselves but the retail trade as well. In our opinion it is a benefit to the retail trade generally, to have a uniform price for watch movements and cases, because it prevents unfair competition and has a tendency to make the prices more uniform and increase the rate of profit on such goods.

If people go into such an association they should do so with the intention of thoroughly and honorably fulfilling their obligations to it. While business competition is a warfare, it should be an honorable one, and the merchant who enters into an agreement with his opponents which he expects them to keep to the letter while he himself breaks it at will, is not only a dishonorable man but an unsafe person to do business with. To such a person, the crime is not in violating his solemn obligation and making a liar out of himself, but in being found out. The only way that such people can be taught a lesson, is to touch the only vulnerable part about them, their pockets, and we would suggest to the American Association the advisability of making every one of its members sign a forfeit bond equal to the amount of the reward offered, so that in case of exposure the person convicted would have the pleasure of paying for his own detection.

It has been pretty broadly hinted that there are those in the Canadian Jobbers' Association who do not practice what they preach and that prices are cut every day. If this is the case we think the Association could not do better than take a leaf out of their American cousins' note-book in this respect, and if they also embodied the suggestion we have made above, we think there would be less heard in the future about cut prices and violation of contracts.

THE ONLY ABSOLUTE GUARANTEE OF QUALITY

IS THE INTEGRITY OF THE MANUFACTURER.

THE AMERICAN WATCH CASE COMPANY, of Toronto, guarantee every case bearing their trade mark, no matter by whom sold.

OUR CANADIAN PATENT FOR THE PERFECTION CASE WAS ISSUED JANUARY 15TH, 1886.



OUR NEW 3 oz. PERFECTION O. F. OR HUNTING CASE NOW READY. ASK YOUR JOBBER FOR THEM.

THE PERFECTION

DUST PROOF Watch Case, although placed by the American Watch Case Co., of Toronto, upon the Market four months ago, has already been pronounced by expert Watch Dealers to be

THE BEST AND CHEAPEST WATCH CASE EVER MADE.

The Perfection has been specially designed with a view to make a Watch Case which would at once be cheap in price and at the same time afford sufficient protection to the movement. This idea has been admirably carried out by taking the excess of Silver from the centre and placing it in the backs, which will be found extra firm and heavy. Although the cheapest Watch Case ever made, it is warranted to give satisfactory wear. Ask your Jobber to show them to you; it is money in your pocket to handle them, therefore take no others instead. Every "Perfection" Case we manufacture bears our stamp and registered Trade Mark as above, and is fully guaranteed as to quality, no matter by whom sold.

OUR NEW PATENT UNBREAKABLE PENDANT SET.

☞ Dealers will please notice that we are now fitting all of our Open-Face Stem-Wind Cases with our new Patent Unbreakable Pendant Set, the simplest, strongest and best device for the purpose ever invented. They are made so as to take any regular American Full-Plate Movement with Female Winding Pinion. Our 3 oz. S. W. Perfection Cases are also fitted with it.

IS LIFE WORTH LIVING?

The paper under the above caption, read by Mr. A. Blue, secretary of the Ontario Bureau of Industries, at the meeting of the Medical Association held in Toronto last month, was an exceedingly able one in many respects. In this paper the writer after showing the average cost of living amongst the mechanics and workingmen of this country, gives an estimate of their earnings and savings, from which it appears that out of 1,605 wage-earners with dependents, last year, only 950 had a surplus over the cost of living, the average surplus being $93.07 ; 410 came out even, and 245 closed the year with an average deficit of $56.24.

The reason for this state of things, Mr. Blue thinks is the unfair division between capital and labor. In reference to this he says, "the statistics available do not answer the question as to the distribution of wealth with sufficient clearness, but they seem to denote that an inordinately large proportion goes to the capitalist. In Canada, as appears by the census of 1881, the total amount paid for wages in the manufacturing industries was $59,408,512, while the excess of products over labor and materials was $70,362,113 ; that is to say, of $509.03 net product per capita, the workingman received as his portion $233.03, and the employer retained $276. In the United States, as the census of 1880 shows, the amount paid for wages was $947,953,795, while the portion of employers of labor was $1,024,801,847 ; that is, of $722 net product per capita the workingman received $347 and his employer retained $375. In Canada, 54¼ per cent. of the product of industry is taken for rent, interest, and profits, and in the United States 52 per cent. of it is taken, while the remainder in each case is given as wages for the skill and labor required in the work of production. This may be a fair and just distribution—the presumption is against it."

Commenting upon the above extract from Mr. Blue's report the Toronto *Globe* takes up the burthen of the tale, and in order to curry favor with the workingmen, whose votes it wants, and to get a slap at the manufacturers whom it has stupidly driven out of its own party, it says: "Thus the owners of capital after receiving 6 per cent. on their investment, get more than fifty cents out of every dollar from sales. This seems a large share considering the amount and quality of exertion done by employers and employed respectively.

These important figures come from a gentleman who is generally acknowledged to be a very painstaking, able, and accurate statistician. The Bureau of Statistics, under Mr. Blue's direction, has already rendered services which workingmen are bound to take note of."

From this it adduces the fact that the capitalist is getting 54¼ per cent. profit out of what the workman earns and that without any exertion on his own part, and that the latter is a very badly used person and ought immediately to raise a rebellion to put out the government which makes such a thing possible. Such articles as these may be good enough for campaign literature, but they should be taken *cum grano salis* by even the readers of the *Globe* before they can be taken as a solution of the capital and labor question.

As a matter of fact Mr. Blue's statement about the division between capital and labor is entirely wrong, and we are astonished that such a careful and reliable statistician as the secretary of the Bureau of Industries usually is, should fall into such a gross and palpable error. There is an old saying that figures can't lie, but if they can't tell an untruth they can easily be so arranged as to prove almost anything. A careful examination proves that Mr. Blue has made up his statement by adding the cost of raw material and wages together and calling it the cost of manufacture. This he subtracts from the total amount of goods manufactured, and the difference he calls the manufacturers' profit. As Mr. Blue works it the figures stand thus :

Raw material,	$179,905,443
Wages,	59,408,512
Total cost of goods,	$239,313,955
Total amount produced,	309,676,068
Capitalists' apparent profit,	$70,362,113

From these figures Mr. Blue gets the results on which he bases his statement that the capitalist gets 54¼ per cent. profit on all the goods manufactured in Canada.

Now let us see how Mr. Blue's statement is borne out by his own figures. From the Dominion census of 1881 we find that there were 254,935 mechanics in Canada at that time. Dividing the total product $309,676,068 by the number of mechanics 254,935, would give a net result of $1214.72 as the net product per capita instead of $509.03, as stated by Mr. Blue in his report. Dividing the amount of raw material used by the workmen employed, we find that $705.34 is the average amount of material used per capita, while the total wages earned divided by the total number of workmen shows that $233.03 was the average earning per man.

In a foot note to his paper, however, Mr. Blue states that in his calculations he allows the capitalists 6 per cent. interest on their capital invested, (as per census returns of 1881) and 10 per cent. on sales for expenses of manufacturing, such as rent, insurance and management. The returns alluded to, show a total capital invested of $165,302,623, six per cent. of which would amount to $9,918,157. Taking Mr. Blue's estimate of 10 per cent. as a fair ratio of expenses on which a manufacturing business can be run, (* see foot note) we find that $30,967,606 should in addition be deducted from the capitalist's share for that item. The statement as thus corrected would therefore read as follows :

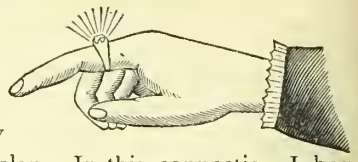
Raw material,	$179,905,443
Wages,	59,408,512
6 per cent. interest on capital,	9,918,157
10 per cent. expenses,	30,967,606
Total cost of goods,	$280,199,718
Total amount produced,	309,676,068
Balance of profit,	$29,476,350

Analyzing these figures and bringing them down to the per capita basis from which Mr. Blue draws his deductions, we get the following results : Average product per capita for Canadian mechanics, $1,214.72, which according to Mr. Blue's allowances may be fairly apportioned as follows :

Raw material,	$705.34	or 58 per cent.
Wages,	233.03	or 19¼ "
Interest and Expenses,	160.96	or 13¼ "
Profit to capitalist,	115.39	or 9½ "
Total,	$1214.72	or 100 per cent.

It will thus be seen by the above analysis of Mr. Blue's own figures, that his statement as to the relative profit of the capitalist and the mechanic, are very far from being correct. No wonder that when referring to his own statement, as to their unfair distribution by which the capitalist gets 54¼ and the mechanic 45¾ per cent. he says : "This may be a fair and

JEWELRY REPAIRS.



Every Retail Jeweler in Canada has at some time or other felt the need of a JEWELRY REPAIR SHOP that could not only do such jobs in first-class style, but return them without delay. In this connection I beg to notify the Jewelry Trade throughout Canada that having fitted up my new factory with all the modern steam machinery requisite to the successful carrying on of a first-class jewelry manufacturing business, I have also opened a repairing department in connection therewith. I respectfully solicit your custom therefore for repair work of all kinds, and gold and silver plating in all its branches. Every job done by me will be executed in a first-class manner, and my prices will be found as low as consistent with good workmanship.

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G. H. LEES. WM. LEES.

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Manufacturing Jewelers

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Watchmakers to the Trade.

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Late of BIRMINGHAM, ENG.,

Goldsmith and Jeweler,

MANUFACTURER OF ALL KINDS OF

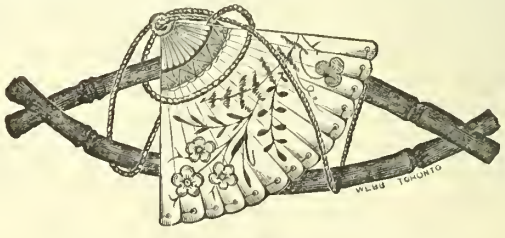
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Arms, Crests, Inscriptions, &c., a Specialty.

A. M. WELLINGS, Manufacturing Jeweller and Engraver,

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just distribution—the presumption is against it." With this sentence we entirely agree, and will only add, that not only is the presumption, but the actual facts against it.

So far as Mr. Blue is personally concerned we exonerate him from any sinster motive in connection with his error. We cannot say the same however of the *Globe*, which taking Mr. Blue's statement as being a fact, (although it should have been at once detected by any ordinary reader), launches a whole column of editorial invective against the manufacturers of this country, and charges them in so many words with being oppressors of the worst kind and literally grinding the faces of the poor. Such attempts to set the employee against his employer is worthy only of socialistic politicians who would welcome anarchy any time so long as they could profit by it.

* NOTE.—Mr. Blue estimates 10 per cent. as a fair proportion to allow for expenses of rent, insurance and management. Such a proportion is laughed at by all the practical men we have talked to about this, who say that it takes at least from 15 to 20 per cent. to cover such incidentals as rent, insurance, fuel, light, postage, wear and tear of machinery, (which is 10 per cent. on its own cost per annum), materials used in manufacturing, but not incorporated in the goods manufactured, cost of management, risk of losses, etc.

WHAT THEY SAY ABOUT US.

Thanks very much for your valuable paper.

J. A. T. CATON & Co.,
Wholesale Jewelers, Victoria, B. C.

The August and September numbers of THE TRADER have not reached me. If you have any back numbers kindly send them, as I would not miss them for quite a sum.

E. H. RODGERS, Jeweler,
Upper Bedford, Que.

Please accept my best thanks for inserting my advertisement in your help column of THE TRADER free of charge, as through it I have secured a job. I have had replies from all parts of Canada between Montreal and Calgary, N. W. T.

Yours truly,
WM. J. SIMPSON,
Toronto, Ont.

Could you please send me the July, August, September and October numbers of THE TRADER, which, through some error no doubt, I did not receive. I value the paper very highly.

J. BALL,
Hanover, Ont.

"I ATTENDED two theatres the first night I was in New York," wrote a rural buck to his fond parents, "and three balls the next. Had a glorious time the first, and only got two dollars on my watch the next." The unsophisticated old people are still wondering what he meant.

CORRESPONDENCE.

To the Editor of THE TRADER.

SIR,—As one of the "Curiosities of Literature," connected with watches we may cite the following, which can be seen in the churchyard at Lydford, Devonshire, England :

Here lies in a horizontal position
The outside case of
George Routledge, Watchmaker.
Integrity was the mainspring, and Prudence
The regulator of all the actions of his life ;
Humane, generous and liberal,
His hand never stopped till he relieved distress ;
So nicely regulated were his movements
That he never went wrong,
Except when set a-going by people
Who did not know his key ;
Even then he was easily set right again.
He had the art of disposing of his time so well
That his hours glided away in
One continued round of pleasure,
Till, in an unlucky moment his
Pulse stopped beating.
He run down November 14th, 1801, aged 57
In hopes of being taken in hand by
His Maker,
Thoroughly cleaned, repaired, wound up,
And set a-going
In the world to come, when time
Shall be no more.

Oct. 20th, '86. "TRAVELLER."

To the Editor of THE TRADER.

DEAR SIR,—Your correspondent from Aurora "John Bull," whose article appeared in your September issue, suggests a very good thing in recommending that a *trade union* be organized for the better protection of watchmakers and jewelers. If any trade wants it, certainly our craft is in want of some kind of protection. I have been in the watch and jewelry business *over fifty* years, served eight years of my boyhood in apprenticeship, spent hundreds of dollars for suitable tools and materials, worked hard early and late to acquire a perfect knowledge of my trade, and have lived to see the day when a Tailor, Shoemaker, Barber or Blacksmith can give up his profession or trade and at once go into the watch and jewelry business, hang out his sign, buy all the goods that he wants, sell a watch, clock or piece of jewelry *at cost* if he can't make ten cents on the article, do all repairing for about one quarter what any practical watchmaker has to charge and live, deceiving his customers and the public, killing the business generally and making those that have for years been toiling and striving to build up an honest legitimate trade, heartily wish that they were out of it or had never had anything to do with the business. *Yes, a thousand times yes.* Let us have a *trade union* if it will effect a remedy and cure the disease.

Yours truly,
Oct. 15th, 1886. ONTARIO.

A MOST astonishing phenomenon of the Japanese earthquake was the splitting of the Papandayang mountain. In a flash of time it was split into seven parts. Where the lone mountain had stood loomed up seven peaks, each 7,000 feet high.

LOWE & ANDERSON

16 WELLINGTON STREET EAST,

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CANADIAN AGENTS FOR THE

Celebrated Luminous Nickel Clocks.

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Manufacturers of Gold and Silver Jewelry.

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Watch Materials & Repairing a Specialty.

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A PRACTICAL TREATISE ON

THE BALANCE SPRING.

Including Making, Fitting, Adjusting to Isochronism and Positions, and Rating, also Adjustment for Heat and Cold.

BY EXCELSIOR.

PART II.

FITTING HAIR SPRINGS.

(63.) *Testing the spring.* Lastly, we turn the balance a little, so that it will start off promptly on being liberated, and lower our bristle upon the rim to hold it so till we are ready to begin, then count the vibrations and proceed as before described (36,) except that we now shift the spring in the clamp instead of in the tweezers. If the number of vibrations is about right, we pin the spring to the collet (37, 38,) and try again, shifting the spring if necessary till the correct number is obtained, then pin it in the stud at the point grasped by the clamp, put the watch together, and a very little regulation will finish the job (53, 78.) In this way you will never have to change a spring once pinned in the watch, for it is obvious that it will perform almost exactly the same there as in our Holder, provided the regulator and stud occupied the same relative positions in each. In timing springs before breaking off the superfluous outer coils, the claws grasping the proper coil should be raised sufficiently for them to clear the other coils vibrating below. And, of course, the first trials should be made with a small vibration to avoid danger of loosening the spring in the wax.

(64.) *Rule for selecting a spring.* But if we should get say 250 vibrations with our first spring, when we required 300, instead of sticking other springs on and trying each one in the same way till we find one to suit, as is usually done, we test the strength of our first spring in a hair-spring gauge—Bottum's is too well known to need description—and examine the rest of our stock of springs in the gauge, without attaching them to the balance, and find what we want by means of the following Rule: *The forces of two different springs, attached to the same balance, will be in the same proportion to each other as the squares of the numbers of vibrations which each makes.* Supposing that the spring tried gave 250 vibrations, when we want 300, and in the gauge the strength is, say, 20. Then our problem may be stated thus: If a spring which gives 250 vibrations per minute gauges 20, what must a spring gauge that will give 300 vibrations?

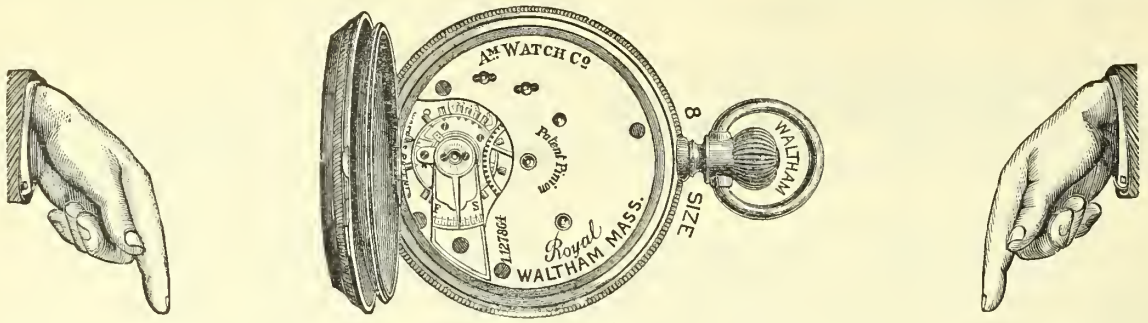
(65.) According to our rule, the square of 250 will be in the same proportion to the square of 300, (the desired number of vibrations,) as 20, the force of our present spring, is to the force of spring which will give 300 vibrations—which is what we want to find out. We will therefore represent that unknown force by the letter X, during this calculation, and having squared 250 and 300 (*i. e.*, multiplied each into itself), we write the proportion down as follows: 62,500 : 90,000 :: 20 : X. Now multiply the two end terms of the proportion together, and the two middle terms together, and the two products will be equal, according to the law of proportions. Multiplying, we get $62{,}500X = 1{,}800{,}000$, and by dividing we find that one X is equal to about 29, which is the gauge of a spring that will make 300 vibrations per minute; or, to express our method more methodically, $X = \frac{90000 \times 20}{62500} = 29$, nearly. As it takes but a moment to lay each spring on the balance-bridge, and seize it with the tweezers where it lies in the regulator, then test its strength in the gauge, we save all the trouble of attaching it to the balance, counting, etc. In fact, we can gauge a number of springs, while we would be testing one in the usual way. Of course, any other figures obtained by the workman in each particular case may be substituted for those given above.

(66.) Having found among our springs one which gauges 29, we have but little more to do, and that has been already described. With a fair stock of springs, it is quite practicable to fit one in and have the watch passably regulated in one hour. Even the Breguet spring can be fitted in half the usual time with this tool, and done better, with no risk of injuring it by numerous trial pinnings in the collet and stud, which is almost unavoidable while following the usual methods, as I shall show in my next article, which will be on the isochronism of the hair-spring.

(67.) Cases are occasionally found where the tool cannot be used exactly as described, and when it will be required to attach the holder clamp to the balance-bridge, place the upper pivot in its hole, and vibrate the balance by hand, counting, etc., as before. But these instances are exceedingly rare, for in most English lever and other under-sprung watches the spring can just as well be stuck to the *upper* pivot for trial, while the balance is placed in the watch for running as usual. And even after the spring is pinned in the collet, that can be stuck on the upper side of the balance with wax, concentric with the pivot, and tested as before described, the balance receiving its motion from the movement, the same as if the watch was finished and going.

(68.) *The regulator.* A few words about the regulator are necessary, since even its purpose does not seem to be always comprehended. If we could make the ideal perfect regulator, it would be in effect a movable stud, which would allow of being shifted in either direction as the exigencies of the timing should require, but would then become the *end* of the working portion of the spring, holding it as firmly as the real stud does, and cutting off the part behind it from any influence upon the time of the watch. But since this cannot be practically realized—at least, it has not been done, so far as I know—we should come as near to this ideal as we can, by placing the regulator pins as closely together as possible, without binding on the spring when the regulator is shifted. The most perfect results in time are obtained when the regulator stands pretty well back towards the "slow," *i. e.*, near the stud—and, in fitting in a spring, if it does not give the correct number of vibrations with the regulator standing between the middle of its scale and the stud, the spring should be drawn further through the stud to shorten it, rather than move the regulator further towards the "fast."

(69.) *Poising the balance.* After the watch is put in beat and is fitted for running, we must know if the balance is perfectly in poise, for if it is heavier on one side it can never give reliable time. The poise cannot be finally tested until now, with most watches, because they generally have an open cut, in one side of the collet, making it lighter on that side; and it would be useless to finish the poise till the position of that cut had been fixed, as any turning of the collet for the purpose of putting the watch in beat would bring the cut into a different position and throw the balance out of poise again. If the balance has movable screws in its rim, the perfecting of the poise may be done by drawing out one of these screws a little. If much correction is needed, two or more screws should be drawn, so that their position would be altered but little, and nearly alike. But this mode of correcting the poise is not allowable with a cut balance, which is



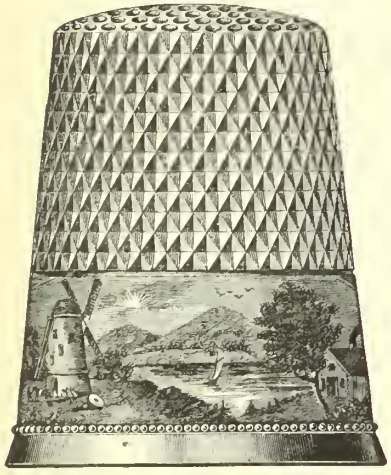
NO travelling salesmen. That is what "N. T. S." means, but it also means much more. It means that my system of selling goods without travelling salesmen is enabling retail jewelers who handle my goods to buy them cheaper than their opponents in business possibly can who buy from houses that sell their goods on the road. If I employed travelling salesmen, I would be obliged, in figuring the cost of each new article, to add a proportion of the $10 per day paid the traveller for salary and expenses. As it is, I propose to reach the Trade through my advertisements, and at an almost nominal cost. In buying my goods you do not have to pay any **TRAVELLING** expenses whatever. I pay no travelling railway fares, no hotel bills, no extra baggage, and no incidentals. I have everything marked away down at rock bottom prices, and am not afraid to place them before you, for I know they are always bottom for first-class goods. I do not propose to start you with baits. You can inspect my entire stock and purchase just what you want, when you want, and in quantities to suit your trade. I guarantee to sell any goods in my line cheaper than any other jobbing house in the Dominion of Canada. If you do not believe this, give me a call and a sample order and you will be convinced. If you can pay me a visit, it will pay you, as I have always a lot of good stock that I can sell at less than manufacturer's cost. If you can't come to the city yourself, send me a trial order and I will guarantee you entire satisfaction. ☞ Mail orders promptly attended to, but always remember that

S. FRENKEL, WHOLESALE JEWELER, 55 YONGE ST., TORONTO, keeps no travelling **SALESMEN.**

SIMONS, BRO. & CO.

MANUFACTURERS OF FINE JEWELRY,

Chains, Thimbles, Canes, Umbrella Mountings.



Established 1840.

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611 & 613 Sansom St.,
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N. Y. OFFICE, 20 MAIDEN LANE.

Address all Orders to Factory.



No. 76. 5/8 in.

adjusted for heat and cold, but only for uncut or unadjusted balances, in cheap watches. A collet with a very wide cut should not be permitted with an adjusted compensation balance, but rejected and a new one made with the cut entirely closed. In such a balance there are generally four screws called "quarter-screws," which may be moved to perfect the poise,—one at each end of the center-bar, and another pair midway between them on the rim. But the latter pair should only be moved very slightly, as it is likely to disturb the compensation for heat and cold; while the former pair will affect only the rate, and even this may be avoided by moving both screws to poise the balance,—one of them in, and the opposite one out, which of course maintains the *mean* distance of the two from the center of the balance the same as it was before. See also (215.)

(70.) The rule is to take off the hair-spring and collet to poise the balance, which shows the astonishing stupidity of those who "make the rules" and of those workmen who blindly follow rules so palpably wrong. Notwithstanding that it is so taught in "the best shops in Europe," I advise the reader to use his own reason and common sense on this and all other matters, regardless of what "the best workmen, may have practiced from their boyhood. There is no lack of old fogies in our trade, as in all others, but we should not choose them for our teachers.

(71.) It is, of course, desirable that the balance should be in poise before the spring is put on, as that facilitates the final poising. Besides that, the parts then on the staff are considered fixed and permanent, but the collet and spring are movable; therefore the fixed parts, as a whole, should be poised, and then the movable parts prevented from destroying that poise. Inasmuch as our object is to have the balance in poise while running, it must be plain that the balance should be in poise with everything on it *exactly as it will be when running*. That is, the roller-table, the hair-spring and the collet, and all other parts should be on the staff; and if the collet or any other piece is not perfectly poised *in itself*, its final position must be determined before the poising is finished. In chronometers it is common to drill a hole in the roller-table, opposite the impulse jewel and notch, to make up for the metal there cut out and balance its weight; and a similar course would be desirable in fine lever watches. Chronometer collets and springs can be poised separately if desired. As already stated, the best remedy for an open circular collet is to make a closed one.

(72.) *Poising tools.* There are two kinds of poising tools, the notch and the straight edge. It is best to do the main portion of the poising upon the notch tool, using the straight-edge for the final tests only, as much time will be saved thereby. The poising tool consists simply of two jaws or pieces of hard metal, whose distance apart can be changed to suit the length of the piece being poised. By making suitable notches in a straight-edge tool, you have both kinds in one. The jaws may be of either brass or steel, with the edges perfectly straight, smooth, polished and thin, like two knife blades, parallel to each other and with the edges upward. At each end of the jaws may be made a pair of notches—one pair fine, the other larger. The notch should be about the depth and a little *wider* than any pivot that is to go in it, the bottom semi-circular in form, and the edges filed very thin so as to present almost a knife edge to the pivot, and must be kept clean and polished.

(73.) The staff should be so placed in the notches that they will not rub on the shoulders of the pivots. If a balance seems to be correct and does not turn of itself, whirl it with a bristle, and if it stops with all sides up, indifferently, it may be placed on the straight edges, which should be horizontal so that there will be no tendency for it to roll. It is not necessary to whirl the balance here, but simply place it with different sides up, and if it shows no disposition to change its position it is in poise, for there is no friction on the pivots to prevent it rolling over if there was the slightest tendency to do so. Whirling the balance will inevitably cause one or the other of the shoulders to bring up against the jaws, and necessitate another test. But a well fitted notch leaves little to be desired, or accomplished by the straight edges.

(74.) *Rules for poising.* In these tests the hair-spring should be unpinned from the stud, and there should be a preponderance of weight on the side where the outer end of the spring is, corresponding to the weight of so much of the spring as exceeds the number of coils—that is, to the weight of any fractional part of a coil there may be at the outer end, *whether it belongs before or behind the stud when pinned.* This may seem unreasonable at first thought, but experience shows that, if the spring is evenly coiled, an allowance for the weight of this fractional end will secure a correct poise when the spring is properly pinned in the stud, and this allowance is easily made either by the judgment of the experienced workman, or by hanging an equal length of the spring-wire on the opposite arm of the balance and at an equal distance from the center. This balancing weight should be very slightly too heavy rather than too light, if exactness is not attainable.

(75.) This rule applies only to the plain flat spiral springs, not to the Breguet or helical springs. Nor does it apply even to the plain spiral when it is unevenly coiled, or its outer end is so irregularly shaped that the workman cannot judge of the balancing weight or its proper position as there described. In all of the above cases, and also when the workman has no spring-wire suitable for the balancing weight, or has not experience enough to judge without balancing, the poise should be first tested without the spring and its collet, then with the collet on and the pin in its place in the collet—but without the spring. If any error is found, the correction should be made in the collet itself, not in the balance, till the collet can be turned in any position without disturbing the poise. This can be done before the spring is fitted, whenever it is seen that the rule given in section (74) is not applicable. The subsequent addition of the spring will not seriously disturb the poise. Of course, the flat spring can be poised as in (74) *before* its end is formed into its irregular shape. A helical spring can be poised according to that rule, after the lower terminal curve is formed and pinned in the collet, but *before* the upper curve is formed, *i. e.*, while the upper end retains its cylindrical shape. But after both terminal curves are formed, the balance cannot be correctly poised with the spring on. It is generally supposed that, if the terminal curves are properly formed, the center of gravity of the entire spring will be on the balance center when running. But this is a mistake which I shall show up hereafter; nor can a Breguet spring be poised after the terminal curve, or even the elbow, are formed, except so far as the experience and *judgment* of the workman may enable him to approximate to *probable* correctness.

(76.) *Testing the poise.* The poise may be tested after the watch is running, by timing it for 3 or 6 hours each in the four vertical positions, *viz.*, with figures XII and VI, III and IX alternately upwards, and if the times are the same in the different positions, the balance is supposed to be in poise. See also

GUARANTEE NOTICE.

All Spoons and Forks bearing the stamp

G. RODGERS, A 1

are made of the finest nickel silver and are plated and hand-burnished under my personal supervision, and standard of quality—each article is guaranteed perfect in finish and durability.

All Knives bearing the stamp

G. RODGERS

12 DWT.

are plated on the best English cast steel with pure silver, and are hand-burnished and warranted to give perfect satisfaction. The well-known reputation of my goods has induced other makers to adopt a similar name, calculated to mislead the public. See that the trade mark reads and is spelled G. RODGERS, A1, on Spoons and Forks, or G. RODGERS, 12 Dwt., on Knives.

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THE ACME SILVER COMPANY,

TORONTO,

to whom all orders should be addressed.

G. RODGERS,

Known to the trade in Sheffield, England, and on this Continent since 1846.

No connection with Joseph Rodgers, Roger Bros., Wm. Rogers, or Rogers & Bro.

(85, 93). But in order that this test should be trustworthy it is necessary that the balance jewel-holes be well fitted to the pivots, the escapement in perfect order, and the lever poised, so that there may be equal friction in each position; and the watch must be wound up an equal distance for each test, so that the motive force may be the same in each position. Otherwise, errors due to unequal friction or action, imperfect fitting, or lack of isochronism in the spring, may be erroneously ascribed to want of poise in the balance.

(77.) *Timing the spring.* I will conclude with a description of my method of timing to seconds. As an error of one second in a minute will amount to 24 minutes in a day, it is important to be as exact as possible in our trials. In the usual method of fitting springs, where the balance is caused to vibrate only by the strength of the spring, counteracted by the staggering of the balance as it is supported by the stiffness of the spring itself as held in the tweezers, there is no possibility of any accuracy till the spring is actually pinned and tried in the watch. But with my tool we may observe correctly from the start.

(78.) Passing over those cases already mentioned (33, 36,) where no counting or timing is required, but only a comparison of the speed of two contiguous balances, we will suppose that a spring has been selected, etc., (22 to 36,) the balance placed ready for the start, (63,) the movement secured in a movement-holder, dial downwards, and we wish to count the vibrations for one minute. For this we need either a regulator or watch whose seconds-hand makes one revolution in exactly 60 seconds. If we have such a regulator, we take a small hand-mirror or piece of looking glass, place it beside the movement and at an angle that will reflect the regulator dial with its seconds-hand, so that we can keep the balance in our eye plainly enough to count its vibrations while we are watching the seconds-hand in the mirror. As the seconds-hand crosses the figure 60 on its dial we raise the bristle and commence counting the vibrations, (36), giving an occasional glance in the mirror, and by watching the seconds-hand as it approaches the end of the minute, we can very easily tell exactly when the time is up. If we have a watch that can be depended on as correct, we may place its seconds-dial as near our balance as possible and observe that, as before.

(79.) When we wish to test for a longer time than a minute, we dispense with the counting and go by the seconds-hand, comparing it either with a regulator or a watch, and at the exact instant the time of the trial closes, we give the plug (60) a twist and bring the bristle down upon the balance, after which we can examine the hands at our leisure. The method of comparing time closely, described by Mr. Fritz in the *Jewelers' Circular* for January, is an excellent one if the movement is already cased or boxed up, and I have followed it with great satisfaction. (See Appendix.)

TO BE CONTINUED.

GOLD FROM AUSTRALIA.—The production of gold in Victoria, Australia, in 1885, was 735,218 ounces, which was the smallest yield since 1852. The gold production of Victoria appears to be steadily declining, but hopes are expressed that the opening of new mines will add to the yield of alluvial gold this year. The quantity of quartz crushed in the last quarter of 1885, was 213,321 tons, and the average yield per ton was only 9 dwts., 14 grains, or, say, $9.50 per ton of 2240 pounds. Nevertheless, the amounts of dividends during the quarter were £144,297, or nearly 20 per cent. of the value of the output.

SELECTED MATTER.

A MISTAKEN MAN.

A jewelry maker, foolish man,
When he to look for trade began,
Did first declare
That he would ne'er
Expend a cent for advertising.

His stock he sold at bankrupt sale,
And he abides in a stone jail,
Without a friend to go his bail,
A fact that's not at all surprising.

And I expect that you'll agree
That such a man should not be free,
And I am right,
And you are right,
But he is wrong as wrong can be.

LEGEND OF THE STRASBURG CLOCK.

The famous Strasburg clock furnishes one of the most interesting of the Rhineland tales, and it is little known in connection with the wonderful clock. A celebrated mechanic once lived in Strasburg, whose only thought was a care for his motherless daughter, and to produce some lasting work of art. He brooded so much over his mechanical plans that he neglected the commonest civilities, and became known as a crank. This made his pretty daughter very unhappy, but she said nothing, in the hope that his mysterious plans would soon reach success.

A rich magistrate and a young mechanic were suitors for her hand, but she refused the dignity and power offered by the one for the humble station of the other, though her decision was kept from her father until he should complete his work. Meantime she induced him to accept her lover for a partner, and the young man soon began to manage the elder's affairs.

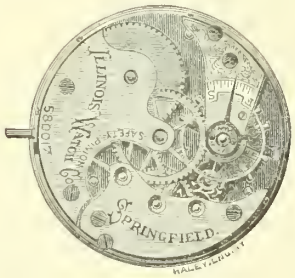
One day Guta, for that was her name, heard her father shouting joyously. She flew towards the mysterious chamber, followed by her lover. The great work was done! They were admitted to look at the ingenious clockwork, now moving lightly and easily on its springs. The aged man, his white locks in disorder, his face proud and full of dignity, held the weeping girl in his arms as he gazed with a joyous awe at his wonderful work.

The inventor's name was soon on every tongue, and his fame brought members of the guild from Basel, whose citizens offered to buy the clock. Strasburg then agreed to purchase it, and selected a side chapel in the cathedral for its reception. Basel's citizens, however, unwilling to be disappointed, urged that another such clock be made, and offered the inventor a considerable sum. Then there was excitement in Strasburg, as its glory would surely depart, were other towns, argued the citizens, to boast of an equal work of art. The master must never be permitted to construct a second clock was the unanimous opinion.

The offended magistrate, whose pride still suffered because of Guta's rejection of his hand, now saw the opportunity he had been waiting for. He caused the inventor to be brought before a tribunal to promise never to build a second clock. He proudly and firmly declined, saying: "God has given me

The ILLINOIS WATCH COMPANY are now delivering their new FOUR and SIX size movements.

The SMALLEST, PRETTIEST and BEST Ladies' Watch is the new FOUR size made by the ILLINOIS WATCH COMPANY.



THE

ILLINOIS WATCH COMPANY

Warrants every movement of every size manufactured by it.

KEEP YOUR EYE ON THIS PAGE IN DECEMBER.

It will be MONEY in your pocket to place your order early for the new ILLINOIS WATCH COMPANY FOUR size movement.

Everyone who tries the present product of the ILLINOIS WATCH COMPANY orders again.

talents. I have now done enough for my town and its glory. I see no crime in benefitting others by my art." The counsellors cast down their eyes before his noble look, but they nevertheless decided to blind him, as that was the only way to prevent him from constructing a second clock. The accused heard the sentence with a contemptuous look, but he finally asked that he might undergo the punishment before his work, as he wished to give it some final improvements The request was granted.

Long and tenderly the inventor gazed at his clock, when the revengeful magistrate urged that the execution of the sentence be hurried. At this, nerved by the taunt, the old man quietly removed the principal springs that caused the motion of the clock, and surrendered himself for the torture. The clock suddenly began to whirr. The weights fell rapidly to the ground. The bell struck inharmoniously thirteen times and breathed out its final sound like a wail of despair. The inventor, now blind, stood erect like a demon of revenge, and cried: "Rejoice, proud citizens, in my work; the clock is destroyed and my revenge complete."

During the moment of consternation and horror that followed, the young artesan led the old man into the arms of his unhappy daughter. The magistrate who had incited the dreadful crime became an object of contempt, and died cursed by the people. Guta and her lover confessed their attachment, and were united, with the unfortunate inventor's blessing. The clock was finally restored in 1842, and the glory of the restorer quite equals that of the constructor.—*London Jeweller and Metalworker.*

M. BOURGUIGNON'S CRAFTY CUSTOMERS.

Among the most noted of the Parisian jewelers of the past generation, whose labors served to bring the art of imitating diamonds to the perfection of to-day, was Bourguignon. One morning a lady entered his shop, looking rather flushed and excited. Drawing from her muff a number of morocco cases of many shapes and sizes, she opened them one after another and spread their contents out on the counter.

"I wish to know the price of a *parure* to be made in exact imitation of this," she said: that is to say if you *can* imitate the workmanship with sufficient precision for the difference never to be observed."

Bourguignon examined the articles attentively, named his price, and gave the most unequivocal promise that he would make a *parure* which should be an exact counterpart of the one before him. The lady insisted again. She was urgent—as is often the case with the fair sex. Was he sure the imitation would be perfect? Had he observed the beauty and purity of the diamonds? Could he imitate their peculiar cut, &c.? "*Soyez tranquille, madame,*" replied Bourguignon: "the same workman shall have the job, and you may rely on an exact counterpart of his former work."

The lady opened her eyes in astonishment and horror, but M. Bourguignon added coolly:

"I will attend to the matter myself, as I did when I received the commands of the gentleman who ordered this very *parure*, last February, I think"; and with the greatest unconcern he proceeded to search his ledger to ascertain which of his workmen had made it.

Not only was domestic deception carried on by means of Bourguignon's artistic skill, but diplomatic craft likewise often sought his aid. Numberless are the snuff-boxes, "adorned with valuable diamonds," which were secretly issued from his workshop and publicly presented as rewards for state services; innumerable the portraits, "set in brilliants," which have been mounted there to gladden the hearts of chargés d'affaires, attachés and vice-consuls.

The great Mehemet Ali, like all great men who, when they commit little actions, always do so on a great scale, may be said to be the first who introduced the bright delusions of M. Bourguignon to the innocent acquaintance of the children of that prophet, "who suffered no deceiver to live."

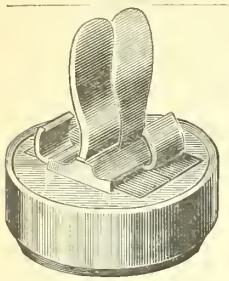
The wily old Mussulman, who knew the world too well not to be conscious of the value of an appearance of profusion on certain occasions, had announced that every pasha who came to the seat of government, to swear allegiance to his rule, would return to his province laden with presents of jewels for his wives. It may readily be imagined that, under such conditions the duty became a pleasure, and that there was need of no second bidding.

Meanwhile, Mehemet had dispatched an order to his envoy, then sojourning in Paris, to send him forthwith as many of the deceptions of the "lying Franks," in the way of imitation diamonds, as he could collect. Bourguignon undertook to fill the order, the result of which, no doubt, caused many a "mashallah!" of delight to fall from the lips of the harem beauties of Egypt, and many an "Allah Hu!" from those of their husbands at sight of so much generosity.—*Exchange.*

SWORDS USED BY EXECUTIONERS.

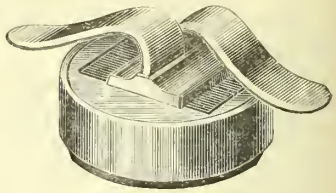
Visitors to the Markisches Museum, in Berlin, are always attracted by a curious collection of executioners' swords. In old times it was customary for these instruments of punishment to bear inscriptions, and most of the swords in the museum are inscribed. The oldest is 94 centimeters (37 inches) long and 6 centimeters (2 2/5 inches) wide, and it bears the inscription: "If thou act in the service of virtue this sword shall not strike thee." The date is 1324. A second sword, rather smaller, is inscribed: "Soli deo gloria." A sword ornamented with arabesques bears on each side the nscription: "Vive la justice. 1721. G. Z." Another sword is inscribed: "Fide sed cui vide soli deo gloria." Upon one side of an ancient sword appears the inscription: "When I raise the sword I wish the poor sinner eternal life," while upon the other runs the injunction: "Keep from evil doing if thou wouldst escape this judge." The museum preserved the sword which is believed to have put an end to the life of the unfortunate friend of Frederick the Great, Von Kalte. On both sides runs the inscription: "When I raise my sword on high may God give the poor sinner eternal life." Another interesting blade is inscribed: "This sword is whetted, and I am deputed by God and the authorities to punish wicked people."

ST. LOUIS heard of the death of Christopher Columbus the other day, and unveiled a statue of the great discoverer with appropriate ceremonies. The statue represents Columbus at the moment when, the evening of October 11, 1492, he imagined he saw a light to the westward, and is looking forward with an expression half anxious, half triumphant to this beacon of an unknown world.



OPENED.

UTILITY LEVER CUFF BUTTONS



CLOSED.

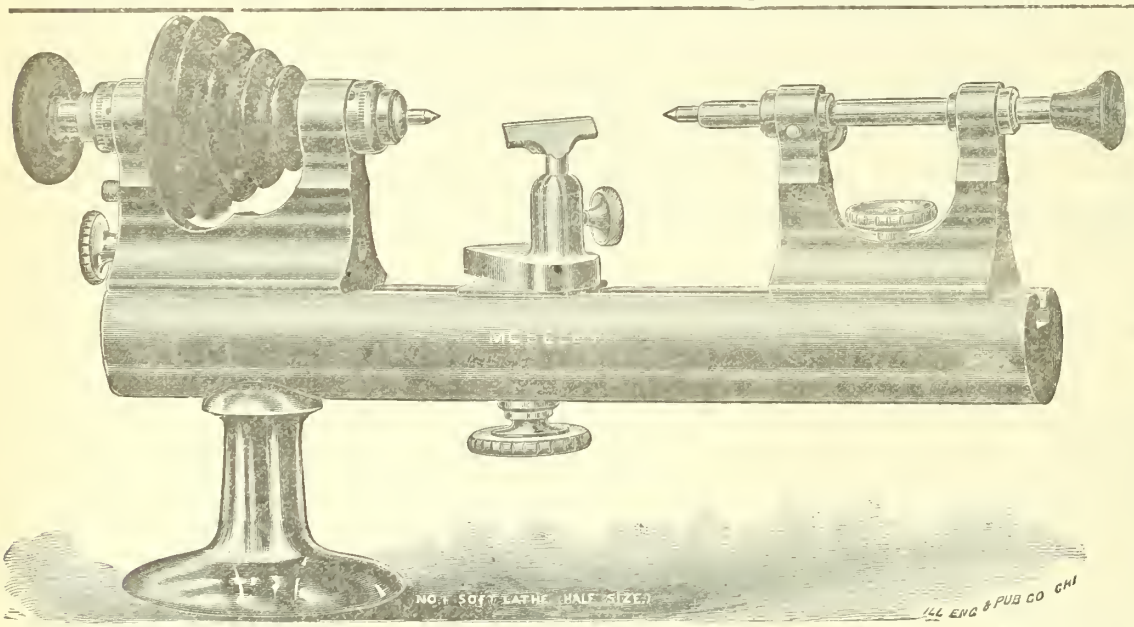
WE HAVE STILL ON HAND A VERY LARGE AND SELECT VARIETY OF THE ABOVE WELL-KNOWN GOODS.

Our Stock for the Fall and Holiday Trade is larger and more complete than ever before, and comprises all the Latest Novelties in the Market.

We have just opened out a large line of SWISS GOLD AND SILVER CHATELAINE WATCHES, with plain and fancy Dials, which will commend themselves to the Trade. Having bought them in quantity for **Cash** we are able to offer them at lower prices than are current for this grade of goods.

Selection Packages to responsible Jewelers on application. Orders by Mail or Telegraph receive prompt and special attention.

H. BENHAM & CO., 75 Yonge Street, Toronto, Ont.



WATHIER'S PATENT SELF-ADJUSTING

HAIR SPRING STUD INDEX.

Send $1.35 by registered letter for this invaluable tool.

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P.O. Box 193, Toronto,

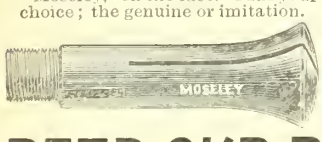
the live dealer in

WATCHMAKERS' SPECIALTIES

We will continue for November,

OUR SPECIAL $55.25 OCTOBER OFFER.

We are now stamping our Chucks "Moseley," on the face. Take your choice; the genuine or imitation.



AMERICAN LATHES

Are now absolutely necessary to secure a situation in any shop in the United States. The best shops in Canada also insist on their workmen being supplied with a good American Lathe. Fit yourself to hold the best situation in a first-class shop by buying a Moseley, the *best*, therefore the *cheapest*.

READ OUR BIG OCTOBER OFFER: To enable every Watchmaker, Improver and Apprentice to advance his position, we offer for this month a Moseley—with head and tail stocks, 1 No. 6 Wire Chuck, 1 No. 8 Wire Chuck, 1 No. 10 Wire Chuck, 1 No. 24 Wire Chuck, 1 No. 48 Wire Chuck, 1 No. 2 Wheel Chuck, 1 No. 4 Wheel Chuck, 1 Screw Chuck, 1 Taper Chuck, 6 Cement Brasses, 6 Steel Tapers, 1 Boxwood Polishing Lap, 1 Emery Lap for grinding Dials, Drills, Cutters, etc., Chuck Block and Belting, complete as above, for $55.25.

Avail yourself of this unparalleled offer. Every Moseley Lathe guaranteed absolutely perfect in every particular. Full illustrated Catalogue on application.

E. BEETON, Canadian Agent, P.O. Box 193, TORONTO.

EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

CUSTOMS SEIZURE.—An American jewelry traveller, named H. Goldberg, of Boston, had his stock seized last month by the Customs authorities at Montreal for undervaluation.

FIRE.—We are sorry to learn that our old friend Mr. Robert Wood, jeweler of Port Arthur, had his store destroyed by fire about a fortnight ago. We trust he was amply insured against loss.

SIMON SCHRECK, jeweler, of St. Thomas, has sold out his business to H. C. Flack, jeweler, of the same town. We understand that Mr. Schreck proposes to go into the hotel business.

STOLEN.—We direct the attention of our readers to the list of watches stolen from Mr. C. Hollingshead, jeweler, of Woodbridge, Ont., which will be found in our Help Column.

DISSOLVED.—The well known jewelry firm of G. W. A. Lange & Son, of Victoria, B. C., has been dissolved. The business will in future be carried on by G. W. A. Lange under his own name.

JAMES BOWLES, a clerk in the employ of Messrs. Lazerus & Co., of Montreal, Que., who absconded a few weeks ago with some twenty valuable watches belonging to the firm, has been arrested at Albany, N.Y. He will probably be extradited.

OF COURSE.—William Holmgravs, bookkeeper and cashier for Shourds, Storey & Kasper, jewelers, Chicago, Ill., U.S., has been missing for some days. It is reported to-day that his accounts are $10,000 short. It is believed he is in Canada.

IMPROVEMENT.—Messrs. Kent Bros., retail jewelers, of Toronto, have just put an elegant new plate glass window in their store, bringing it forward to the level of the street line. It is a big improvement and when filled with jewelry will make a very attractive appearance.

PERFECTION.—The demand for the "Perfection" has increased so much of late that the American Watch Case Company, of Toronto have decided to devote more attention to them than formerly. The general verdict seems to be that they are "the most case for the money ever offered to the trade."

COUNTERFEITING.—G. Carry, a jeweler of St. Thomas, Ont., was arrested last month for manufacturing counterfeit coin. The moulds and other appliances and some coin were found on his premises concealed in an old stove. He has been committed to stand his trial at the next Assizes.

THEY WANT HIM.—The Customs detective officers are looking for James Burley, a newly-arrived English jeweler, whom they suspect of smuggling a lot of unset stones into the country. If this should meet James' eye we trust he will step down to the Custom House and shell out his boodle.

A BIG DEAL.—Messrs. Schwob Bros., of Montreal, have disposed of the old business of A. S. Murray & Co., of London, Ont., to Mr. G. R. Thompson, of Winnipeg. Mr. Thompson is a young man with a thorough knowledge of the jewelry business and money and grit enough to make anything he tackles a success. We wish him a prosperous future.

A BOLD THIEF.—A young man went into Morphy's jewelry store on Yonge Street one day last week and asked to see some gold watches. He was accommodated, but no sooner had he got one in his hand than he bolted for the door and disappeared like a flash. The detectives are looking for him.

AN OLD FRIEND ?—Charles Conklin, well known by more than one jeweler in Canada as one of the most daring burglars that ever operated in this country, has effected his escape from the jail at Grand Rapids, Michigan, U. S. As it is possible that he will make a break for this side, Canadian jewelers would do well to keep their weather eye open for him.

OUR CARD BASKET.—During the past month *The Trader* was visited by several members of the craft outside the city, amongst whom were Mr. McCullough of the firm of Davis & McCullough, the well-known jewelers of Hamilton, and T. Gillean, of London, Ont. Both these gentlemen report trade as being above the average in their respective localities and look for a continuance of the present "good times."

SKIPPED.—Mr. M. C. Wright, manager of the Toronto branch of the Homes Electric Protective Co., skipped out last week. It is said that he was heavily involved financially and had forged the Company's paper to the extent of some $200.00. His defalcation does not affect the Company in any way, as it is one of the wealthiest concerns in America.

THE ILLUSTRATED CATALOGUE, just issued by Messrs. Kent Bros., of this city, to their customers in the country, is one of the best printed and most complete thing of the kind we have ever seen, and reflects the highest credit on Mr. W. F. Ross, the compiler. This enterprising firm are pushing things and ought to find a large addition to their trade through this new venture.

E. F. BLACK, formerly jeweler of Wingham, Ont., was in the city on business a few days ago. He sold out his jewelry business last spring on account of his health, and has since been engaged in cattle ranching out in Montana, U. S. He looks strong, robust and tanned, and thinks after a year or two he will come back to Canada and go into business again.

MR. GEORGE BACON, of the firm of Bates & Bacon, one of the most whole-souled and genial New Yorkers that ever sold rolled plate goods, dropped in to see us last month. He looks as cheerful as ever, and reports business fairly booming over on the other side this fall. He was much astonished at the rapid strides Toronto had made as a manufacturing and wholesale centre since his last visit ten years ago.

SAM JONES, THE REVIVALIST, is particlarly hard on those merchants who are carrying on business in their wife's name. He says they are ignorant of one of the fundamental principles of Christianity, and we think he is about right. This plain kind of talk has raised a small storm about his ears, but he must have struck some one pretty hard, else they would have kept quiet. Hogs don't usually squeal until they are hurt.

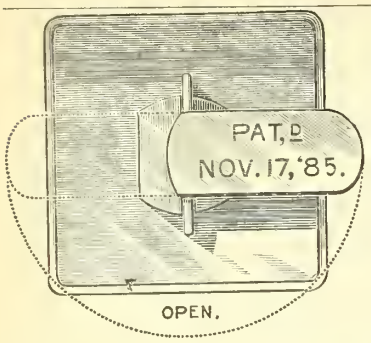
THE TRADE BOOM.—Without doubt, a trade boom has struck Canada, and we trust has come to stay. The reports from ten of the leading jobbers in Canada in answer to our enquiry regarding trade, were unanimous that it was ahead of anything for the past five years. As jewelry is a luxury, this business may be safely regarded as the barometer of trade, and it is therefore evident that there must be a general advance all along the line to make it so much better than usual.

OUR HELP COLUMN.—Will our readers please bear in mind that to ensure insertion in this column, advertisements should reach us not later, if possible, than the 20th of the preceding month. We are often in receipt of advertisements for the Help Column on the day on which our journal is issued, accompanied with a request that it be inserted in that month's issue. Compliance with the above request will save us holding late advertisements over for another month.

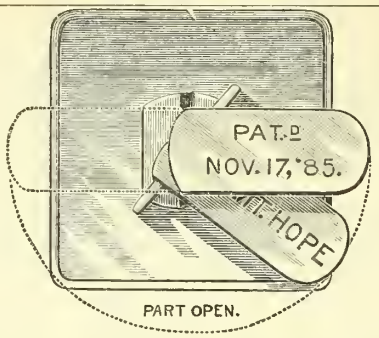
THEY HAD THEIR EYE ON HIM.—Referring to the most solemn of all Hebrew days, Yom Kippur, the great fast day of atonement, *The Hebrew Standard* very pithily remarks: "That those who beat their breasts on Yom Kippur often beat their creditors during the other days of the year." The editor of *The Standard* must have had the Toronto quartette, Messrs. Urwitz, Herwich, Bush and Stern, in his mind's eye when he penned this truism.

BANQUETTED.—Morrice Schwob Esq., senior partner of the well-known watch importing firm of Schwob Bros., of Montreal, was last month tendered a complimentary banquet by a number of Montreal's most prominent citizens on the occasion of his appointment to the Vice-Consulship of France for that city. Mr. Schwob is a gentleman of sterling character, highly respected by every one who knows him, and in our opinion "la belle France" could not have a worthier representative.

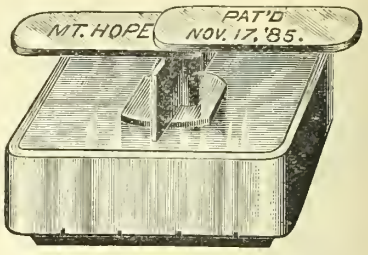
AN ELEGANT CATALOGUE.—The illustrated catalogue of Ansonia Clocks just issued by The Goldsmiths' Company is one of the most complete things of the kind ever presented to the Canadian jewelry trade. It shows in colors all the newest and most saleable goods made by this popular factory, and must prove a great help to any merchant ordering goods by letter. The Goldsmiths' Company are sending them free to the entire trade, and any jeweler who fails to get one, can have a copy by dropping a post card to the firm at 48 Yonge Street.



OPEN.



PART OPEN.



CLOSED.

THE MOUNT HOPE BUTTON.

FOR SALE BY

H. ELLIS,

IMPORTER OF CLOCKS, WATCHES AND JEWELRY,

Mail orders promptly filled.

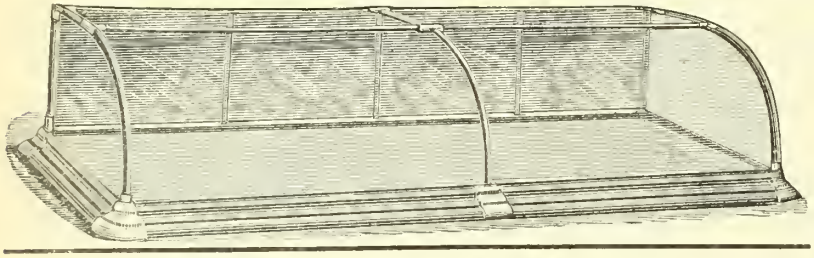
14 WELLINGTON STREET WEST, TORONTO.

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J. P. WAGNER. C. SCHACK. H. C. LAURENCE. WM. MAHR.

SILVER MEDAL Toronto Exhibition, 1884 & 1885.

FIRST PRIZE, Provincial Fair, Ottawa, 1884.



Show Cases of every description in Nickel, Silver, Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc.

Send for Catalogue and Price List.

SHOW ROOMS AND FACTORY:

59, 61 & 63 ADELAID ST. WEST, TORONTO, ONT.

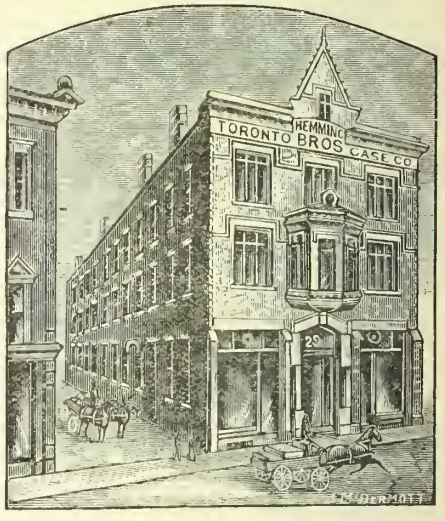


JEWELRY CASES

Plush, Velvet, Morocco, Paper.

SILVERWARE CASES

In latest styles, at every price.



TRAYS FOR ALL KINDS OF JEWELRY.

Plush, Walnut and Cloth-Bound. Plush, Velvet and Satin Lined.

—SAMPLE GRIPS— • —TRAVELLERS' TRAYS—

COMPLETE STOCK ALWAYS ON HAND. MAIL ORDERS SHIPPED PROMPTLY.

HEMMING BROS.,

29 ADELAIDE STREET EAST, - - TORONTO.

A HANDSOME CARD.—Messrs. P. W. Ellis & Co. have just sent out to the trade a very handsome lithographed card, issued by the "Dueber Watch Case Mfg. Co.," which is unique in its way. The lithographic color work is splendidly executed, especially the two female ladies in the foreground. If we might be allowed to criticize, we would say that the young lady in gray has rather a far away look in her eyes and seems to be taking more stock in the handsome young salesman than the case he is attempting to sell to her companion.

THE URWITZ CASE.—Up to the time of going to press there are no new developments in this case worth mentioning. Messrs. P. W. Ellis and Max Saunders have been appointed trustees to the estate,and they have determined to leave no stone unturned in bringing Urwitz to justice. The creditors have very properly refused all offers of a compromise and insist on 100 cents on the dollar or nothing. They have employed first-class Canadian and American detectives on the job and some interesting developments may be expected ere long.

A SINGULAR ACCIDENT.—An engraver named Frank Biddis, employed by the American Watch Case Company, of Toronto, met with a very singular and painful accident on the 22nd of last month. It appears that Biddis is a very skillful base-ball pitcher, and while practicing at noon hour on the day named, and delivering the ball, the bone of the arm was broken in two places above the elbow, by the force of the effort. He was taken to the hospital where the breaks were attended to, but the doctors say that it will be about two months before he can resume work.

ASSAULT.—One of the outcomes of the Chas. Stern failure has been the assault by Mr. Stern and two of his employees upon Mr. W. F. McLean, the proprietor of the Toronto *World*. The *World* in noticing this failure, took occasion to pass some very severe strictures upon a certain class of traders and plainly accused Stern of dishonesty in the matter. This, Stern and his employees resented by publicly assaulting Mr. McLean on King Street. That gentleman has sworn out warrants for their arrest for this assault, and the matter will probably be ventilated in the Police Court.

A BOSS CASE.—The definition of a "Boss" case is somewhat similar to the definition of a Mascot. A Mascot is a—Mascot, and a Boss case is a—Boss case, and that's all there is about it. When a filled case, on account of real merit, gets a reputation such as the "Boss" enjoys at present, it is the best possible evidence that there are enough level-headed jewelers left in the world to know a good thing when they see it and to buy it in preference to cheap, snide goods, which in the long run are bound to bring disgrace upon the seller and annoyance to the wearer. Honesty is not only the best policeman, but it is the best ingredient we know of in building up a business.

IN DIFFICULTIES.—Mr. Charles Stern, of Toronto, wholesale dealer in jewelry and fancy goods is in financial difficulties. It is said by those who ought to know, that his assets and liabilities are about equal. If so he may get a compromise of some kind and go on again. Mr. Stern is a hard worker, but of late his business seems to have been eating its head off. This is one side. On the other hand it is said that the whole thing is a swindle of the most glaring kind and that Stern should be put through as far as the law will allow. At this time of writing it is impossible to state which statement is correct and nothing can be definitely said about it until an official statement is published. Mr. John Donaldson, of this city, has been appointed assignee, and is busy preparing a statement of Mr. Stern's affairs. We shall have more to say about this case when the complete statement of the business is made public.

LOOK OUT.—It is quite evident that there are at least two or three gangs of burglars from the States operating in Canada at the present time. We would, therefore, caution our readers, especially those in outlying places without adequate police protection, to look out for a visit from these gentry, and to take every precaution that they can to prevent them getting hold of their valuables. If there are any who have not joined the Jewelers' Security Alliance they should do so at once by addressing either John Segsworth, the President, or James Ryrie, the Secretary. Although the Alliance does not guarantee to keep out burglars, if you do get burglarized it bears the entire expense of a first-class detective to ferret out the case and recover the goods if at all possible. If you have not a first-class safe, drop a line to J. & J. Taylor & Co., of this city, for particulars of their new cheap burglar-proof safe, and buy one if you can afford it. In any case you will do well to carry out the suggestions we made regarding protection against burglars in our last issue.

LOOK OUT FOR HIM.—A well-dressed young man who gave out that he was from Illinois and was studying medicine in Toronto, visited the store of Mr. William Ashall, jeweler, Yonge Street, on 5th October and asked to see some watches. He selected a $90 gold watch and offered in payment a cheque for $100 signed by Sherman A. Thomson, jr., on the Aurora National Bank of Illinois, payable to John W. Taylor, or bearer. The young man represented that he was Taylor, and received the watch and $10 cash in change. Mr. Ashall banked the cheque, and on Monday last was notified that Sherman A. Thomson was not known to the bank. Taylor was traced to a boarding house on Gerrard street east, where he arrived about the beginning of the month, but left again on the 6th. He gave out there that he came from Hartford, Conn. The case has been put into the hands of the detectives, but so far without result. The trade will do well to look out for strangers who want to pay for goods with checks. Since writing the above, we learn that J.W. Taylor has been captured at Goderich, Ont., with the watch in his possession. He has been brought back to Toronto, and will no doubt be committed to stand his trial at the next Assizes.

A LEVEL-HEADED JEWELER.—While visiting H. Benham & Co's store the other day we had an opportunity of examining the Stern System of Electric Protection from burglars now being operated there. The walls and ceiling of their capacious vault were being lined with large sheets of millboard covered all over by narrow strips of tin foil with a fine wire running through the centre of each strip. A substantial wooden flooring had been put in as also a handsome chestnut door frame and door, both of which were intersected by wires apparently in the greatest confusion—all these wires being so arranged that in the event of a break occurring, or their being tampered with in any way, an alarm is immediately sounded in the central office, whence armed messengers are immediately sent to investigate the premises. Every point in the store where a self respecting burglar would attempt to gain an entrance was also efficiently guarded by wire—in fact, should it ever happen that we have to take to the burglary line, we shall make it our especial care to steer clear of H. B. & Co.'s store and pray Heaven to protect us from Stern's Electric Protection. Mr. Stern, the inventor, informs us that his company has adopted Pinkerton's famous motto: "We never sleep."

AMONGST THE WATCH COMPANIES.—We clip the following from our newsy contemporary the New York *Jeweler's Weekly* regarding the doings of the large watch companies:

THE AMERICAN WALTHAM WATCH COMPANY have just received official advices by cable that they have received the highest award, a gold medal, at the exhibition at Liverpool for superiority in quality and elegance of finish of pocket timekeepers.

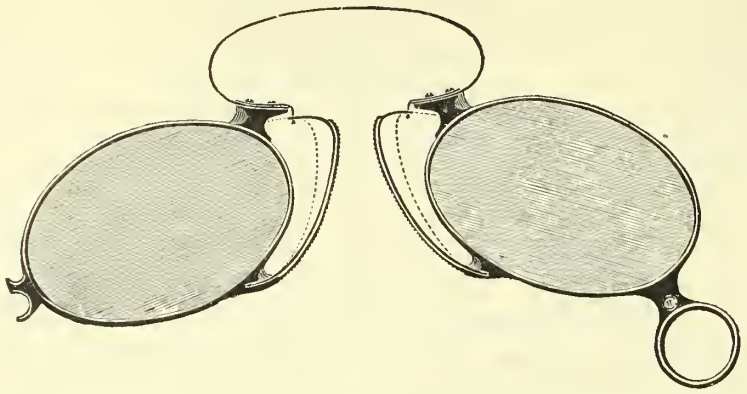
THE ELGIN NATIONAL WATCH COMPANY, on the 11th inst., issued notice to the trade of the discontinuance of the well-known H. H. Taylor grade in key-winder. The price of the movement has been greatly reduced to facilitate the closing out of stock on hand.

THE ILLINOIS WATCH COMPANY have added a new 18-size full-plate movement to their list, to be known as the No. 60. It has four pairs jewels, in settings, and patent regulator, and being an exceedingly well-finished movement for a moderate price, is sure to meet with a large sale.

THE HAMPDEN WATCH COMPANY has just about finished their new factory and expect to employ about 1200 hands in all, when they get in full running order. The new addition they expect will more than double their capacity. They also intend to manufacture Ladies' Size movements in the "sweet pretty soon."

A BIG FAILURE.—The trade in Toronto were considerably startled to learn of the assignment of Messrs. Rothschild & Co., wholesale jewelers of this city and the disappearance of the members of the firm. The firm consisted of M. Hervich and L. Bush, and from what we can gather it appears that they made an assignment to Sheriff Jarvis on the 23rd October and left the city the same evening. Very little is known of the actual state of their affairs, but report has it that English and German houses will suffer severely by their failure. It is said that they have been buying heavily this season and that the bulk of these new goods are "hypothicated," with brokers in this city whose percentages are enough to bankrupt any honest dealer. Very few in the wholesale trade will be sorry to see this firm broken up, as they were

The Montreal Optical and Jewellery Company, L'd.



INVITE the attention of the Trade to their splendid assortment of Eye Glasses for Fall Trade, including all the latest improved styles, in particular their new CELLULOID EYE GLASS with cork lined nose pieces as shown in above cut; these latter are considered by all who have seen them as

The Very Best Line in the Market.

If you cannot wait till travellers call on you send for samples. 1,000 circulars with your name on free of charge with six dozen of these Eyeglasses.

N.B.—AXIS CUT PEBBLES A SPECIALTY.

Montreal Optical and Jewellery Co., L'd., 165 Notre Dame St., Montreal.

T. WHITE & SON,
MANUFACTURING JEWELERS,
LAPIDARIES & DIAMOND SETTERS,
39 King St. West, - Toronto.

Canadian and Foreign Stones Polished and Mounted for the Trade.
N.B.—A variety of Stones and Imitations of all kinds in Stock.

C. W. COLEMAN,
10 KING ST. WEST, (UP STAIRS), TORONTO,
WATCHMAKER TO THE TRADE, DEALER IN WATCHES, MATERIAL, TOOLS, SPECTACLES, &c.

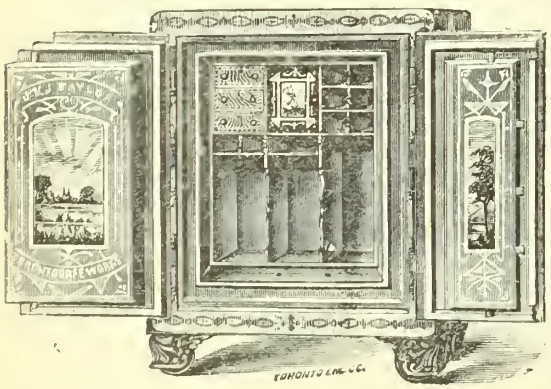
Complicated and other Watches put in thorough order. Broken or imperfect parts replaced by new. GOLD DIALS RE-FIGURED. WATCHES DE-MAGNETIZED. Musical Boxes repaired. Jewelry Jobbing and Engraving. Stubbs, Hammers, Plyers and Files. Orders must be accompanied with City reference or Cash.

E. & A. GUNTHER,
Wholesale Jewelers
TORONTO.

ROBT. G. McLEAN,
GENERAL - JOB - PRINTER,

ESTIMATES GIVEN. SATISFACTION GUARANTEED.

TELEPHONE 637. 13 ADELAIDE ST. EAST, TORONTO.



J. & J. TAYLOR,
TORONTO SAFE WORKS.

Patentees and sole manufacturers of Taylor's patent Fire-proof Safes with
Non-Conducting Steel Flange Doors.
ALSO MANUFACTURERS OF
Burglar Proof Safes, Vaults, Vault Doors, Bank Locks, Combination Locks, Prison Locks and all Kinds of Fire & Burglar-Proof Securities.
30 YEARS ESTABLISHED.
The Oldest and Most Reliable Safe Manufacturing Firm in the Dominion.

$300. REWARD! $300.

Canadian Association of Jobbers

—IN—

AMERICAN WATCHES.

Owing to numerous statements by Retailers that they have bought American Movements and Silver Cases from Members of this Association, at less than Association Prices, the above reward of $300 is hereby offered for information that will convict any Member of this Association of giving, directly or indirectly, any better terms, prices or discounts on these goods, than the regular rates established by the Association, or any infringement of the following By-Law :

BY-LAW 9.

SEC. 1.—The Members of this Association are understood to agree to sell American Watch Movements at the list price for Canada as decided on by the Watch Movement Companies, and to sell Silver Watch Cases at prices agreed on by the Silver Watch Case Manufacturers' Association. The only discounts to be allowed are five per cent. for cash in thirty days, or six per cent. for cash in ten days, or three per cent. for cash sixty days, or net four months from date of invoice.

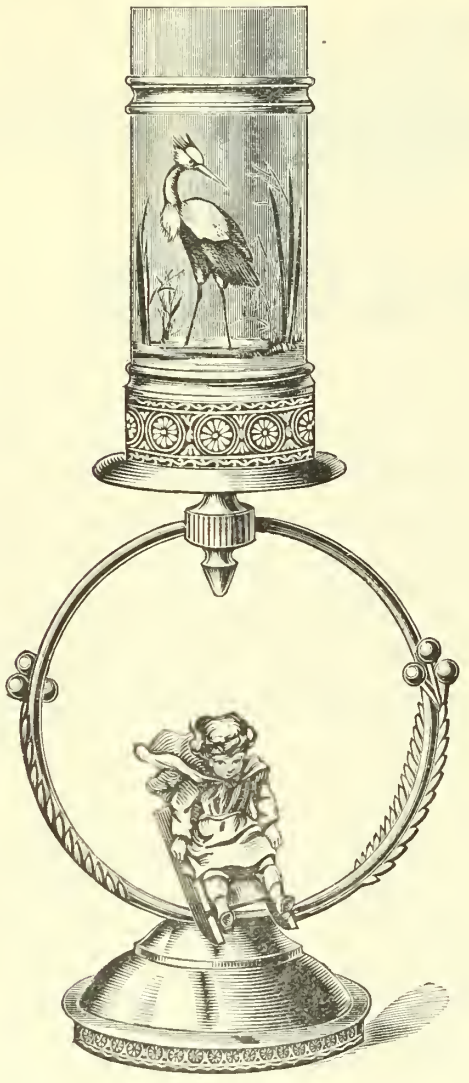
SEC. 3.—It is further understood that the Members of this Association will not deliver Silver Cases or American Movements upon consignment, nor date bills ahead, nor give presents to any firm, or employee of any firm, in lieu of special terms of discount, nor in any other manner violate the true intent of the Constitution and By-Laws, nor in any way defeat the expressed objects of this Association.

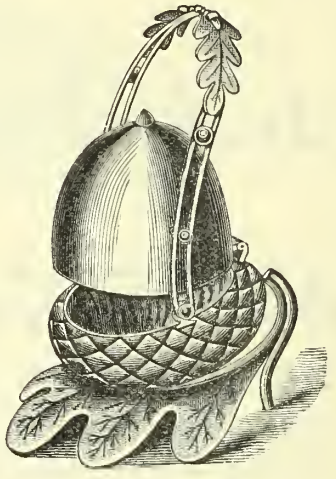
It is quite as much for the interest of the Retail trade as for the Jobber that the Contract Prices of Silver and Filled Cases and American Movements should be strictly maintained, so that one dealer shall not have an unfair advantage over another, and we hope every retailer will feel bound to maintain the integrity of the business and uniformity of prices, by aiding the Executive Committee in discovering any violation of agreement on the part of Members.

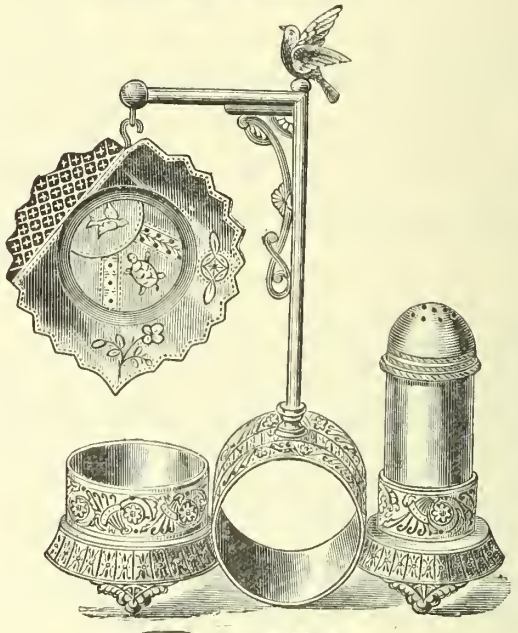
E. SCHEUER, President.
J. H. JONES, Vice-President.
M. SCHWOB, Director.
H. H. FUDGER, "
GEO. CHILLAS, "

TORONTO SILVER PLATE CO'Y.

NEW GOODS.







CHRISTMAS SPECIALTIES.





ONLY GOLD AND SILVER MEDALS AWARDED TORONTO INDUSTRIAL EXHIBITION, 1885.

OUR TRAVELLERS WILL SHORTLY CALL ON YOU WITH FULL LINES OF SAMPLES OF

STAPLE AND CHRISTMAS GOODS.

not looked upon by other jobbers as doing a strictly legitimate business. It is only a few months ago since they were expelled from the Jobber's Association for violating their contract, and their reputation, never very sweet, has been none the more savory since then. The presence of such firms is a source of danger to any trade and the more of them that "git up and git" the better for honest legitimate dealers.

WHO KILLED THE MOOSE?—A very prominent Toronto retail jeweler went out on a moose-hunting expedition last month, and not only succeeded in killing game but came near being killed himself. It appears that when he shot his first moose, a big bull weighing about a ton, the infuriated brute charged him with head down and tail over the dash-board. Our hero thinking that discretion was the better part of valor, and remembering that "he who shoots and runs away, may live to shoot another day, but he who by a moose is slain, will never hunt the moose again," climbed up a small tree as fast as his strength could get him there. In his hurry he lost his repeater and revolver, and retained nothing but his *skeandhu*, which as the moose declined to come to close quarters by climbing the tree, was of no earthly use to him. The old bull finding that the hunter was beyond his reach, resolved to starve him out and patiently stood on guard at the foot of the tree. Our hero, getting nervous, "halloed" for all he was worth; the only reply he got was the echo of his own voice. After a sojourn of several hours in his cold and cramped retreat, during which he had ample time to reflect on the misdoings of the past and resolve to lead a better life in the future, our hero had almost made up his mind to jump down and tackle the brute with his knife only, when his ears were saluted with the glad yelp of the hounds who were evidently not far away. The old monarch of the forest turned on his new assailants as soon as they appeared on the scene, and succeeded in holding them at bay until a well-directed shot from the old guide laid him low. Our friend says he don't want any more adventures such as that was, and has got the head of the old bull stuffed and hung in his hall as a trophy of his prowess. His friends are still in the habit of asking him every time they see him, who killed the moose?

LITERARY NOTES.

THE NOVEMBER *Century* is of more than ordinary interest, inasmuch as with it commences the only authentic history of the life of Abraham Lincoln that has ever been published. To every thinking man, the figure of Lincoln is one of the grandest in the world's history, and his fame always more than national, must continue to grow as years roll on. The authors, Messrs. Nicolay and Hay, both private Secretaries of the great President during his entire term of office, are peculiarly fitted both by opportunity and attainments to perform such a task, and from the opening chapters we should say that from a literary standpoint alone, the subject will be handled in such a masterly manner as to place it amongst the foremost biographical works of the age.

The illustrated paper by Dr. Charles Waldstien on "The Temple of the Ephesian Artemis, and the Ancient Silver Patera from Bernay," in which he argues that the silver plate of Bernay is the identical work of the ancient Ephesian Silversmiths mentioned in the Acts of the Apostles, should make this article interesting reading to every member of the craft in the present day.

The war papers treat of the battle of Chancelorville, which is described by Generals Hunt, Longstreet, Doubleday, Law and Alexander. As usual these war papers possess a fascination few can resist, and one can hardly lay the magazine down until the article is entirely finished. They are as usual profusely illustrated by maps and drawings from war time photographs which add materially to their interest.

In the literary articles, Mr. Howell's continuation of the "Ministers Charge" is as absorbing as ever, while in "The Fate of a Voice" and "The Hundredth Man," Mrs. Mary H. Foote and Frank R. Stockton, show themselves both entertaining and instructive. The Topics of the Times, Open Letters, and Bric-a-brac articles are as usual first-class and fully up to the usual standard.

The principal illustrations relate to the Life of Lincoln. A splendid picture of the great President as he appeared in 1860 forms a very appropriate frontispiece to this number, while a portrait of Boone from Sully's painting from life, and numerous other sketches give us a good idea of the early family life of the Lincoln family.

ST. NICHOLAS.—With the November issue *St. Nicholas* commences a new year, and one of great promise to its readers. Louisa M. Alcott contributes a very entertaining story, "The Blind Lark," while Brander Matthews has made an admirable collection of Victor Hugo's stories to young people which have all the quaintness and charm of the great French novelist. "Richard Carr's Baby" is the odd title of a most spirited description of an inter-collegiate football match, which cannot fail to entertain the boys. The opening chapters of the new Serial Juan and Juanita, by Francais C. Baylor gives promise of a treat for the little folk through the winter. The illustrations are as usual admirable, and the number one of the best the St. Nicholas has yet sent out.

WORKSHOP NOTES.

TO RECOVER THE GOLD.—In order to recover the gold from contact gilding baths, add hydrochloric acid to the gold solution, evaporate the whole to dryness, treat the residue with nitro-muriatic acid and precipitate the gold with sulphate of iron from the obtained solution. The precipitate, consisting of fine gold powder, is washed and then dried.

GOLD FROM OLD CRUCIBLES.—Some of our correspondents may have old crucibles on hand, and to such we would say, pound the crucibles to a fine powder in an iron mortar, then wash the sand away by taking a little of the powder at a time in the saucer, and dipping the saucer in and out of a pail or vessel of water. The sand will wash away, leaving the gold in the bottom of the saucer.

WHITENING SILVER CASES, ETC.—Pickle for whitening silver watch cases, silver filigree, etc., after soldering is made as follows: One ounce nitric acid, two ounces sulphuric acid, eight ounces rain water. If the article can be boiled in the pickle it is all the better, and is the only way to clean filigree work. Watch cases, spoons, etc., can be heated until quite warm and then immersed in the pickle.

TO CLEAN PINCHBECK TRINKETS.—To clean pinchbeck watch chains, brass plates, dust caps, wheels or other brass parts of a clock or regulator, Mr. Morgossy recommends the use of about one-half deciliter of acetic acid, or strong wine vinegar, mixed with a spoonful of salt, put into a plate or other flat vessel. Immerse the article, let it remain in it for about five minutes, if a chain, long enough to soften the dirt; then take it out and rub it between the hands; keep doing this until thoroughly clean, and it will become bright as when new; then rinse in cold water, and dry with a cloth or in sawdust. Dirty wheels or other watch parts can simply be dampened with the mixture and brushed with chalk.

TO REDUCE COIN GOLD TO A LOWER KARAT.—A correspondent asks how to figure in order to reduce coin gold to a lower karat. We presume he means United States coin, which is 21 3/5 karats fine. Multiply these figures by the number of ounces or pennyweights in the coin used, divide by the karat you wish to reduce to, and the difference between the result and the number of ounces or pennyweights of copper to be mixed with your gold. For example, given 100 ounces of coin to reduce to 10 karats fine: Multiply 100 by 21 3/5 and the result is 2,160. This divided by 10, the karat desired, equals 216, which, minus 100, gives 116 ounces of copper or other alloy to be mixed with the 100 ounces of coin.

TO PUT IN A MAINSPRING.—If there is no spring winder on hand the repairer will have to put in the spring, after it has been hardened and oiled, with his fingers. Holding the barrel with one hand, put the outer coil into it and see that the end is properly hooked and fastened in place, then hold it so with one thumb, while with the other thumb you work in the next half coil; then hold it there, and with the opposite thumb work in another half coil and so on, the opposite thumb working in a half coil at a time till all is in. This is a good way with thin and narrow springs; but when they are wide or very thick or soft, it is liable to twist the spring out of flat, and make the centre stand up. When the spring is in, always be sure that the centre lies flat in the barrel, that the point does not dig into either head, but stands free between them when on the arbor hook, and see that the hook is sound, well-shaped and fits the hole properly; for if the spring slips off when you wind it, it will probably snap and break. In handling the barrel, it is, of course, to be held with clean tissue paper to keep the skin from soiling it.

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

ELECTRO, SILVER AND GOLD PLATE.

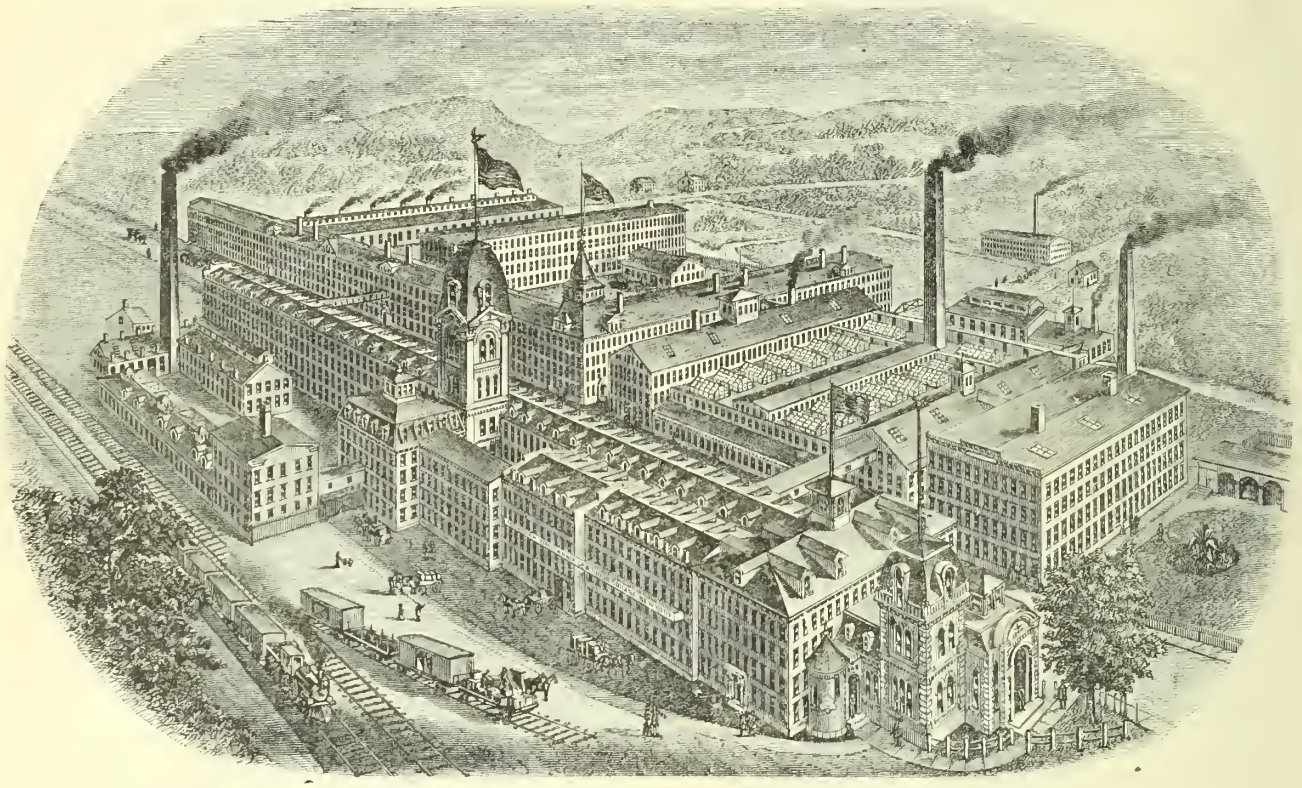


HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MERIDEN B. COMPANY MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

ELGIN NATIONAL



B. W. RAYMOND.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Breguet Hair Spring, Patent Regulator, Adjusted, Double Sunk Dial, Safety Pinion, Finely Finished throughout.

H. H. TAYLOR.



FULL GILT MOVEMENT.

15 Jewels (4 pairs settings), Compensation Balance, Breguet Hair Spring, Patent Regulator, Adjusted, Safety Pinion.

G. M. WHEELER.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Patent Regulator, Safety Pinion, Dust Band.

Our complete line of

18-SIZE, FULL PLATE, OPEN FACE,

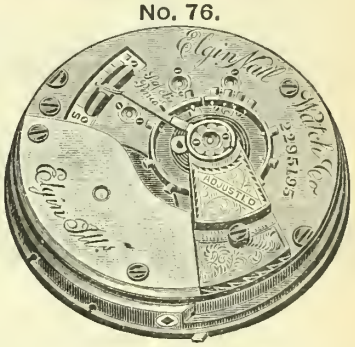
Pendant Set Movements, all with Quick Trains and Straight Line Escapements, as herewith illustrated, are the most perfect in construction and reliable as time-keepers now on the market.

Deliveries have been made of all grades to Jobbers, although the demand far exceeds our ability to produce them.

FACTORY: ELGIN, ILL.

New York Office: 22 John Street.

No. 76.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Breguet Hair Spring, Patent Regulator, Adjusted, Safety Pinion.

No. 75.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Patent Regulator, Safety Pinion, Dust Band.

No. 74.



FULL GILT MOVEMENT.

11 Jewels, Compensation Balance, Safety Pinion, Dust Band, Fine Regulator and Index.

No. 73.



FULL GILT MOVEMENT.

7 Jewels, Compensation Balance, Safety Pinion, Dust Band.

GENERAL OFFICE: 76 MONROE STREET, CHICAGO, ILL.

WATCH COMPANY

LEVY BROTHERS,

HAMILTON, ONTARIO.

MR. A. LEVY HAVING JUST RETURNED FROM THE AMERICAN MARKETS, WE ARE NOW PREPARED TO OFFER TO THE TRADE A VERY CHOICE SELECTION OF FINE

AMERICAN ROLLED PLATE JEWELLERY

EMBRACING ALL THE LATEST NOVELTIES.

CLOCKS

NEW HAVEN & SETH THOMAS & ANSONIA & INGRAHAM.

OUR PRICE LIST WILL BE READY FOR DISTRIBUTION EARLY IN NOVEMBER, MEANWHILE ALL ORDERS WILL BE FILLED AT THE REDUCED PRICE. OUR CUSTOMERS CAN DEPEND UPON RECEIVING FRESH AND SALEABLE GOODS AT BOTTOM FIGURES.

WE MAKE A SPECIALTY OF

AMERICAN - WATCH - MOVEMENTS - AND - CASES

OUR STOCK WILL BE FOUND COMPLETE AT ALL TIMES, IN ALL GRADES OF CASES AND MOVEMENTS.

PLEASE RESERVE YOUR ORDERS UNTIL OUR TRAVELER CALLS UPON YOU, AS WE THINK IT WILL BE TO YOUR INTEREST TO DO SO.

WISE AND OTHERWISE.

A BAD marriage is like an electric machine—it makes you dance, but you can't let go.

IT was a large manufacturer of New Jersey who said to his guests: "Ladies and gentlemen, after the grapes ye shall have beefsteak and masharoons, and then venison' straight from France.

"WHAT's your occupation, bub?" asked a visitor at the Capitol of a bright boy whom he met in the corridor. The boy happened to be a page in the House. "I'm running for Congress, sir," he replied.

"DOES your sister Annie ever say anything about me, sissy?" asked an anxious lover of a little girl. "Yes" was the reply; "she said if you had rockers on your shoes they'd make a nice cradle for my doll."

"I'M ashamed of the age in which we live," said a maiden of thirty-eight. "You may be ashamed of yours, but I'm not of mine," replied a nineteen year old companion. And it wasn't much of a nose that went up, either.

"MISS BROWN," asked a little girl of her governess," what was papa doing the other evening when he held your hand so long?" "Oh, that was palmistry, my dear." "Does mamma know about it?" "No. Pa mystery again, darling." "And suppose she had caught you?" "I'd palmysterics off on her, precious."

HE: "You don't play or sing, I'm surprised. Now I come to think of it, somebody told me painting was your *forte*; painting is the most fascinating, most———" She: "No I don't paint." He: "How foolish of me; of course it was writing; writing is the most———" She: "No! No! No! I'm like the young men of the present day. I simply sit down and try to look intelligent."

OTHER NOTES.

THE trip around the world can now be made in exactly sixty-nine days. Jules Verne's fancy was altogether too slow.

"WHAT's the matter, Uncle Erastus?" he asked facetiously, as the old man came limping in. "Got the gout?" "No, sah, I'se got de bill fo' dat whitewashin' what I did fo' yer las' yeah." The fellow that got this fired at him is the kind of Christian Sam Jones likes to shake up.

SEVEN thousand dollars in silver, the proceeds of a fair, were being taken to the bank at Mount Pulaski, Ill., recently, when the horses ran away, the waggon was overturned, and the money scattered in the street. Citizens gathered it up, and when counted at the bank there was but 60 cents missing.

THE FIRST GOLD FROM CALIFORNIA.—In the Smithsonian Institution at Washington is the small nugget of gold, a little larger than a pea, that first met the eye of James Marshall in the sawmill raceway at Sacramento, and was the beginning of those discoveries in California that have added nearly $1,500,000,000 in gold to the world's stock of the precious metals.

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

ADVERTISER would like to hear of good second hand show-case for sale. Nickel or wood. From 6 to 8 feet in length. State price and particulars. Lock Box 252, Stayner, Ont. (11)

JEWELRY Business for sale in new and thriving village in Western Ontario. A good and rare chance for young man with small capital. Satisfactory reasons given for selling. For full particulars apply to Box 109, Dutton, Ont. (11)

STOLEN at Woodbridge, Wednesday night, September 29th, 1886, the following Silver Watches as numbered:— No. 6360, M. J. Tobias, maker; No.53415, S.F. Jacott, maker; No.58058, Henri Mathy, maker; No.3773, Joseph Johnson, maker; Nos. 25156 and 1814687 case movement, Elgin, Ill. make; No. 2, Roskoff make; Nos. 48700 and 15142, case movement, Montauk make; No. 9232, Open Face (Verge) make; No. 1832, Thos. Powell Bates, maker; No. 134594, H. Mathy, maker; No. 9625 (composition) Globe Watch; No. 700 (German Silver), R. Holland, maker. Any person discovering any of the above watches will please communicate to C. Hollingshead, Woodbridge, (11)

WANTED.—Traveler for a wholesale Jewelry Business. Good position for a first-class man. Apply by letter, X. Z., office of TRADER. (11)

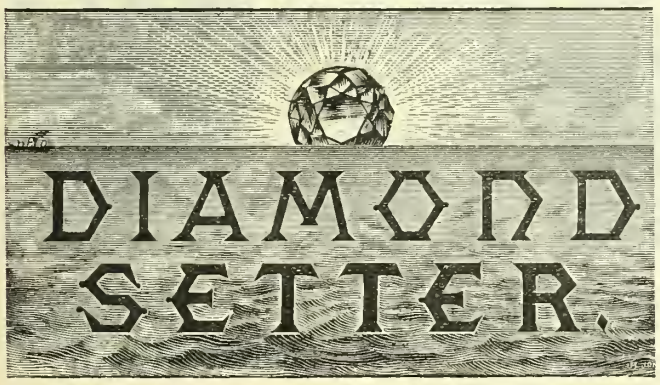
WANTED.—A good workman with a good set of tools. To one who can bring a small capital as partner, it is a good opportunity. Address: JAS. RENTON, Peterboro, Ont. (11)

WANTED—Situation as watchmaker by a young man. Can also do engraving and jewelry repairing. Can furnish best of references. Address: J. A. K., Hastings, Ont., P.O. Box 24. (11)

WANTED—SITUATION as Watchmaker by a young man, can also do Engraving and Jewelry Repairing. Can furnish best of references. Address, J. A. K., Hastings, Ont. P.O. Box 24.

WANTED TO EXCHANGE.—A Special British Challenge Bicycle, Nickel Plated all over, also has Ball Bearings and Ball Pedals. Run two seasons. Originally cost $120.00, for an American Lathe, Hopkins, Whitcomb or Moseley make, or a Regulator, such as New Haven, No. 2, or Seth Thomas, No. 16, Sweep Seconds or good Swiss make. Address, Lock Box 72, Mount Forest, Ont. (11)

WANTED.—A SITUATION, by a young man 19 years of age. Has had two years and a half experience in repairing watches, clocks and jewelry (very good at hard soldering), to finish trade. Wages not so much an object as a good position. A1 references. Address, Youth, P.O. Box 415, Napanee, Ont.



J. J. ZOCK,

LATE OF NEW YORK.

I beg to inform the Retail Jewelers of Canada that I have opened a factory at the address given below, for the manufacture of Artistic Jewelry With an experience of 15 years in some of the best factories in the United States, I can safely promise my customers the very finest quality of work and at very moderate prices. Special designs and estimates furnished on application.

DIAMOND SETTING OF ALL KINDS A SPECIALTY.

Call and see me when in the city, or if you can't come, drop me a line by mail and I will attend to you promptly. I defy competition in my line.

GUARANTEED STRICTLY FIRST-CLASS WORK.

10 KING STREET WEST, - TORONTO.

SMITH & PATTERSON

46 Summer St., BOSTON. 132 St. James St., MONTREAL.

JOBBERS IN ALL KINDS OF

AMERICAN WATCHES

GOLD, GOLD FILLED AND SILVER CASES,



AND SOLE CANADIAN AGENTS FOR THE FAMOUS



HOWARD WATCHES

Buy no more fine Swiss Watches, but use the HOWARD, which will show better time and give you less trouble in regulating and keeping in order.

Our Great Specialty is: AMERICAN ROLLED PLATED JEWELRY

Of which we carry the largest line of any concern in Canada or the United States.

THE AMERICAN LEVER

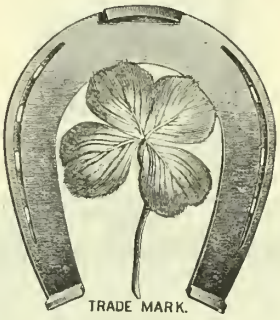
CUFF AND COLLAR BUTTON.

The Old, Original, Reliable, Faultless

Cuff Fastening.



OPEN.





CLOSED.

LOOK FOR TRADE-MARK ON POST.

NONE GENUINE WITHOUT IT.

Retailers are Advised to Examine Carefully what they buy.

The Horse Shoe and Clover Trade-Mark stamped upon all our productions is a guarantee of their supreme excellence in mechanism, quality, finish and design.

Ask Your Jobber for Them and accept no other.

HAMILTON & HAMILTON, JR.,

Successors to **HAMILTONS & HUNT.**

ESTABLISHED 1871.

ALL CHAINS STAMPED WITH OUR TRADE-MARK.

QUALITY OF GOODS GUARANTEED.

Successors to **HAMILTONS & HUNT.**

If desired, will furnish names of Jobbers carrying our line.

We also manufacture a complete assortment of BARS, SWIVELS, JUMP-RINGS, SPRING-RINGS, CABLES, EYE-GLASS AND BRACELET CHAINS.

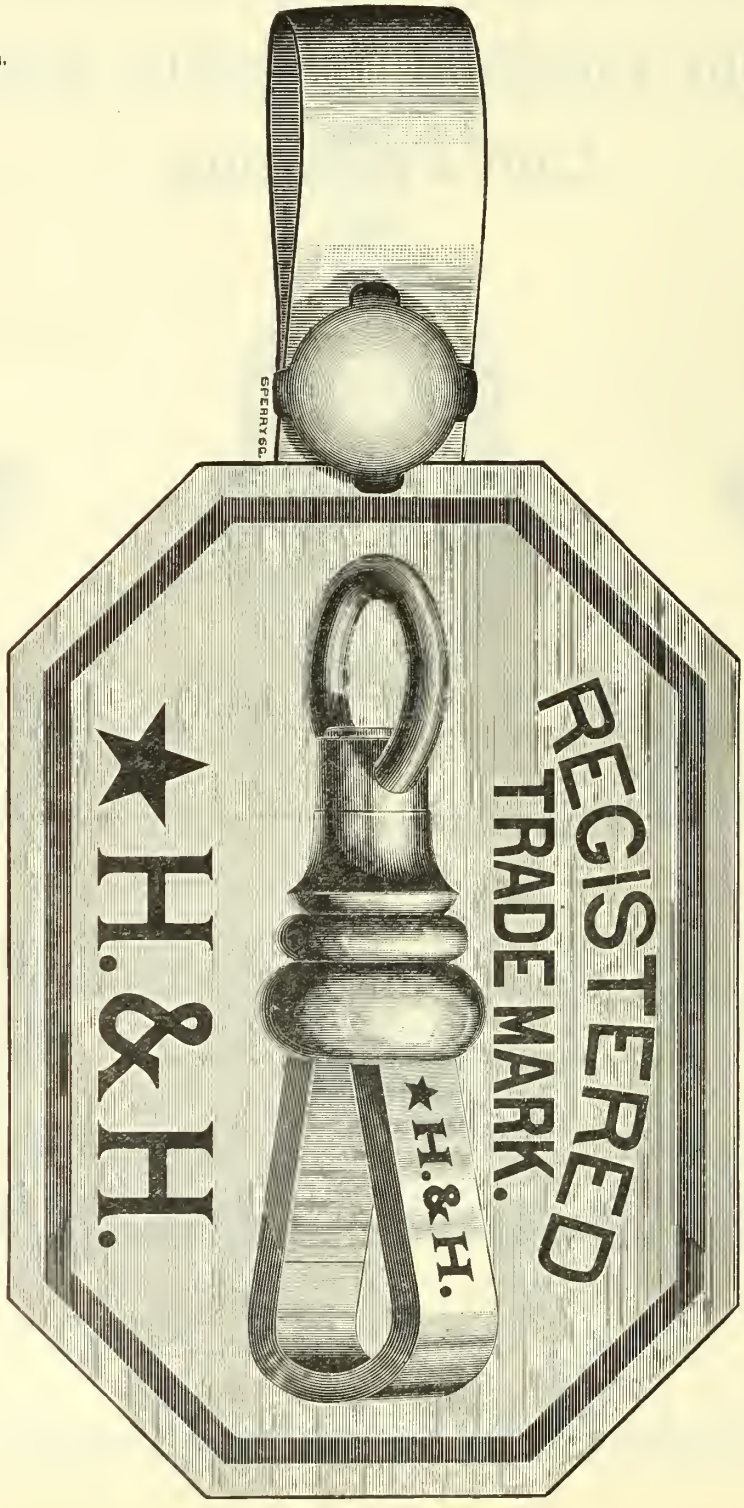
FACTORY:
226 EDDY ST., PROVIDENCE, R.I. U.S.A.

NEW YORK OFFICE
No. 176 BROADWAY.

—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

REGULAR QUALITY STAMPED * H. & H.



—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

EXTRA QUALITY STAMPED * H. & H.

NEW AND UNIQUE DESIGNS OF ENGRAVING

FOR

Keystone Silver Watch Cases.



HAPPILY CONCEIVED.

FAULTLESSLY EXECUTED.



EXCEPTIONALLY POPULAR.

KEYSTONE SILVER CASES

POSSESS THE MOST MARKED ADVANTAGES.



The originality displayed in their construction secures a strength, closeness of fit and wearing quality which make them THE BEST SILVER CASES in THE TRADE. The New Series of engraving for these handsome and reliable cases is probably the largest and most varied ever devised.

KEYSTONE WATCH CASE CO.

19TH & BROWN STS., PHILADELPHIA, PA.

CHICAGO. **NEW YORK.**

ESTABLISHED 1872.

The Plainville Stock Co.,

Manufacturing Jewelers,

Would respectfully invite the attention of the Trade to their unusually fine and large stock of

ROLLED PLATE AND SOLID GOLD FRONT JEWELRY.

We offer many and attractive designs, all of which are original and unique. The workmanship upon our goods is unexcelled, and the stock used is of the finest quality.

We make a specialty of

LACE AND BROOCH PINS, DROPS AND SETS,

which we have in almost endless variety. These are made after new patterns designed by our own artists, and are chaste and elegant. In addition, we have a full line of goods for the Fall and Holiday Trade, which we will take great pleasure in showing to our customers.

In order to protect the Trade from being imposed upon by goods of an inferior quality, made in imitation of ours, we have adopted a Trade Mark as follows:

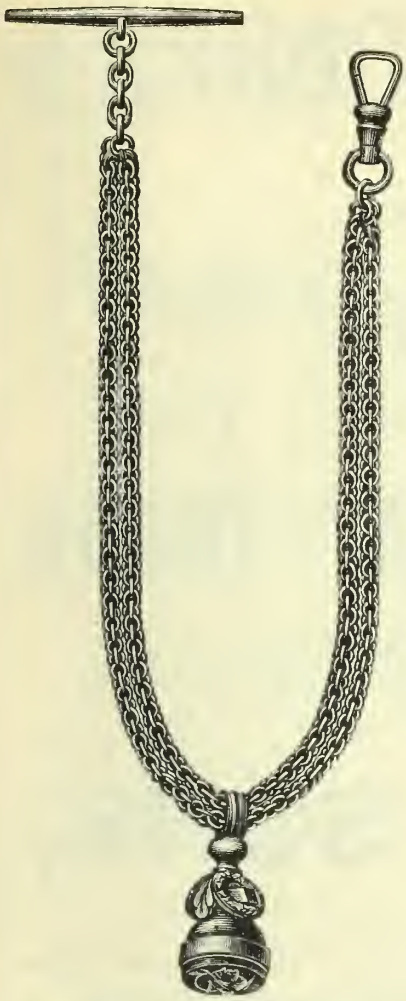
P. S. CO.

This mark will be stamped in an inconspicuous manner upon all our goods, and is a guarantee to the dealer of their quality. Retail dealers will be furnished with the names of jobbers who carry our goods, on application.

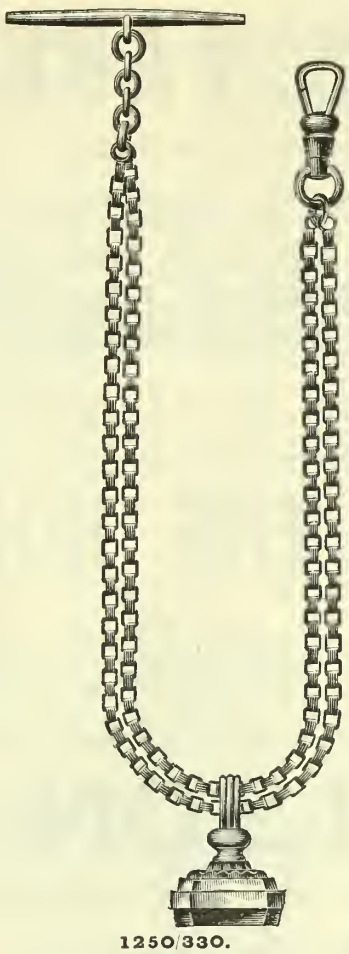
Full lines can always be seen at our New York Office: No. 176 BROADWAY.

PLAINVILLE STOCK COMPANY,

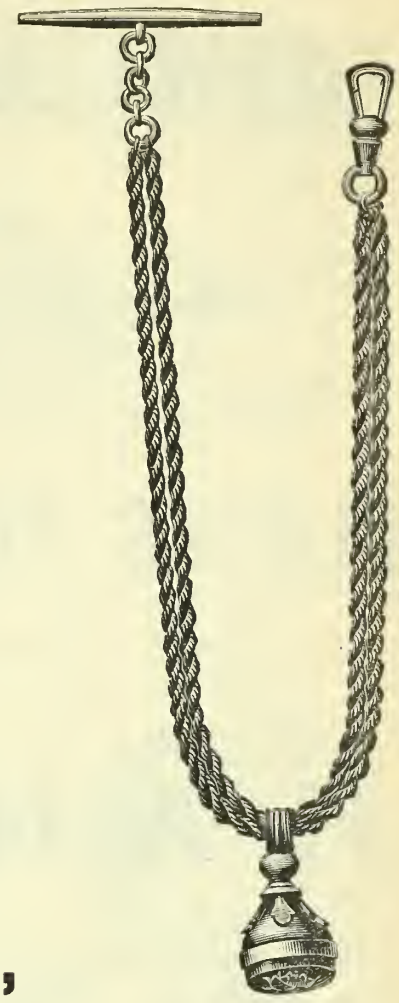
PLAINVILLE, MASS.



1856/334.



1250/330.



1682/333.

"R. F. S. & CO."

SOMETHING NEW AND ELEGANT.

SEAL PENDANTS

— IN —

CORNELIANS,
ONYX, SARDS
AND BLOOD STONE,

PLAIN AND INTAGLIO, SET IN SOLID GOLD.





ORIGINAL WITH

R. F. SIMMONS & CO.

JEWELERS' FANCY GOODS.

WE HAVE NOW ON HAND A

FINE ASSORTMENT OF DRESDEN STATUETTES, BRONZES, BRASS DINNER AND TABLE GONGS, FINE CHINA GOODS, MUSIC BOXES, MUSICAL GOODS, ETC., ETC.

Specially suited for the Jewelers' Holiday Trade.

CLOCKS FOR THE HOLIDAY TRADE.

Marble, Imitation Marble, Polished and Oiled Walnut, Nickel, &c.

H. A. NELSON & SONS,

Toronto and Montreal.

THE VERY LATEST !

Novelties arriving all this month, and our customers will find us prepared to meet all their requirements for

THE HOLIDAY SEASON.

Our stock is new and complete in ENGLISH AND AMERICAN JEWELRY, Rolled Plate Chains, Diamond and other Gem Rings, all at lowest prices.

Watch and Jewelry Repairing and Orders for Gold Rings attended to with promptness.

CLOX

AMERICAN WATCHES,

JEWELERS' FINDINGS,

WATCH MATERIALS & TOOLS.

Orders by Mail promptly filled.

E. J. THOMPSON & CO.,

55 KING ST. EAST, - - HAMILTON, ONT.,

EDMUND SCHEUER

11 WELLINGTON ST. WEST,

TORONTO

FRENCH,

NEW HAVEN,

SETH THOMAS,

ANSONIA,

INGRAHAM.

CLOCKS,

WATCHES,

JEWELRY.

WHOLESALE ONLY.

JOHN SEGSWORTH & CO'Y.

We are offering this Month a Special line of

NICKEL CLOCKS

BE SURE AND GET QUOTATIONS FOR CASE LOTS.

We are also showing a very nice Stock of

Gold Bangle and Band Bracelets

SET WITH DIAMONDS, PEARLS AND RUBIES; JUST THE THING FOR CHRISTMAS TRADE.

We are gradually catching up to our orders on

GOLD CASES

And are now showing a very good assortment. All good patterns.

Cheap Movements are scarce, so send in your orders early.

Yours truly,

JOHN SEGSWORTH & CO.,

6 WELLINGTON ST. EAST,

TORONTO.

THAYER & CO.,

3 Wellington Street East, Toronto.



XMAS NOVELTIES JUST TO HAND.

THE FOLLOWING ARE A FEW OF OUR SPECIALTIES:

BATES & BACON Filled Cases in 4, 6 and 18 size. The cheapest Filled Case made.

GILBERT CLOCKS. (Sole Agents.) We have them in every variety.

INGRAHAM CLOCKS, all kinds.

SILVERWARE of all kinds.

ROLLED PLATE ALBERTS AND GUARDS. The largest stock in Canada.

WATCH AND CLOCK MATERIAL. A full line exceedingly low in price.

Our Travellers are now on the road. Don't buy till you see their Stock. If in the city, call and see us.

REPAIRING JEWELRY A SPECIALTY. SEND IN YOUR JOBS.



THE OLD RELIABLE

Rolled Gold Plated Chains

Maintain their Reputation as the

BEST CHAINS

In the Market.

Always on hand with the latest and most Fashionable Patterns.

Quality and Make Guaranteed as the very best.

W. & S. BLACKINTON,

11 Maiden Lane, - NEW YORK.

Factory : Attleboro, Mass.

THE ONLY ABSOLUTE GUARANTEE OF QUALITY

IS THE INTEGRITY OF THE MANUFACTURER.

THE AMERICAN WATCH CASE COMPANY, of Toronto, guarantee every case bearing their trade mark, no matter by whom sold.

OUR CANADIAN PATENT FOR THE PERFECTION CASE WAS ISSUED JANUARY 15TH, 1886.



OUR NEW 3 oz. PERFECTION O. F. OR HUNTING CASE NOW READY. ASK YOUR JOBBER FOR THEM.

THE PERFECTION

DUST PROOF Watch Case, although placed by the American Watch Case Co., of Toronto, upon the Market four months ago, has already been pronounced by expert Watch Dealers to be

THE BEST AND CHEAPEST WATCH CASE EVER MADE.

The Perfection has been specially designed with a view to make a Watch Case which would at once be cheap in price and at the same time afford sufficient protection to the movement. This idea has been admirably carried out by taking the excess of Silver from the centre and placing it in the backs, which will be found extra firm and heavy. Although the cheapest Watch Case ever made, it is warranted to give satisfactory wear. Ask your Jobber to show them to you; it is money in your pocket to handle them, therefore take no others instead. Every "Perfection" Case we manufacture bears our stamp and registered Trade Mark as above, and is fully guaranteed as to quality, no matter by whom sold.

OUR NEW PATENT UNBREAKABLE PENDANT SET.

☞ Dealers will please notice that we are now fitting all of our Open-Face Stem-Wind Cases with our new Patent Unbreakable Pendant Set, the simplest, strongest and best device for the purpose ever invented. They are made so as to take any regular American Full-Plate Movement with Female Winding Pinion. Our 3 oz. S. W. Perfection Cases are also fitted with it.

THE TRADER.

TORONTO, ONT., DECEMBER, 1886.

The recognized organ of the Jewelry and kindred Industrial Trades of Canada.
Published on the first of every month, and sent free to every dealer in Jewelry and kindred goods in the Dominion of Canada.
Our rates for advertising will be found very low, and will be made known upon application.
We shall be glad to receive correspondence from all parts, and will publish such letters as will be of interest to the Trade. We do not, however, hold ourselves responsible for the opinions of our correspondents. The name and address must invariably accompany the communication, not necessarily for publication, but as a guarantee.
All business and other communications should be addressed to

THE TRADER PUBLISHING CO.,
57 ADELAIDE ST. W., TORONTO, ONT.

SPECIAL NOTICE.

To ensure insertion, changes or new advertisements must reach this office not later than the 20th of each month.

EDITORIAL.

WANTED, A NATIONAL CURRENCY.

To our mind one of the greatest needs of Canada at the present time is that of a national currency which shall pass current and at par in any part of the entire Dominion. At the present time our monetary system is a mixed one, the Federal Government issuing all notes under four dollars and the banks all over that denomination. The result of this system is to hinder the free exchange of commodities throughout the country on account of the ignorance or prejudice of banks about which people at a distance know little and care less. It certainly seems absurd that in depositing the notes of a Winnipeg or Halifax bank, a Toronto merchant should have to pay his banker a larger rate of exchange than on any foreign currency. But so it is. American currency can be exchanged, for, from one-eighth to one-quarter of one per cent., but our banks have been known to charge as high as three and five per cent. exchange on the notes of Canadian banks in the distant provinces,which are probably as solvent as any banks in the country. This is not right and it should be put a stop to as soon as possible.

We contend that what this country wants and will have before long, is a national banking system, something similar to that of the United States, by which all the notes will be issued and guaranteed by the Government. Such notes like the American Government currency would pass at par not only in Canada but in any part of the United States and would do much towards helping our international trade, as also the free exchange of goods between the various provinces of the Dominion.

The Banks of Canada have by far too good a thing as things at present stand. For every dollar of gold reserve they have, they are empowered by Government to issue five of their own notes. By this privilege they are enabled to get interest on four times the amount of money they actually invest, a thing that no private individual ever gets a chance to do. Then again as every person knows, a great deal of paper money is destroyed every year by being burned in fires, sunk with vessels lost at sea, and in a thousand other ways. At the present time this loss is so much clear gain to the banks, while its benefit ought certainly to accrue to the people at large, and would do so had we a national currency of our own.

We are glad to see that the workingmen have taken up this question and that they propose shortly to bring it within the scope of practical politics. This is one of the questions that professional politicians fight shy of on account of the immense influence of the banks, but it is one nevertheless of more vital importance to the future of the country, than nine-tenths of the questions about which the regular Grit or Tory papers are continually fighting. The only trouble about such a question is, that it will benefit the country at large and not any political party, and it will probably only be because they are compelled to do so that either of them will take it up. It is bound to come, however.

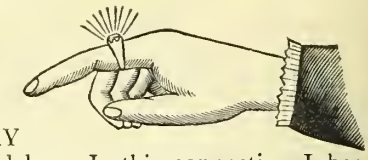
DISTRIBUTION OF THE INCREMENT OF LABOR.

In our November number we took issue with Mr. A. Blue, Secretary of the Ontario Bureau of Statistics, on a statement of his in regard to the profits made by the Capitalist or Manufacturer in Canada. Although Mr. Blue did not squarely say so, the inference that anyone would casually draw from his article was that the Canadian Manufacturer gets 54¼ per cent. and the mechanic only 45¾ per cent. of the increment of labor, or profit on the goods made in this country. This division, Mr. Blue says, "may be fair, but the presumption is against it." That we may not be accused of putting a wrong or forced construction on Mr. Blue's words, we quote the editorial utterance of the Toronto *Globe*, a paper not only in accord with the Government Mr. Blue has the honor to serve, but a personal admirer of that gentleman himself. They interpret Mr. Blue's meaning to be as follows :—"Thus, the owners of capital after "paying 6 per cent. upon their investment, get more than fifty "cents out of every dollar from sales. This seems a large "share, considering the amount and quality of exertion done by "the employers and employed respectively."

As we pointed out in our last issue, Mr. Blue made the mistake, (unintentionally we thought) of omitting to deduct from the manufacturers' profits the amounts he himself had specified for interest and expenses of manufacture, because when that was done there remained only 9½ instead of 54¼ per cent. as profit to the manufacturers. The Toronto *Mail* did us the honor to copy our article upon this subject and remark upon it editorially, and in reply to their strictures upon Mr. Blue, that gentleman publishes a letter in which he makes the following statement :—"THE TRADER, I understand you to "say, thinks that 15 or 20 per cent. would be a fairer allowance "for expenses; but it proceeds to show that on the basis of 6 "per cent. for interest ($9,918,157) and 10 for expenses "(30,967,606) there remains of the Capitalist's apparent profit "only $29,476,350 or 22.8 per cent. of the net product instead "of $43,913,694 or 33.8 per cent. by my showing. THE "TRADER has made the mistake of calculating expenses on the "gross product of manufactures instead of on the capital in-"vested—on $309,676,068 instead of $165,302,623—and the "result is a gross error of $14,437,344. Upon its own highest "rate of 20 per cent. for expenses and 6 per cent. for interest, "the net profit of the manufacturers would be $27,383,432 or "21 per cent. of the net product."

It will be observed in the above extract from Mr. Blue's letter to the *Mail* that he has apparently changed his mind as to the per centage of profit the manufacturer has. His first statement being 54¼ per cent. and his second that they get

JEWELRY REPAIRS.



Every Retail Jeweler in Canada has at some time or other felt the need of a JEWELRY REPAIR SHOP that could not only do such jobs in first-class style, but return them without delay. In this connection I beg to notify the Jewelry Trade throughout Canada that having fitted up my new factory with all the modern steam machinery requisite to the successful carrying on of a first-class jewelry manufacturing business, I have also opened a repairing department in connection therewith. I respectfully solicit your custom therefore for repair work of all kinds, and gold and silver plating in all its branches. Every job done by me will be executed in a first-class manner, and my prices will be found as low as consistent with good workmanship.

Special attention is also given by me to the execution of orders for special jewelry to be made up either from original or selected designs. For such things as Lockets, Diamond or other Earrings Brooches, Earrings or Chain work of any kind, I have special facilities and can guarantee satisfaction every time. When you have any new special work or jewelry repairs, give me a chance. Remember my address, A. H. WELCH, FINE JEWELRY MANUFACTURER, 31 ADELAIDE STREET WEST, TORONTO.

G. H. LEES. WM. LEES.

G. H. LEES & CO.,

29 MAIN ST. EAST, - HAMILTON, ONT.

Manufacturing Jewelers

—AND—

Watchmakers to the Trade.

BEST FACILITIES IN BOTH DEPARTMENTS.

Complicated and other Watches put in thorough Order

JEWELRY CAREFULLY REPAIRED & PROMPTLY RETURNED.

W. B. HILL,

MANUFACTURER OF

FINE GOLD JEWELRY,

DIAMOND LACE PINS,

EARRINGS, RINGS,

PINS, CUFF BUTTONS, LINKS,

COLLAR BUTTONS, STUDS.

31 KING STREET EAST, - - TORONTO.

DONALDSON & MILNE,

ASSIGNEES IN TRUST,

ACCOUNTANTS, AUDITORS, AND COLLECTING ATTORNEYS.

OFFICE: ROOM 10, JANUS BUILDINGS,

ENTRANCE:

47 WELLINGTON STREET E., AND 50 FRONT STREET E.

Send for circular for full information as to Audits, Collections and Assignments, etc.

ALBERT KLEISER,

IMPORTER OF WATCHMAKERS'

TOOLS AND MATERIALS,

SWISS AND AMERICAN WATCHES, ETC.

Stem Winding and all Kinds of Wheels cut to Order.

14 King Street East, Toronto.

WM. LEWIS,

Late of BIRMINGHAM, ENG.,

Goldsmith and Jeweler,

MANUFACTURER OF ALL KINDS OF

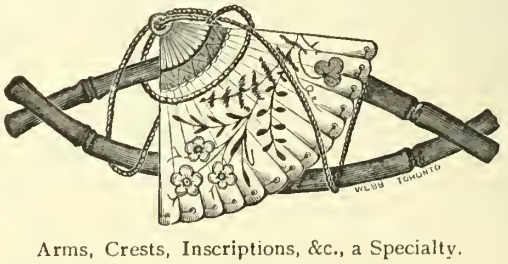
LADIES AND GENTLEMEN'S RINGS,

AND OTHER JEWELRY IN BRIGHT AND COLORED GOLD.

8 KING ST. WEST, ❋ TORONTO, ONT.

MIKADO BROOCH.

The fastest selling Brooch in the market. A marvel of cheapness.



Arms, Crests, Inscriptions, &c., a Specialty.

A. M. WELLINGS, Manufacturing Jeweller and Engraver,

26 ADELAIDE ST. EAST TORONTO.

33.8 per cent. profit; certainly one or the other must be an error.

As far as we are able to judge they are both wrong. Mr. Blue says that we make the mistake of calculating the expenses of running a business at 10 per cent. on the entire product, instead of on the capital invested by the manufacturers. This is really the point now at issue between Mr. Blue and ourselves, and we propose to show that in this, as in his first statement, the Secretary of the Ontario Bureau of Statistics is as far astray as ever. If Mr. Blue will take the trouble to interview any dozen wholesale merchants of this city, who simply buy and sell their goods, and can therefore calculate almost to a cent how much their expenses really are, he will find that 10 per cent. is about the allowance made by such firms on their total sales to cover the expense of selling their goods and converting them into money. If Mr. Blue were to suggest to one of these gentlemen the theory that their total expenses should be 10 per cent. upon their cash capital and not upon their total sales, he would be very speedily convinced from a look at their ledger that if he could effect such a saving in many wholesale firms' expenses he could command a salary such as few people on this side of the Atlantic ever dreamed of. To show, in a few words, the absurdity of such a proposition, we will suppose a merchant or manufacturer commences business with $1,000 of capital, and during the year turns out or sells $10,000 worth of goods. Ten per cent. on his capital would be $100. Does Mr. Blue imagine that a $10,000 business can be carried on at a total expense for rent, insurance, salary, fuel, etc., of only $100? The thing has only to be stated to show its absurdity.

The expenses of manufacturing, however, are considerably larger than those of the merchant who simply buys and sells. The manufacturer, as a rule, has every expense connected with marketing his goods in the same proportion that the wholesale merchant has, but in addition he has a host of expenses connected with their production of which the latter never dreamed. The manufacturer is compelled to invest a large amount of money in machinery, the wear and tear of which alone is calculated by experts to be 10 per cent. of its own value per annum. The machinery of to-day, owing to the progress of inventive talent, may be out of date six months from now, in which case it is worth hardly any more than it will bring for old iron. Then again he has to have power to drive his machinery, and no matter whether such power be steam or water, it is a serious item of expense. In addition to all these there are the thousand and one things used in manufacturing that, while too small in their individual amounts to be put into the regular material account, help very largely to swell the "expense account" and reduce the margin of profit.

Mr. Blue not being a practical merchant or manufacturer, forgets that raw material and wages are only part of the cost of the goods manufactured, and that the money spent in "expense account" in their manufacture and sale is just as much a part of their cost as either the raw material or wages.

We stated in our last article on this subject that although we took Mr. Blue's estimate of 10 per cent. for expenses as being correct, we did so simply to allow him the benefit of the doubt and to show the error into which he had fallen. We did not then, and do not now think that 10 per cent. is a large enough allowance for a manufacturer's expenses. As we stated before, from what we can learn from all practical sources, these expenses will run at least to 15 per cent. on the total amount of production, if not more.

As far as we can see, this statement of Mr. Blue's is not only erroneous in itself, but calculated to do harm by creating dissatisfaction between the employer and the employees. That this is the case has been proved in more than one case where employees taking the *Globe's* editorial statements on this subject for gospel have agitated for what Mr. Blue and the *Globe* would call a fairer distribution of the profits than they have hitherto received.

No one expects anything better from the *Globe*, which will do anything to gain a party success, but from a Bureau of Statistics—which should be reliable, if it is anything at all—something fairer should be expected.

CORRESPONDENCE.

To the Editor THE TRADER:

DEAR SIR,—Please accept thanks for your space containing my ad. in November issue, for show case. I have had responses from which I was able to select.

Yours, with thanks,
Lock Box 252,
Stayner, Ont.

PORTAGE LA PRAIRIE, Nov. 19th, 1886.

To the Editor of THE TRADER.

The writer has been waiting since his last letter to see some other craftsman put in his oar, but since a certain bashfulness seems to prevail among the fraternity, I shall as promised, proceed to describe how I repaired the unfortunate watch before mentioned. But first let me describe the workshop. It was a telegraph office on the then partially constructed Canadian Pacific Telegraph line, and situated about 150 miles west of Port Arthur. The shanty was twelve feet long by eight feet wide and seven feet high. The roof was formed of "scoops" (hollowed half logs) packed with moss. The floor was made of flatted poles packed in sand. One small window admitted the light, while an equally primitive door admitted the Company's telegraphic patrons in the shape of a couple of line repairers once a month, two timber men at work on ties, and an occasional roving Indian. In one corner of the shanty, occupying a quarter of the ground space stood the writer's "little trundle bed," a cook stove and cooking utensils, camp kitchen, etc., occupied another quarter of the space. A table, one end used for eating off, the other end occupied by my telegraph instruments, left very little of the shanty unoccupied; so that when election returns, stock reports or sensations of any kind were coming in on the wires, and the surplus population of Gull River (Falcon Station) crowded into the building, one man occupied the bed, another perched on the stove, another one might stand in the doorway and listen to the ticking of the instruments.

It was in this office that the fell deed was committed. One of the tiemen had "wound his watch up too tight," so he said, and knowing the writer had been at the trade for a couple of years, brought the sick timepiece in to have its case diagnosed. With the aid of a jack-knife and the end of a nail sharpened

LOWE & ANDERSON

WHOLESALE AND MANUFACTURING JEWELERS,

16 WELLINGTON ST. EAST, TORONTO.

HOLIDAY GOODS.

STERLING SILVER

FLAT WARE, CARD CASES, NAPKIN RINGS, ETC.

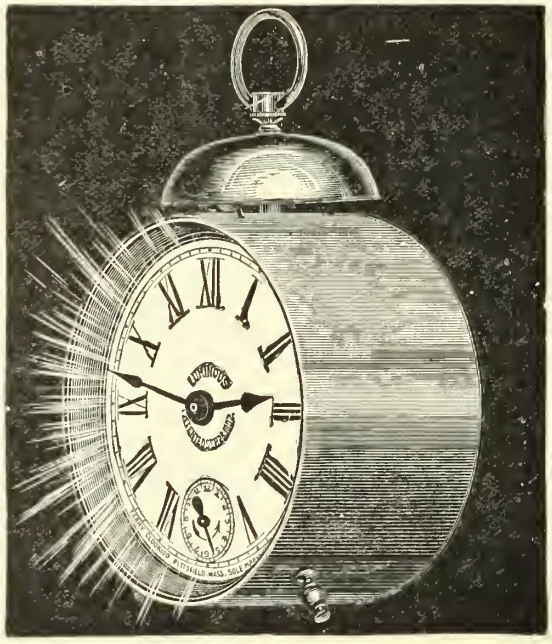
MARBLE CLOCKS.

A large Shipment just to hand of the Newest Styles designed for the New York Market.

NOVELTIES

IN NICKEL CLOCKS AND PLACQUES.

CANADIAN AGENTS OF THE METEOR LUMINOUS CLOCKS.



CLOSE QUOTATIONS FOR CASE LOTS.

SILVER JEWELRY.

It is acknowledged by the Trade that our designs in this department are the finest in the market. Repeat orders just arrived.

WATCHES.

WALTHAM, ELGIN, HAMPDEN AND ILLINOIS. We have made ample provision for the Xmas Trade.

WIRE ORDERS PROMPTLY ATTENDED TO.

like a small screwdriver, it was ascertained that the barrel hook was broken off. Here was a "go." All the tools available within thirty miles were 3 chopping axes, a hammer, a hunting knife, pocket knife, three cornered file and telegraph wire pliers, with a pair of climbers, telegraph vise, spade, coil of telegraph wire and a fragment of copper wire thrown in. However the reputation of the craft in emergencies must be sustained. Punching out the fragment of the hook left in the barrel, by means of a piece of sharpened telegraph wire, I took a small piece of the copper wire, reduced it to the proper size, wore a notch in one end with the jack knife, drove it through the barrel a proper distance, and then using the pliers as an anvil and the back of the hunting knife as a hammer, carefully rivetted the hook in its place. After the watch was carefully put together and a little sweet oil applied, need I say the watch ran like a charm for a week or two. Then that soft copper wire cut through, the monkey wrench refused to hang on the safety valve, the eccentric overbanked on the piston rod and the rag wheel came to a sudden halt. Not having stolen any of the jewels out to compensate me for wear and tear of intellect, I was so discouraged that when my watch stopped shortly after it was hung on a nail and thereafter its owner, when on the march westward over the line to Wabigom, 60 miles distant, when sleeping out at nights noted the snail-like revolution of the "great dipper" around the polar star, when he was wakened every couple or hours by the intense cold and admonished to heap more logs on the fire, then to pray for morning.

Some time ago I received a couple of watches from the West. One had been experimented on by a man in the Rocky Mountains who thought he was pretty handy at anything. The other had been run over by a heavily loaded wagon. A careful examination and comparison showed that in both cases the injuries were about equal. The one had been crushed in and the other had been *crushed out*, so to speak. The mechanic had taken out the barrel and by means of a coarse three cornered file had done some ghastly work on the inner coil of the mainspring and barrel arbor. The various jewels had come in for attention and fragments of them were taken off as mementoes. Neither were the pivots neglected, some of them being beautifully curved.

Perhaps Mr. Editor you would tell us on the quiet what kind of watchmakers you keep in Ontario. Do they use the old brush and chalk method? Do they have trade secrets that they are afraid to impart, or do any of these fancies indicate the reason for their reticence in committing themselves to paper? If some of them do not waken up and contribute to the spicy little TRADER, the humble writer will be compelled in the discharge of a painful duty, to do as the Manitoba *Free Press* was credited with doing in the case of the immortal Nicholas Flood Davin, to take a long pole, reach up to the pinnacle of fame and knock some of them off.

Yours,

H. J. WOODSIDE.

AN OPPORTUNITY FOR INVENTORS.—A German firm, Charles Beck, of Ebingen, Wurtemberg, proposes, in the *L'union Horlogerie*, to order 1,000 tricycles, cash down, from any inventor who will send them a model of a tricycle to be propelled either by spring, electricity, or weight of rider; any one of our readers who wishes to enter into competition and, by applying to *The Jewelers' Circular* office obtain specifications.

A PRACTICAL TREATISE ON

THE BALANCE SPRING.

Including Making, Fitting, Adjusting to Isochronism and Positions, and Rating, also Adjustment for Heat and Cold.

BY EXCELSIOR.

PART III.

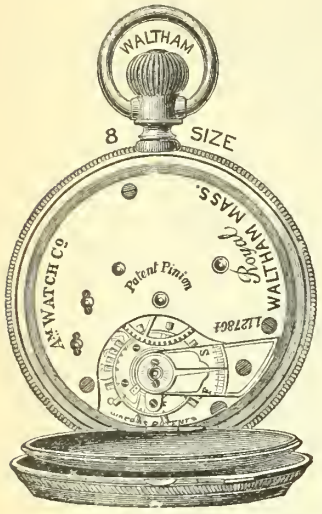
THE ADJUSTMENT TO POSITIONS.

(80) The *adjustment to positions* is another point which must now receive attention. We know that in nearly all watches the balance has a larger motion, or longer vibration, in a horizontal position than when it is in a vertical position, or with its edge up. This is caused by a greater friction on the balance pivots in the latter case. The adjustment to positions is effected by equalizing the frictions, so that the hair-spring will be able to move the balance through the same arc in any position in which it may be held. Generally, watches are adjusted for the two horizontal positions, dial upward and balance-bridge upwards, and two vertical positions, with the figure XII upwards, and III upwards. But a fine watch should be adjusted for all four vertical positions, XII, VI, III and IX upwards. In all cases the equalizing of the frictions is to be done by *lessening the greater* ones—never increasing frictions unless that is unavoidable.

(81.) The two horizontal frictions are equalized by making the ends of the balance pivots equally flat and well polished. The extent of the vibrations can be readily observed when the dial is upwards, by setting the movement holder upon a piece of looking-glass on the bench. The balance and works can even be examined with the eye-glass while in that position, by looking from one side at such an angle that its image will be reflected into the glass. This is much better than holding the movement above one's head in order to see its under side, insures a true and equal horizontal position each time, and obviates the trembling of the hand while holding it, which interferes with the motion of the balance—and is, besides, easier and safer.

(82.) If the vertical vibrations are smaller than the horizontal ones, the other conditions being as described in sections (93, 94,) the only way is to flatten the ends of the pivots, till the balance will keep up about the same motion in all positions. Some workmen not only flatten the ends, but go further and use round grinders or laps to hollow out the pivot end a little, and cause the entire weight to be sustained upon the ring of metal left around the outer edge of the pivot end. This brings the rubbing surface nearly as far from the center of the pivot in the horizontal as in the vertical position, but the practice is objectionable for several reasons, besides being difficult of execution. It is sufficient for all practical purposes to make the end of the pivots perfectly flat, or as nearly so as may be found necessary on trial.

(83.) On the other hand, if the vibrations are greater in the vertical than in the horizontal position, then we slightly round off the end of the pivots to increase the arc in the horizontal position to an equal extent. These changes of the shape of the pivots should be done in a lathe, and very slowly and cautiously, lest we do too much. The best tool is a pivot burnisher, as that both polishes and hardens the surface. If a stone or lap is used, the burnisher should finish the job. In rounding off the end, the departure from a perfect flatness on the end of the pivot should be only sufficient to prevent actual contact with



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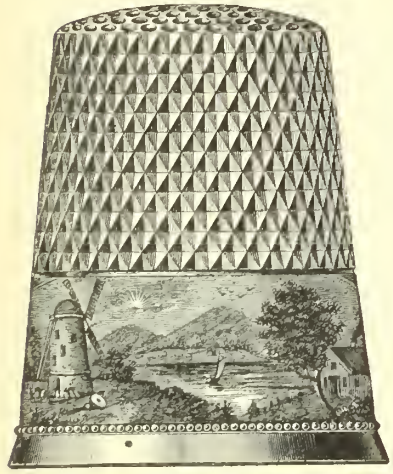
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the end-stone, so that the rounding off shall be barely perceptible to the eye. First remove a narrow ring around the outer edge and try. If not enough, take off a little nearer to the center of the pivot. If too much is taken off, we shall have to flatten the end again, which will shorten the pivot. Therefore we take off but little at a time, and as equally as possible off each pivot. Always remove any "feather-edge" that may appear at the corners of the pivots, with an oil-stone slip.

(84.) Having substantially equalized the vibrations, any remaining error can be easily compensated for by the isochronizing of the spring, which should *follow*, not precede, the adjustment to positions. Most workmen test that adjustment by *timing* the watch in different positions, and make the alterations of the pivots according to the errors found in the time, instead of by the differences in the vibrations as above directed But it is clear that if the spring were isochronal, there would be no change of time in the different positions, even if the frictions and arcs of vibration were different. Hence that test is of no use, except before the spring is isochronized, and even then it is a mere waste of time and labor, because the same information can be gained instantly by simply observing the extent of the arcs of vibration in the different positions. For, if the arcs are the same, the times will be the same. And when we have equalized the arcs, we may be certain that they will be performed in equal times, without taking the trouble to try them.

(85.) *Faulty methods.* Other methods of adjusting to positions are often followed by "the best workmen." Some throw the balance out of poise in such a way as to equalize the vibrations in different positions. For instance, if the watch goes faster in the hanging position, or XII up, than when horizontal, they make it go slower by increasing the arc of vibration, thus: Allowing the balance to come to rest, they make that side which is at the top when the figure XII is up heavier, by drawing out one or two screws in the rim or otherwise. Or, if it loses in that position, they make the bottom heavier, so that the motion will be lessened. Now in an adjusted compensation balance this would probably destroy the adjustment for heat and cold. Even with an unadjusted balance this plan may be unsuccessful, for a greater vibration may be either quicker or slower, according to the spring—and the change of vibration may produce the opposite effect to that designed. Or, if the spring be isochronal, it will have no effect upon the time except the injurious one caused by the want of poise.

(86.) Others bend the hair-spring to one side, instead of leaving it free and concentric with the balance axis, as it should be. For instance, if the watch loses with XII up, but goes correctly with III up, the spring is bent towards the figure XII, so that when that side is upwards, the spring will partly support the balance and lessen the friction in that position. Workmen who follow this method adjust only for the two horizontal positions and two vertical positions, viz.:—XII up and III up. And they calculate that, by thus adding a side pressure of the pivot to the friction upon its end, they will increase the friction while in the horizontal positions, and so make it equal in the horizontal and vertical positions. Now it is sufficient to say that either of the two preceding methods is entirely wrong in principle, being directly destructive of the isochronism of the spring, and injures the watch in *all* positions for the sake of a little apparent improvement in one or two. No good workman will practice either of them, nor will he need to do so if he properly understands his business.

(87.) The arc of vibration should be the same in each of the four vertical positions. If it is not, there may be different causes. The balance may be out of poise; the balance jewel holes may not be round, not evenly polished inside, or too large for the pivot—allowing the balance to fall towards the lever, escape wheel, etc., or away from them, and interfere or change the action of the parts. The change of the arcs when held in the different positions will guide us to the cause. Inasmuch as the greater the friction is, the smaller the arc will be, we know in which position to remedy the inequality of the friction, and we may also ascertain the effect of our alterations by simply noting the change in the arcs. It is desirable to equalize the frictions in the different positions as nearly as possible, as it leaves less to be accomplished by isochronizing the spring, and there is a limit to the amount of irregularity which this adjustment can compensate for. Besides, the more perfect all the parts of the watch are, the finer the performance which we may hope to obtain from the spring.

PART IV.

THE ISOCHRONAL ADJUSTMENT.

(88.) We have now reached that portion of our subject which relates to the final adjustments of the hair-spring for the purpose of insuring that the vibrations of the balance, whether they be great or small, shall always be accomplished in equal times, when the spring is said to be isochronized or adjusted to isochronism. In my previous articles I have given general directions for fitting springs, which, if followed, will prevent any very great errors of time from varying arcs of vibration, and which, moreover, must be attended to before the last finishing touches, presently to be described, can be proceeded with. The isochronal adjustment of the hair-spring is, without doubt, the most delicate and least understood operation the watchmaker is called upon to perform. Many who talk and write most glibly about it do not appear to know even the meaning of the term. And upon considering their ideas we are forced to the conclusion that unless their practice is better than their theories, it is not worth much; or else, if they do really understand the subject, they are purposely trying to lead others off upon a wrong tack, in order to keep their knowledge to themselves. But to this there are, of course, honorable exceptions.

(89.) I do not propose to advance any new theories, but to regard it in a very practical light, as a merely mechanical problem, requiring no profound knowledge, either scientific or mathematical, but which may be satisfactorily solved by any watchmaker of ordinary skill and patience. And I shall endeavor to give all necessary instructions for doing so. Even if the workman does not intend to undertake the isochronal adjustment, it is important that he should know how to discover whether the watches he buys and pays an extra price for as isochronized, are so or not, for there is as much swindling of ignorant dealers on "isochronal hair springs" as on "compensation balances, adjusted for heat and cold," of which not one out of a hundred so called are adjusted at all.

(90.) *Action of non-isochronal springs.* If the hair-spring is not isochronal, the watch will vary from correct time whenever the extent of the motion of the balance, or the "arc of vibration," as it is termed, is changed. In a watch having a going-barrel the vibrations are largest or longest when first wound up, and become smaller as the motive power becomes weaker, so that during every hour of the 24 the watch may keep a perceptibly

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different time. Some springs perform the short vibrations in less time than they do the long ones, while others do the reverse. A well made and well fitted spring will not vary much from uniform time, while a spring that is misshapen, crooked, out of center, unevenly coiled or tempered, that has been scraped, ground, much bent, or is very soft, will vary sometimes several minutes during the day, although it may be somewhere near right at the *end* of the day. Every change of the arc of vibration caused by jarring, carrying, keeping it in different positions or different temperatures, irregular winding, poor oil, dirt, etc. causes it to vary, so that for accurate timekeeping it is valueless.

(91.) In duplex and cylinder escapements the resistance to the momentum of the balance caused by the pressure of the escape wheel during the free arc of motion of the balance, is greater or less in proportion to the greater or less motive force, and therefore these escapements are in some degree self-compensating for irregular motive forces. Yet they do vibrate further when first wound up. In English levers and chronometers the fusee and chain are employed to equalize the motive power. But, to do this accurately, the fusee must be cut in conformity to the varying strength of the particular main-spring used, which is seldom done, as is shown by the varying arcs. But were it so, the friction upon the balance pivots *in different positions* is another disturbing influence in all watches. And even if the watch is adjusted for positions, the thickening of the oil, accumulation of dirt, etc., by running, cause the vibrations to gradually diminish.

(92.) As it is practically impossible to prevent the arc of vibration from varying more or less, it is necessary in fine watches, after reducing that variation to the smallest possible amount, to adjust the hair-spring within those limits, so that no error of time shall result from such unavoidable changes of the arcs of the balance. This adjustment or isochronizing of the hair-spring can be done in different ways, which we shall consider at some length. But before undertaking this, and even before we can safely test our spring to see what and how much adjustment it requires, there are certain other points to be attended to.

(93.) *Requirements of isochronism.* Besides observing the instructions already given for the correct forming and fitting of the spring itself, the balance and the lever must be perfectly poised; the balance, spring, lever, and all other parts in the watch, even the springs in the case, must be free from magnetism; the movement must be in good condition to transmit the motive force uniformly to the balance; the escapement particularly must be as perfect as it can be made; the end-shake of the balance, lever and escape-wheel no greater than is necessary to give freedom of motion, so that there can be no material change in their relative positions; the pivots of the lever and balance staffs well fitted to their jewel holes; the lever pivots well polished and free from any "binding" in any position of the movement; the balance pivots straight, hard and round, well-polished, as small as is consistent with strength, their shoulders well clear of the jewels, and the balance not running too near the plate, bridge or any other part; the hole jewels thin and the holes round and finely polished; the holes not perfectly cylindrical, but a little rounded out or enlarged towards each end, to diminish the extent of surface in contact with the pivots, and prevent any possible binding by either the jewel or pivot not being set exactly true, as well as to lessen the adhesion of the oil to the pivot; and in lever watches the ruby pin must be perfectly firm in its place and vertical, or parallel to the balance axis, and the slot in the end of the lever polished and well fitted to the ruby pin.

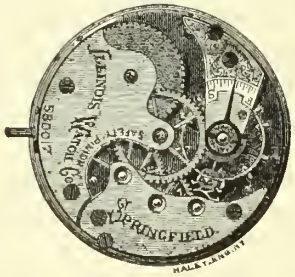
SELECTED MATTER.

THE HOARDED WEALTH OF INDIA.

Never during its existence has India been so rich in jewellery as now. The people are always adding to their stock. Savings from nearly all sources are disposed of in this way, and these savings are being constantly made—often at the expense of clothing, sometimes at the expense of greater necessaries of life. The making and the storing away of wealth in this form is the national peculiarity of this country. It is indulged in by all classes of natives. Jewellery is regarded as the most stable kind of wealth, and fortunes are never counted without estimating the value of the stock of jewellery. It can always be pledged or diposed of. The market for its sale is never closed and never depressed. The most ignorant native who wishes to sell a piece of jewellery knows its market value quite well; he can scarcely be cheated. Jewellery forms the greatest factor in matrimony. The most lowly bride has her *stridhan*, which is often equal in value to five years' income of the bridegroom. There is often a scarcity of clothing; sometimes a scarcity of cooking-pots; generally not a particle of furniture; but nearly always a stock of jewellery. The wife that has no jewellery possesses nothing else; she cannot be robbed. The family that does not possess jewellery is absolutely indigent. One of the greatest boasts of the jewellery-owner is that his hoards cannot be taxed. A man may own jewellery valued at a lac of rupees, and pay no income tax. This is a source of great satisfaction. Jewellery yields no recurring income, but it is prized more than Government paper. "If it never increases it never diminishes," is a national saying, common amongst men and women alike. No native marriage, except amongst the most impoverished, takes place without a transfer of jewellery, and very frequently of new jewellery. So great in value is the new jewellery that is introduced into families by marriage, that we dare not estimate it; the amount would be so fabulous. True the investment of wealth in jewellery in India is the greatest and most remarkable institution in the country. Every other investment sinks into insignificance beside it. Under no native prince or rajah of former times has jewellery accumulated as it has accumulated under the British Government in British India. For a century past the sacking of towns has been unknown; the plunder of individuals has been greatly restrained; and wealth in the form of jewellery has accumulated. Now, if men set store by their wealth in jewellery,, and if one man estimates another by his wealth in jewels, is it not manifest that as this kind of wealth increases, and is found to be secure to the possessor, the people who gauge themselves as others gauge them—by the jewel wealth—must be contented, as far as the possession, and security of this kind of wealth can content them? We can scarcely imagine the possessor of considerable wealth in jewellery being discontented. There must be political contentment amongst the class of jewelery-owners; and one-half of the people of India are jewellery-owners. It is only when the day of taking stock of the family jewellery comes round, such as the occasion of a wedding or a great gala day, that a stranger can form the slightest conception of the amount of wealth in the family in the form of jewellery. Amazement at once strikes him as he is for the first time permitted to see the amount of accumulated wealth. The inventory day is, *par*

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excellence, the women's day. Gathered round the iron safes, the cash-boxes, the metallic boxes, the neatly carved wooden boxes, the delight of the women is observed in their eyes as each pair of golden bracelets, studded with pearls; each pair of diamond, or emerald or sapphire earrings; each nose-ring with large pearls, massive gold chains, and a large number of rings, expensively and even extravagantly gemmed are handed round the family circle for admiration—and great is the family delight. The towns of India must be peaceful towns, and the laws of India must be good laws, where jewellery wealth, amounting in value to crores and crores, can be held secure by the meanest of the subjects of the great Empress Victoria. The Government that has permitted this great jewellery wealth to grow into monster proportions, and that has never coveted a single grain of the hoarded gold, as is proved by the history of the wealth itself, is entitled to respectful regard. We cannot in honesty or justice refuse to approve of a Government that has followed out this policy of upholding and maintaining the rights of the people to their jewelled possessions for more than a century. When we single out this item of India's wealth, we do so for a useful purpose, in the interests of the people themselves, and not in the interests of the Government or of income-tax law-makers. In continuing to hoard and keep unremunerative such vast treasures as are now held in India, the people are unnecessarily impoverishing themselves. The system has had the fullest scope, and has been availed of by the people to the fullest extent, showing their abounding confidence in the national idiosyncrasy. It is now much overdone, and should be moderated. When wealth is hoarded in a country in millions, and lies unproductive, it attracts the covetous, and is a source of national weakness. It should be profitably employed in the creation and support of industries that may advance the progress of the country. One main cause of the proverty of India is the want of varied employment for its people. As in Ireland—a country whose economic poverty is not dissimilar from that seen around us—two-thirds of the population are agricultural. The burden placed on the soil is much greater than it can bear. There is no prospect of relief from the congestion in India by means of emigration, such as Lord Salisbury is sanguine will bring prosperity and peace to Ireland. The people, whether for good or ill, are inalienably rooted to the soil, and there is also for them a much narrower field for selection. The only hope for the regeneration of the country is the gradual opening up of industrial enterprises. The vast population of India consumes everthing produced in the world; it manufactures nothing. The men who wrap their talents in a napkin and bury them in the ground, should look to it; they are not merely fatuously relinquishing much "unearned increment," but they are deliberately retarding the progress of the country. Nowhere under the sun should the thousand arts of peace prosper to greater advantage than in India; nowhere are precious opportunities so wantonly neglected.—*Exchange.*

THE YANKEE CLOCK-PEDDLER.

Near one of the rural towns of Ohio there dwelt, a few years ago, an elderly gentleman who went by the familiar name of "Uncle Phil." He was a rigid member of the Lutheran Church, sober, exemplary and withal possessed of considerable wealth. Like some of his neighbors in that region of the country, he entertained a bitter prejudice against "Yankees," and especially against the gentlemen of that ilk who traveled through the country dispensing that peculiar New England product known as the Connecticut clock. So, notwithstanding his piety, Uncle Phil often avowed his intention of kicking out of his door the first Yankee clock-peddler that should enter.

One sultry day in summer a covered wagon drew up at his gate. A keen-eyed, gaunt-looking man alighted, and rapping softly at the door, requested in subdued tones a drink of water. After drinking, the traveler asked permission of the old gentleman to sit and rest for a few minutes, saying he was overcome by the heat. The stranger said but little, and the old gentleman eyed him suspiciously. Presently the old man's countenance began to brighten.

"What papers have you there?" he asked, pointing to the stranger's pocket, which bore the appearance of a traveling post-office.

"Oh," was the answer, "those are a few copies of our *Lutheran Observer*, that I carry to read along the road."

"Indeed! then you belong to the Lutheran Church?"

"Yes, sir. Would you not like to look at a copy of the paper?"

The old man was delighted with his visitor and asked him to stay for dinner. Of course he accepted.

As they were putting up the team, the old gentleman remarked:

"You drive a queer-looking wagon."

"Yes,' said the stranger; "I have been out West, and have suffered several months from chills and fever. Wishing to get home to my family and having no means of defraying my expenses, I purchased a few clocks to sell along the way."

The stranger stayed and fed himself and horses free of charge. He did more. He sold Uncle Phil five of his best clocks and took his note, which he turned into money within two hours after the sale.

"Well," said the landlord to our peddler on his return to the inn, "didn't I tell you that he would abuse you?"

"Very much mistaken," said the seller of clocks; "the old man is a gentleman. Here, take these papers," handing him the *Observers*, "I have no further use for them."

Uncle Phil has since then discovered the true character of his shrewd, but unscrupulous visitor, and indulges in no more threats against Yankee clock-peddlers.

THE GEM OF THE PAPAL TIARA.

The Papal tiara is sumptuously ornamented with precious stones, and set off with a beautiful diamond. The cupola is formed of eight rubies, twenty-four pearls, and an emerald. The cross is composed of twelve brilliants. The lappets are of rubies and pearls. Two golden bands retain it in position when worn. The principal diamond in the tiara once decorated the brow of the Grand Mogul, of whom it was purchased by Charles the Rash, of Burgundy, and was abandoned by him at the battle of Granson, 1466. It was found under a wagon by a soldier, who first rejected it as worthless, but afterward altering his opinion, picked up what he thought was but a fragment of crystal, and sold it to a curé for a crown. A cunning citizen of Berne purchased it for three crowns, and resold it for 5,000 ducats. It again changed owners for 7,000 ducats, was afterward bought by Ludovic, Duke of Milan, for 14,000 ducats, and was subsequently acquired by Pope Julius II. for 20,000. —*Exchange.*

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1st. Place the lower part of Balance Staff in round hole (A). Then turn Balance Wheel until Ruby Pin comes over oblong hole (B). Now let the Balance down until Roller Table rests on steel centre plate. The Balance is now ready for the spring.

2nd. Place the hair spring on the staff, with the stud in exact line with the line on the INDEX corresponding in name with the movement you wish to put in BEAT. Now fasten the hair spring collet on the staff and you will find movement in perfect BEAT.

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EDITORIAL NOTES.

SPECIAL NOTICE.

Jewelers throughout Canada will oblige the Editor by sending into this office for insertion in these notes any items of news pertaining to the Jewelry business that they think would be of interest to the Trade generally.

P. D. Ross, formerly of Toronto, but now editor of *The Montreal Star*, was in the city last month and paid us a fraternal visit.

G. H. GORDON, jeweler, of Amherst, N.S., has cleared out. Liabilities about $4,000, assets, nil.

L. A. PETRIE, jeweler, of Spring Hill, U.S., has assigned. Nominal assets about $4,500 and liabilities about $5,000.

THE WOLTZ BROTHERS have opened a very attractive jewelry store on Leader Lane, in this city, where we trust they will do a good paying business.

THE CREDITORS of Julius Urwitz, the Toronto absconding jeweler, have realized ten cents on the dollar. He should be kept out of Canada until he has paid the other ninety.

SOLD HIS BUSINESS.—Charles Davies, the well-known King Street jeweler, of this city, has disposed of his business to Messrs. T. E. Brown & Co.

A CLOCK FACTORY.—It is currently reported that owing to the trouble with the patents under which they manufacture in the U. S., the Yale Clock Company propose to move their factory to Canada. Montreal is spoken of as the city where they will probably locate.

THE LATEST NOVELTY in clocks that has come under our notice is the placque clock, for which Mr. E. Scheuer is the sole wholesale agent. They are admirably suited for holiday trade, and everybody should have some of them.

THE GOLDSMITHS' COMPANY are making a big boom in Ansonia clocks this season, and report trade in this and other lines better than they ever had at any previous year. Their manager, Mr. Barr, is a "hustler" and no mistake.

A. H. WELCH, the well-known manufacturing jeweler of this city has just added an enamelling department to his factory, and is now prepared to do any work in that line in the highest style of the art. He reports business brisk and prospects for trade good.

THE STERN FAILURE.— It now appears that the liabilities of Charles Stern are $54,000, with assets amounting to about $58,500. His offer of fifty cents on the dollar has been refused and it has not yet been de ided what will be done with the estate.

A CANARD.—A report has been circulated amongst the trade to the effect that Mr. George R. Joseph, of Joseph & Sons, Montreal, is about to retire from the road. George says this report is entirely without foundation ; he denies the allegation and defies the allegator.

ARTISTIC FANCY GOODS.—Our readers will see by the advertisement on another page that Messrs. H. & A. Nelson have just to hand a large importation of artistic fancy goods specially suited for the jewelry trade. Dealers who handle such goods shoul l give them a call when in the city.

MR. D. H. CUNNINGHAM, jeweler, of Bothwell, has just moved into his new store, which is one of the finest in that go-ahead town. In Mr. Cunningham the people of Bothwell have a first-class jeweler, an energetic and pushing man of business and good citizen. We wish him continued success.

MR. JOHN M. INGLIS, wholesale watch importer, of Montreal, has returned from Switzerland where he has spent the summer. He has effected arrangements there which will place his house in the van so far as Swiss watches are concerned, and thinks he will show the trade a few "eye openers" before the year is out.

THE URWITZ CASE.—The detectives have been hunting Julius Urwitz, the Toronto absconding jeweler, so closely that he has been forced to leave New York State. We trust they will keep at him unti he is brought to book and made an example of. Such a scoundrel should not be allowed to enjoy his ill-gotten gains in quietude.

W. F. SNELL.—We learn from *The Strathroy Age* that our old friend Mr. W. F. Snell, jeweler of that town, has enlarged his premises and increased his stock so that "this truly magnificent jewelry emporium is an ornament to the business houses of Strathroy." We are glad to hear such a good report of W. F., and trust he may go on prospering and to prosper.

ALAS! POOR TOBY.—Tobias Epstein, the Toronto gent's furnishing man, and once jeweler, who defrauded his creditors and then skipped out of Canada, has been traced to Steubenville, Ohio, where he had commenced business. The assignee has seized his stock on behalf of the Toronto creditors, and the U.S. courts will be asked to decide who has the best right to the money.

A NEW CLOCK LIST.—Messrs. Levy Brothers, the well-known wholesale jewelers of Hamilton, have just issued new price lists of clocks which will prove invaluable to the trade, as they embrace the illustrated catalogues of "Seth Thomas" and "New Haven" clock companies. These will be found very convenient when ordering goods and the firm should reap a large return for their enterprise.

A HIGH COMPLIMENT.—An Australian wholesale jewelry buyer, who paid a visit to the factory of the American Watch Case Co., of this city, pronounced their invisible joint case the finest he had ever seen in any country. Their "Perfection" cases, of which he saw the first samples,completely surprised him, as he had no idea that goods of such perfect finish could be made in Canada and sold at prices so low.

THE PROSPECTS for a good Christmas trade were never better that we know of, than they are this year. Crops are fairly good and prices fully up to the average, and it only requires some good hard weather to make the public realize that Christmas is at hand and that it is in order to loosen the purse strings and distribute a little of our savings in suitable presents. We trust that the Christmas trade of 1886 will make this a red letter year to our Canadian jewelers.

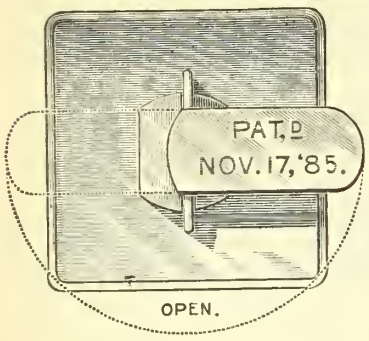
THE DEATH OF MR. THOMAS ALLEN, OF MONTREAL, which occurred in that city on Nov. 12th, removes one of the oldest and most respected members of the craft in Canada. Mr. Allen, who had reached the ripe old age of 80, and was a native of Berwickshire, Scotland, from which he emigrated to Canada when quite a youth. The business will be continued by his sons who have been associated with him in it for some years.

E. BEETON, advertises in another column some jewelers' specialties that will be found almost invaluable to any workman desiring a first-class reputation. These high-class American lathes and tools are simply perfection, and as everything that Mr. Beeton sells has been practically tested by himself before being offered to the trade, his customers may rest assured that his specialties are just those things that should find a place on every go-ahead watchmaker's bench.

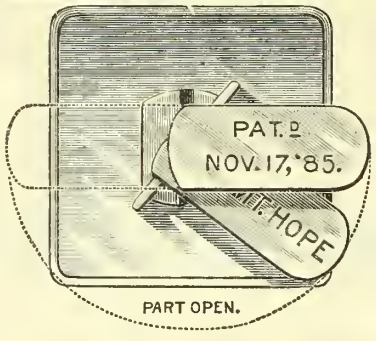
JEWELERS' SECURITY ALLIANCE.—With this issue of THE TRADER new certificates of membership are forwarded to all who are entitled to receive them, those of last year being now of no value. As it is intended that this shall be made to do service for several years, a gummed label to be placed on the space at the bottom will be forwarded after annual meeting each year to those in good standing. That these certificates may be kept in good condition, therefore it will be advisable that those receiving them have them neatly framed and hung in some conspicuous position according to the rules of the Alliance.

THE STERN CASE.—In our last issue we noted the fact that Mr. Chas. Stern and one of his nephews had seen fit on account of some comments made by the *Toronto World* upon the failure, to make an assault upon the proprietor, Mr. W. F. McLean. For this criminal assault the Police Magistrate deservedly sentenced them to ten days imprisonment each. For his impartial action Col. Denison deserves the commendation of the entire press, as this will be a warning to such people not to take the law into their own hands, and assault an editor every time he publishes anything with which they cannot agree.

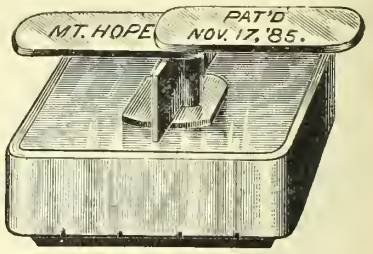
ENLARGING.—We dropped into Mr. S. Frenkel's warehouse the other day and found half a dozen men at work tearing down partitions and enlarging the premises to almost double its former size. Mr.Frenkel stated that since he had began to advertise in THE TRADER his trade had increased so fast that he had no room to move around, and he expected if it kept on that he would have to buy out the Express Company and occupy the whole building. Said he: "There's nothing like having the goods that people want and then letting them know it through your journal." Right you are, Mr. Frenkel.



OPEN.



PART OPEN.



CLOSED.

THE MOUNT HOPE BUTTON.

FOR SALE BY

H. ELLIS,

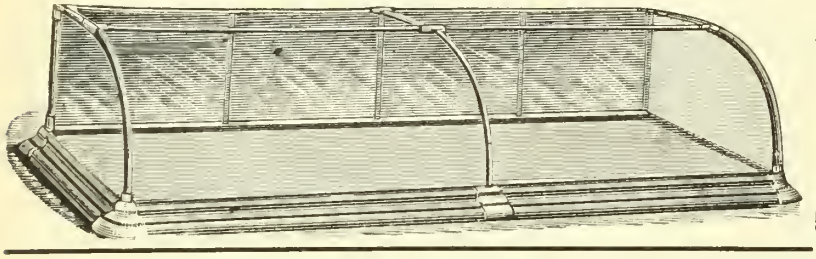
IMPORTER OF CLOCKS, WATCHES AND JEWELRY,

Mail orders promptly filled. 14 WELLINGTON STREET WEST, TORONTO.

Dominion Show Case Manufacturing Co.

J. P. WAGNER. C. SCHACK. H. C. LAURENCE. WM. MAHR.

SILVER MEDAL Toronto Exhibition, 1884 & 1885. | FIRST PRIZE, Provincial Fair. Ottawa, 1884.



Show Cases of every description in Nickel, Silver, Walnut, Ebonized, etc.

Hardwood Store Fittings, Metal Sash Bars, etc. Send for Catalogue and Price List.

SHOW ROOMS AND FACTORY:

59, 61 & 63 ADELAIDE ST. WEST, TORONTO, ONT.

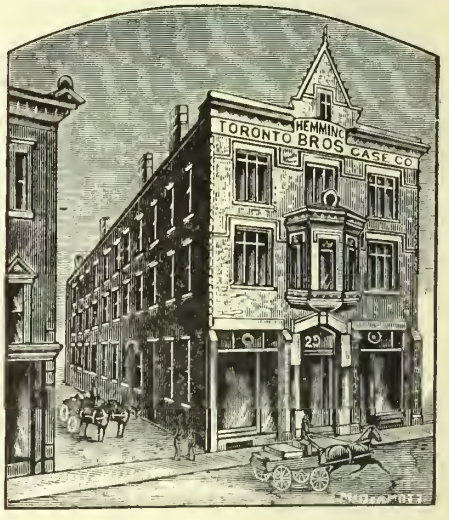


JEWELRY CASES

Plush, Velvet, Morocco, Paper.

SILVERWARE CASES

In latest styles, at every price.



TRAYS FOR ALL KINDS OF JEWELRY.

Plush, Walnut and Cloth-Bound. Plush, Velvet and Satin-Lined.

—SAMPLE GRIPS— • —TRAVELLERS' TRAYS—

COMPLETE STOCK ALWAYS ON HAND. MAIL ORDERS SHIPPED PROMPTLY.

HEMMING BROS.,

29 ADELAIDE STREET EAST, - - TORONTO.

A CHANGE OF BASE.—A despatch from Montreal says: "At a meeting of the Holmes Electric Protective Company a motion was passed ratifying the decision of the directors with regard to the acceptance of an offer made by a syndicate of Toronto gentlemen for the purchase of the business of the Company in Canada. The syndicate is composed of Messrs. John Leys, T. G. Blackstock, R. Jennings, A. R. Riches, and A. J. Pattison, who have applied for an Act of incorporation, the details of which, however, have not yet been completed. The meeting decided that so soon as the syndicate completed its incorporation its offer would be accepted.

A LARGE CONSIGNMENT.—The other day when visiting the establishment of Messrs. P. W. Ellis & Co., we were shown an immense consignment of Whitcomb lathes, just received from the manufacturers in the U. S., a full description of which will be found on another page. The stock of Messrs. Ellis in such things as lathes and watchmakers' tools of all kinds is simply immense, and we do not think that they are going beyond the mark when they claim that they have the largest and best stocked material emporium in America. It is certainly a boon to the trade that they are able to get from one house anything that they can possibly want in this line.

This enterprising firm has also added to its already splendidly equipped factory an enamelling department, and are now prepared to do any kind of enamel work, no matter how fine. This is a big stride in the manufacture of artistic jewelry and the firm deserves credit for its enterprise.

A CHEAP SAFEGUARD.—We are often asked if the Jeweler's Security Alliance is alive yet. It still lives, but has so much money on hand the directors thought it unwise to make any more calls on the members until the present fund was exhausted. So far the Alliance has had none of its members molested by burglars. It does not guarantee its members against burglary, but it does guarantee that if any of them is burglarized that within twenty-four hours it will have some of the best detectives in America on their track and never let up until they are brought to book. One of the best Government detectives in Canada said the other day: "That burglars kept clear of the safes of members of the Jeweler's Security Alliance as religiously as if they were infected with the cholera." Every jeweler should make it a point to join, and if you want any information drop a line to Toronto to James Ryrie, the Secretary, or John Segsworth, President of the Alliance.

THE ROTHSCHILD SWINDLE.—In reference to this swindle, things remain pretty much as at the time of our last issue. One of their Montreal creditors visited Messrs. Herwitz and Bush, at Elmira, N.Y., their present city of refuge, when they made an offer of twenty-five cents on the dollar. It is needless to say that this cheeky offer was declined with thanks. In connection with the affair Mr.W.A Addinsella accountant of Birmingham, England, visited Toronto last week in the interest of the Birmingham creditors. He states that Herwitz while in that city last July, bought $60,000 on credit from manufacturers there. So far they have not received a cent of the money and from present appearances are not likely to do so. These goods it is learned were properly passed through the Customs at this port and the question now is, what has become of them? The creditors are making strong efforts to find them and we trust they will succeed. The more fully the facts come to light the more plainly is it seen that the whole thing must have been a premeditated swindle. So far as Canada is concerned, it is well rid of such a precious pair of scoundrels and it is to be devoutly hoped that the creditors may succeed in stripping them of their ill gotten gain. Such merchants are a disgrace to any country and this swindle should be so thoroughly advertised by the trade papers that no honest man with any self-respect should ever have any dealings with the pair in future.

JEWELRY AUCTION SALES.—The jewelry auction sales epidemic has again set in here, and the probability is that before the year is out there will be as many of them going on as there are auctioneers in the city. As we have said before, these sales are practically swindles upon an ignorant public, who would do well to shun them and buy what goods they want from an honest reliable dealer, who does not try to make them believe that an article is worth ten dollars and then sell it at five and makes a good profit on the transaction. The very fact that these auction sales are continued by the same parties from year to year, proves very plainly that they do not resort to this method of forcing sales because they are hard up, but because there's money in it for them. If they sacrifice goods as they pretend and as the public are led to believe, they would sell only when necessity forced them to do so. The fact is that in many cases it is not even old stock that is sold, but new goods bought specially for this class of trade. Every jeweler knows that there is no money in auctioning fine goods, but that the profit is made on cheap goods got up to imitate the real thing. If the public knew that they were only buying inferior goods at first-class prices, these jewelry auctions would have to adjourn within twenty-four hours for want of a quorum. The fools not all being dead yet, and a fresh supply coming forward every year ready to be bled, makes these auctions the pleasant and profitable things that they are. There is a good deal of talk amongst our legitimate retailers at present about how to counteract this innovation, but as long as they are without any organization, so long will they have to suffer their market to be flooded by the goods of hard-up jobbers and manufacturers, who having stocked up the regular trade, resort to this disreputable way of getting rid of the balance of their stock. A strong organization properly managed would soon bring these gentlemen to their senses. If our retailers would simply refuse to buy a dollar's worth of goods from any house that sells to these auction firms, they would soon find the evil abated. This, however, can only be effected by combination, and it remains to be seen whether self interest will be strong enough to effect such a desirable end.

LITERARY NOTES.

THE CENTURY MAGAZINE for December is just to hand, and is a number of more than usual interest. The life of Lincoln of course forms the principal topic, and is treated in such a way as to make it almost fascinating even to that class of readers who enjoy the perusal of romance in preference to historical history. By the time these inimitable papers are completed, the world in general and the American people in particular, will have learned how "great" a man Abraham Lincoln was, and that "true greatness," does not necessarily consist of an overgrown genealogical tree, but has its root deep down in human nature and often does spring direct from the "common" people.

The war papers in this issue show how "Getteysburg" was won by the Federal troops under Gen. Meade. As this was the turning point of the war, the history of how the Southern General Lee, won on the first day and lost on the second, will alway form one of the most interesting episodes of the great war drama.

Space prevents us from giving a more extended notice of this number, but we would advise every one of our readers to peruse the advertisement of the *Century's* attractions as set forth in another column and subscribe for it forthwith.

ST. NICHOLAS for December is as replete with interesting things for the little folk as the *Century* is for their elders. There is nothing that we know of so calculated to make boys and girls contented and happy as a good illustrated magazine of the high class to which the *St. Nicholas* belongs. Francais Hodgson Burnett's new fairy tale "The Story of Prince Fairyfoot" begins in this number and is one of her best. The illustrated article on "How a great Battle Panorama is made," by T. R. Davis is alone worth the price of the number to any ordinary boy and will be found good reading by older people. In addition to these there are a great many short stories suitable to the Christmas season and illustrations of so humorous a character as to make even an oyster smile. One of the best presents that any parent can give their children is this magazine for a year.

WORKSHOP NOTES.

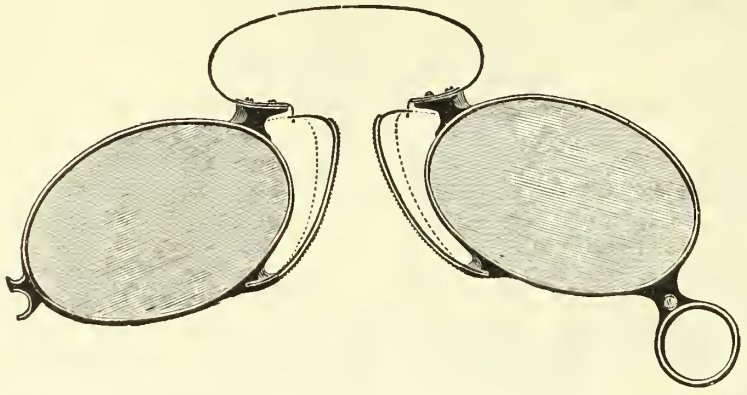
PICKLE.—A good pickle is prepared by mixing one-eighth of one ounce of sulphuric acid with one ounce of rain water.

CLEANING GOLD TARNISHED IN SOLDERING.—Gold tarnished in soldering is usually cleaned in dilute sulphuric acid. The pickle is made in about the proportion of one ounce of acid to one ounce of rain water.

HARDENING in petroleum of small articles of steel can be recommended. The tempering is done in the ordinary way; the articles remain white and do not warp. Be careful, however, not to go near the fire with the oil.

BURNISHING POWDER.—A good burnishing powder is prepared

The Montreal Optical and Jewellery Company, L'd.



INVITE the attention of the Trade to their splendid assortment of Eye Glasses for Fall Trade, including all the latest improved styles, in particular their new CELLULOID EYE GLASS with cork lined nose pieces as shown in above cut; these latter are considered by all who have seen them as

The Very Best Line in the Market.

If you cannot wait till travellers call on you send for samples. 1,000 circulars with your name on free of charge with six dozen of these Eyeglasses.

N.B.—AXIS CUT PEBBLES A SPECIALTY.

Montreal Optical and Jewellery Co., L'd., 165 Notre Dame St., Montreal.

T. WHITE & SON,

MANUFACTURING JEWELERS,

LAPIDARIES & DIAMOND SETTERS,

39 King St. West, - Toronto.

Canadian and Foreign Stones Polished and Mounted for the Trade.
N.B.—A variety of Stones and Imitations of all kinds in Stock.

C. W. COLEMAN,

10 KING ST. WEST, (UP STAIRS), TORONTO,

WATCHMAKER TO THE TRADE, DEALER IN WATCHES, MATERIAL, TOOLS, SPECTACLES, &c.

Complicated and other Watches put in thorough order. Broken or imperfect parts replaced by new. GOLD DIALS RE-FIGURED. WATCHES DE-MAGNETIZED. Musical Boxes repaired. Jewelry Jobbing and Engraving. Stubbs, Hammers, Plyers and Files. Orders must be accompanied with City reference or Cash.

E. & A. GUNTHER,

Wholesale Jewelers

TORONTO.

ROBT. G. McLEAN,

GENERAL - JOB - PRINTER,

ESTIMATES GIVEN. SATISFACTION GUARANTEED.

TELEPHONE 637. 13 ADELAIDE ST. EAST, TORONTO.



J. J. ZOCK,

LATE OF NEW YORK.

I beg to inform the Retail Jewelers of Canada that I have opened a factory at the address given below, for the manufacture of Artistic Jewelry. With an experience of 15 years in some of the best factories in the United States, I can safely promise my customers the very finest quality of work and at very moderate prices. Special designs and estimates furnished on application.

DIAMOND SETTING OF ALL KINDS A SPECIALTY.

Call and see me when in the city, or if you can't come, drop me a line by mail and I will attend to you promptly. I defy competition in my line.

GUARANTEED STRICTLY FIRST-CLASS WORK.

10 KING STREET WEST, - TORONTO.

P. W. ELLIS & CO.,

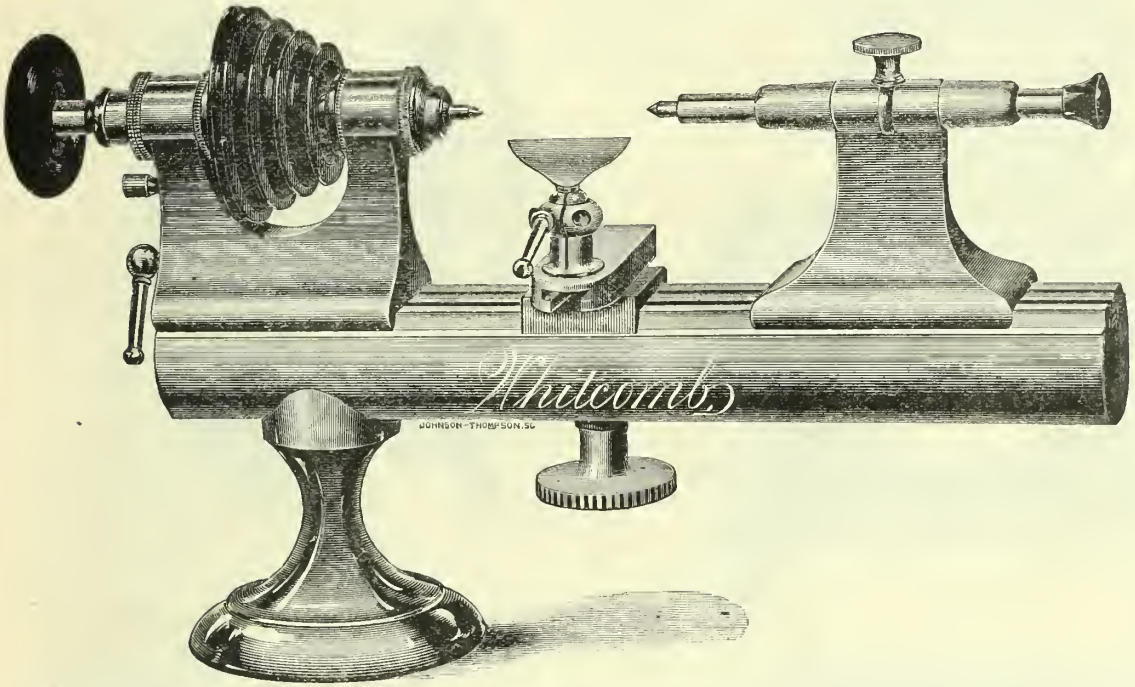
31 WELLINGTON AND 40 FRONT ST. EAST, TORONTO.

IMPORTERS OF

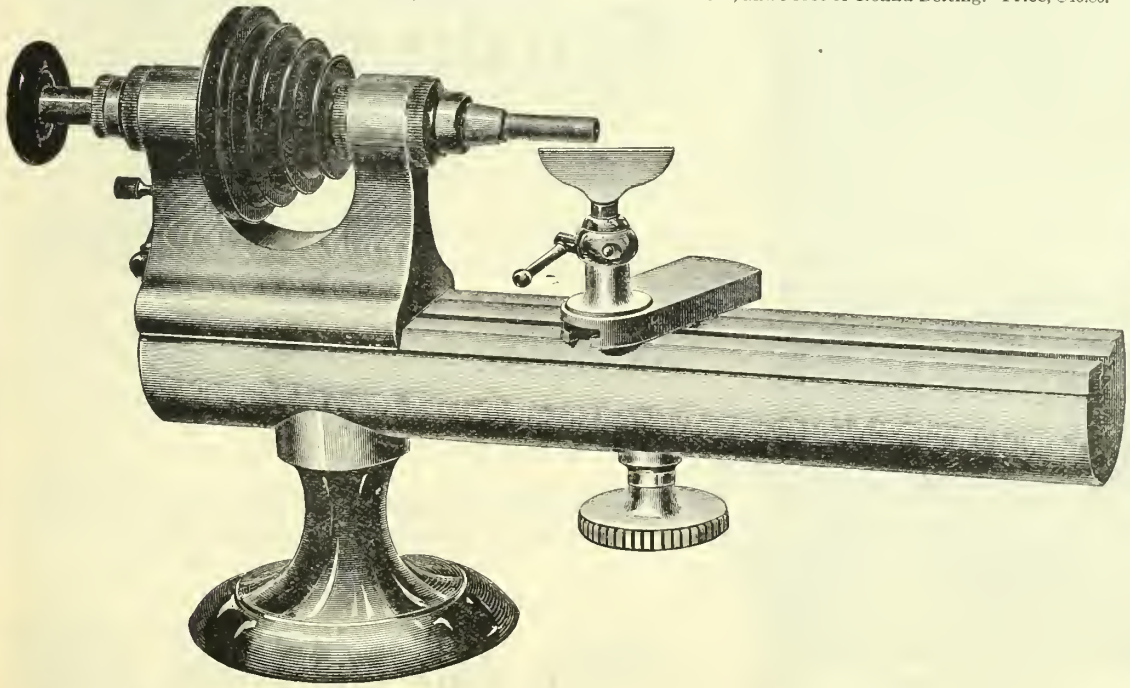
Watchmakers', Engravers' and Jewelers' Machinery, Tools, Materials, Watch Glasses, Chemicals,
POLISHING AND GENERAL SUPPLIES.
SOLE CANADIAN AGENTS FOR THE

AMERICAN WATCH TOOL CO., WALTHAM, MASS.,

CELEBRATED WHITCOMB LATHE AND ATTACHMENTS.



No. 1 1-2—With Hardened Bearings, Hard Chucks and Hard Tailstock Spindle, includes one Taper Chuck and its Steel Centre, Tailstock Spindle and its Steel Centre, Screw Chuck and 10 Cement Chucks, and 9 feet of Round Belting. Price, $40.80.



No. 1 1-2 Lathe, less Tailstock, with Hardened Bearings, and hard Chucks as shown—includes 1 Screw Chuck and 10 Brass Cement Chucks, and 9 feet of Round Belting. Price, $31 00.

It has been the ambition of all watchmakers to obtain a

WHITCOMB LATHE.

Why? Because it is acknowledged to be the best. Formerly the great expense was a barrier; now, on account of the immense demand the Company can make in larger quantities and thus are enabled to reduce the price, so that we can now offer the

WHITCOMB LATHE,

lower in price than any other reputable make of American foot lathes.

ASTOUNDING!

See low prices quoted for

WHITCOMB LATHES.

WATCHMAKERS

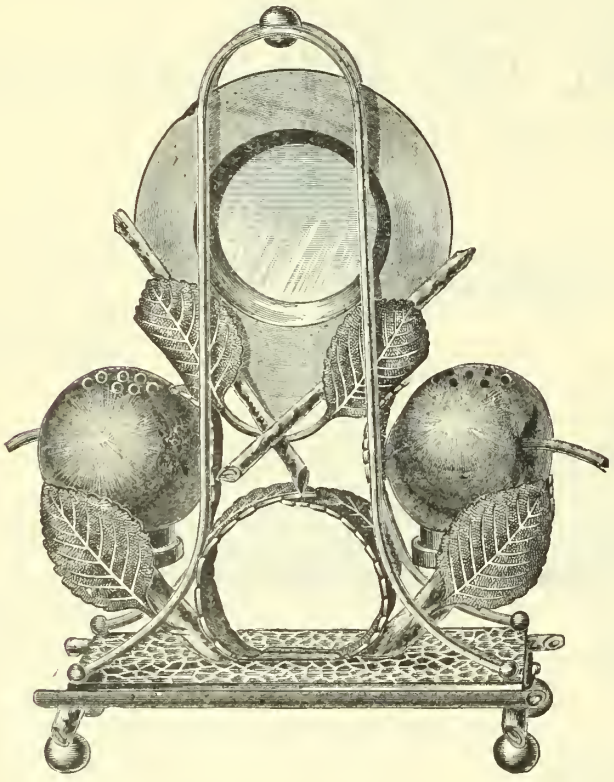
Send for our complete price list, just issued, of all attachments to these celebrated lathes.

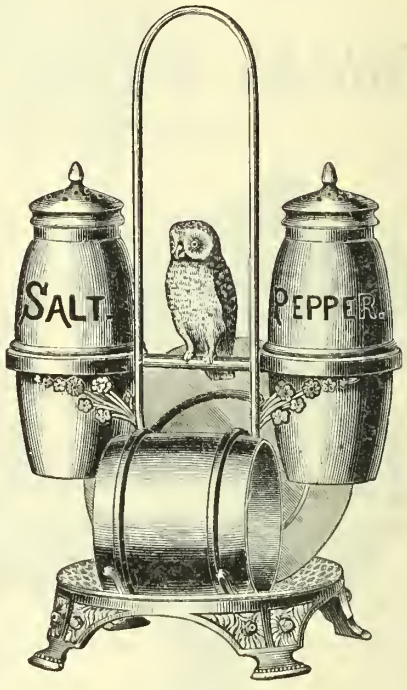
Every watchmaker can now have a lathe. We will cheerfully send you one for inspection on approval.

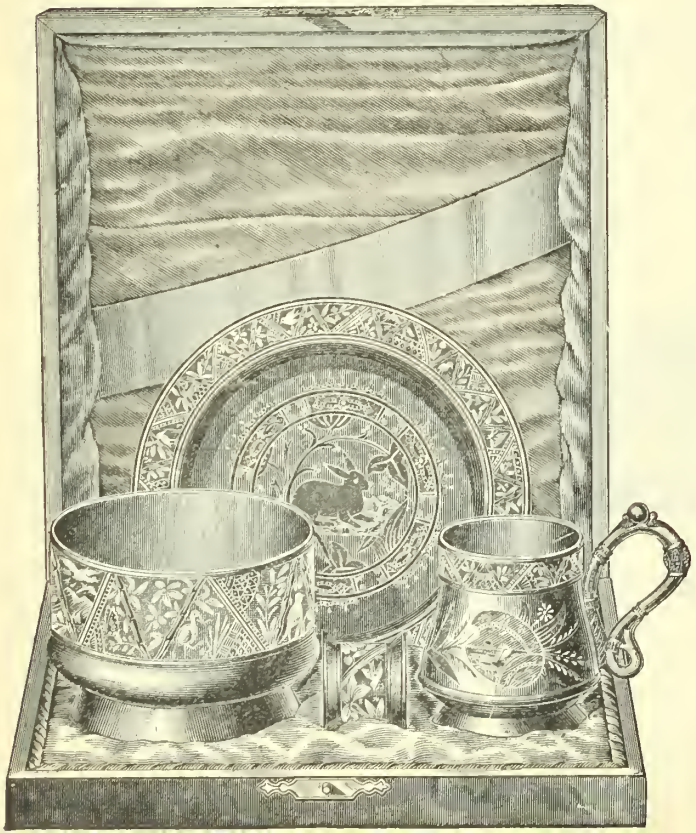
3350 now in use in the U.S., and 460 sold in last 11 Months, which is probably more than all the other Makers of American Lathes put together.

TORONTO SILVER PLATE CO'Y.

410 TO 426 KING STREET WEST.







Christmas Specialties.

OUR TRAVELLERS ARE NOW OUT WITH FULL LINES OF SAMPLES OF

STAPLE AND CHRISTMAS GOODS.

from ½ pound white chalk, 2 ounces pipe clay, 2 ounces white lead, ½ ounce magnesia carbonate, and colored with the same quantity of jewelers' rouge. It is said to be unrivaled for cleansing silver.

To Refine Sweepings.—To 8 ounces of the dirt which has been washed and burnt, add salt 4 ounces; pearl-ash, 4 ounces; red tartar, 1 ounce; saltpeter, ½ ounce; mix thoroughly in a mortar, melt in a crucible, and dissolve out the precious metals in a button.

Benzine.—Dirty benzine may be again rendered fit for use by filtering through animal charcoal. One of our friends stops the end of an ordinary pint glass funnel with paper, and presses therein calcined bone dust till it is about three parts full. On the top of this is poured the benzine to be filtered.

To Blue Screws Evenly.—Take an old watch barrel and drill as many holes into its head as you desire to blue screws at a time. Fill it about one-fourth full of brass or iron filings, put in the head, and then fit a wire long enough to bend over for a handle into the arbor holes—head of barrel upwards. Brighten the heads of your screws, set them point downwards into the holes already drilled, and expose the bottom of the barrel to your lamp, until the screws assume the color you wish.

Barrel Arbor.—In the absence of a suitable tap or screw plate, when turning in a Swiss barrel arbor, if the collet is good it may be used as a plate. Soften the collet and file two slight passages across the threads with a fine three-cornered file; screw a piece of brass wire through the collet, so as to free the threads from burr; then re-harden the collet and cut the screw on the arbor with it, A pair of pliers with faces curved to suit the collet are used to hold it. In an emergency the old arbor may be prepared for use as a tap if the old collet is not available.

Wise and Otherwise.

Phonograph is feminine gender—because it talks back.

What does a man see in the wild, wild waves? Sea foams.

A man may not possess a castle in Spain, and yet have a Cochin China.

Mrs. Partington says that her minister preached about "the parody of the probable son."

What riles a country postmistress is to have a postal card come to the office written in French.

The butcher who sells ox tails for soup and calves' heads for dinners undoubtedly makes both ends meat.

"How much did you pay for that hat?" asked an old colored person of his fellow tramp. "Well, I don't know, for when I bought it there wasn't anybody in the shop."

Geography and grammer strive with each other to form the pith of the following clever puns: Which is the coldest river? -The ice is (Isis.) There is another colder—the icer (Iser.)

"We all knows," said a cockney school-committeeman to a new teacher he was examining for her position, "that A, B and C is wowels; but what we wants to know is vy they is so."

A Paisley publican was complaining of his servant maid that she could never be found when required. "She'll gang oot o' the house," said he, "twenty times for ance she'll come in."

A poor preacher was caught in a shower on his way to church. He said: "I shall certainly take cold if I go into the pulpit so wet." "O! no, you won't," was the reply. "You are always dry enough there."

The growing custom of putting the choir at the pulpit end of the church has the very serious drawback that it prevents a man from turning around and looking up at the organ in a critical manner just before the contribution plate reaches his pew.

A meddlesome old woman was sneering at a young mother's awkwardness with her infant, and said: "I declare, a woman never ought to have a baby unless she knows how to hold it." "Nor a tongue, either," quietly responded the young mother.

An Irish horse-stealer, who, when O'Connell had obtained his acquittal, exclaimed in the exuberance of his gratitude, "Och, counselor, I've no way here to thank yer honor; but I wisht I saw you *knocked down in my own parish*,—would'nt I bring a faction to the rescue!"

An English officer at Venice, walking one day from the Doge's palace, thought he observed one of the figures on the clock tower of St. Mark's stoop down and take up something. He looked again, and he positively saw the figure take a pinch of snuff. The officer confessed that he was apprehensive he was losing his senses or that his vision was deranged, when an old woman, observing his consternation, soon explained the seeming miracle by telling him that one of the figures that struck the hour being out of repair, her nephew, Jacopo, was engaged as a substitute till the machine was put in order.

Other Notes.

Deceptive Advertising.—The laws of the German "paternal" government do not permit misrepresentations in advertisements, and the old fogies who "do not believe in advertising," chuckle over the "protection" afforded them by a code of laws very proper, perhaps, for the fifteenth, but entirely unfitted for the nineteenth century. An advertiser who stated in his handbills and circulars last Christmas that "he sold at cost price," etc., using the ordinary phraseology, had his handbills confiscated by the police, and beside this he received the warning that at a repetition of the offence, a l the terrors of the law "made and provided in such cases" would be invoked against him.

"The Best Watchmaker."—The story is told of a French watchmaker who, on opening his shop in one of the streets of Paris, "hung out his shingle," on which he modestly advertised himself as "the best watchmaker in Paris." Shortly afterward a competitor established himself in his neighborhood, who, not desiring to hide his light under a bushel, sought to excel the former, and announced himself in gold letters on his sign as "the best watchmaker in the world." "Competition is the life of trade," and so it proved in this instance, because a third watchmaker established soon after between the two, who eclipsed both of them by modestly stating himself to be "the best watchmaker on the street."

The Production of Silver.—In the thirty years extending up from 1857, the production of silver in the United States was about $750 000,000, of which India has absorbed 50 per cent. In that period the production of silver in all quarters of the world was about $2,185,000,000, so that India alone has absorbed $59,000,000 more than all the remainder of the world. At the same time, or, at least, in the fifteen years covered by minute statistical records, the purchasing power of silver in India has increased, as it will buy from 15 to 20 per cent. more of the products of Indian labor, or of the labor itself, than in 1870. The demand for silver, therefore, still exceeds the supply in that country. Nor is this surprising. Silver is the great medium of exchange among that people, who in the aggregate are very rich, inhabiting a country of inexhaustible fertility; and yet if all the silver in the outside were added to their present stock, and if it were all used as money, they would have a per capita covering only a third to a half as large as the United States or France. But the principal consumption of silver in India is in works of art or in hoarding.

A Remarkable Diamond.—In August, 1884, the arrival in London of the celebrated 457 karat fine white diamond from South Africa, and its subsequent purchase by a syndicate of London and Paris diamond merchants, were announced. The g m was intrusted to the care of one of the most skillful cutters, who has been engaged on the stone for the past eight months, and expects to complete the work in April next. As anticipated, the stone will turn out the most wonderful "brilliant cut" diamond on record. surpassing in weight, as also, it is believed, in color, purity and lustre, all the crown and historical brilliants of the world. The stone in its almost finished state, weighs still 230 karats; but in order to give it the best possible shape and lustre, it is intended to reduce its weight to something under 200 karats. The Koh-i-noor weighs only 106 karats, the Regent of France 136¾ karats, the Star of the South 125 karats, and the Piggott 82¼ karats. The Great Mogul weighs 279 karats; it is, however, a lumpy stone, only rose cut, and if cut to a proper shaped brilliant, it would probably not weigh more than 140 karats

Meriden Britannia Co.

MANUFACTURERS OF STANDARD

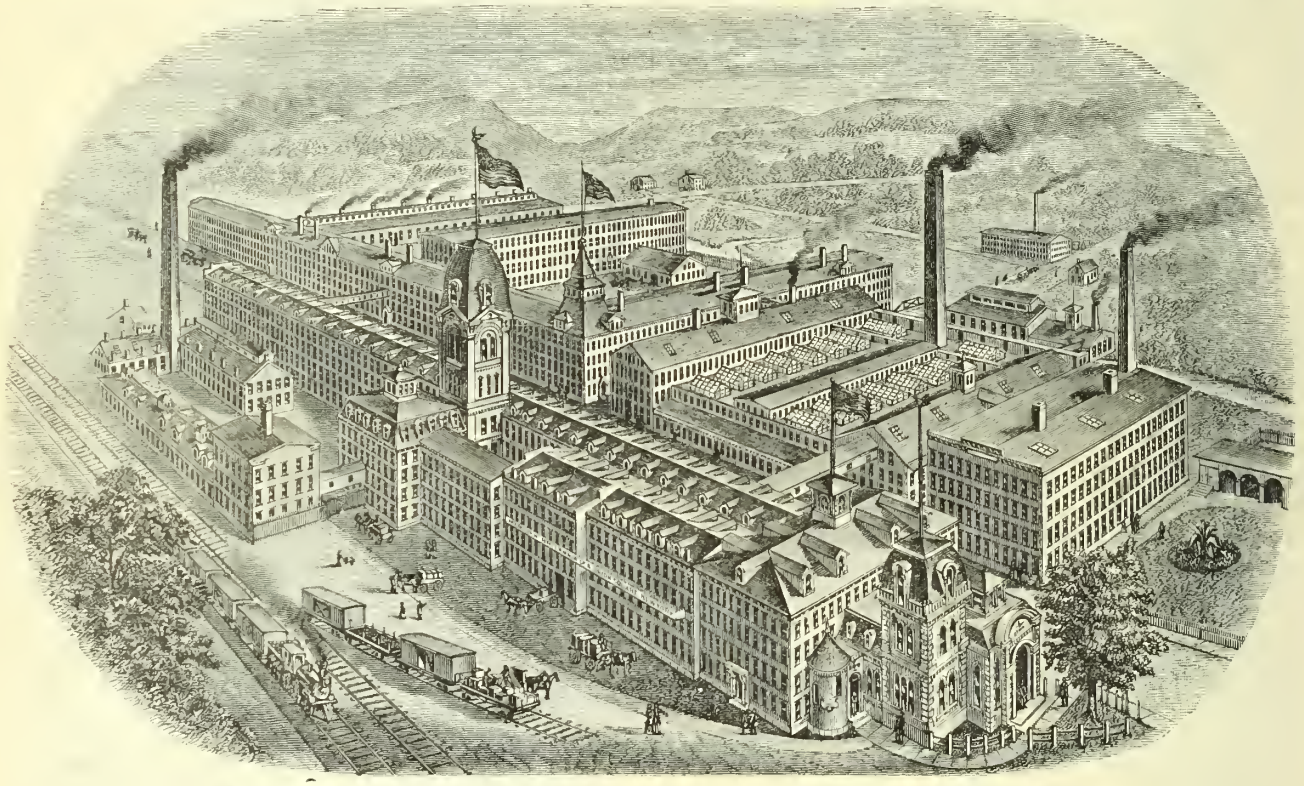
ELECTRO, SILVER AND GOLD PLATE.

HIGHEST HONORS OVER ALL COMPETITORS,

—AND—

Only Gold Medal Awarded at Toronto Industrial Exhibition, 1884.

WAREROOMS: Chicago, Ill., San Francisco, Cal., London, Eng.



WAREROOMS: Union Square, N. Y., Meriden, Conn., Hamilton, Ont.

MANUFACTORIES: Meriden, Conn., U.S. and Hamilton, Ont.

TRADE MARK.

OBSERVE

this Trade Mark is stamped on all Hollow Ware of our manufacture.

TRADE

1847, Rogers Bros., A 1,

OR

1847, Rogers Bros., XII

MARK

OBSERVE

this Trade Mark is stamped on all Knives, Forks, Spoons and other flat ware of our manufacture.

The A 1 Goods are Standard Heavy Plate, and XII signifies that in addition the articles have an extra quantity of Silver on all the parts most exposed to wear.

The Meriden Britannia Company have been awarded the highest premiums wherever exhibited, from the WORLD'S FAIR, 1863, to the PRESENT TIME, and the high reputation of our Goods throughout the world has induced other makers to imitate our Trade Marks and name as well as our designs, and as many of our patrons have, through a similarity of names, purchased inferior goods under the impression that they were our manufacture, we are compelled to ask especial attention to our Trade Marks.

THE FACT THAT OUR NAME AND TRADE MARKS ARE BEING SO CLOSELY IMITATED SHOULD BE A SUFFICIENT GUARANTEE TO THE PUBLIC THAT OUR WARES ARE THE BEST IN THE WORLD.

WE RE-PLATE OLD WORK AND MAKE IT EQUAL TO NEW.

ELGIN NATIONAL



B. W. RAYMOND.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balanee, Breguet Hair Spring, Patent Regulator, Adjusted, Double Sunk Dial, Safety Pinion, Finely Finished throughout.

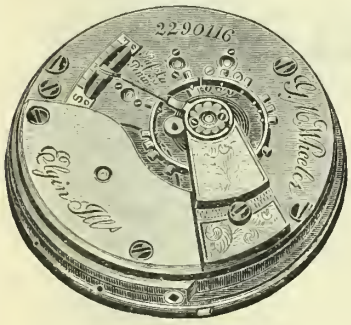
H. H. TAYLOR.



FULL GILT MOVEMENT.

15 Jewels (4 pairs settings), Compensation Balance, Breguet Hair Spring, Patent Regulator, Adjusted, Safety Pinion.

G. M. WHEELER.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Patent Regulator, Safety Pinion, Dust Band.

Our complete line of

18-SIZE, FULL PLATE, OPEN FACE,

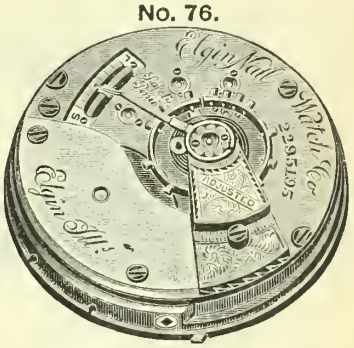
Pendant Set Movements, all with Quick Trains and Straight Line Escapements, as herewith illustrated, are the most perfect in construction and reliable as time-keepers now on the market.

Deliveries have been made of all grades to Jobbers, although the demand far exceeds our ability to produce them.

FACTORY: ELGIN, ILL.

New York Office: 22 John Street.

No. 76.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Breguet Hair Spring. Patent Regulator, Adjusted, Safety Pinion.

No. 75.



FULL GILT MOVEMENT.

15 Jewels (4 pairs Settings), Compensation Balance, Patent Regulator, Safety Pinion, Dust Band.

No. 74.



FULL GILT MOVEMENT.

11 Jewels, Compensation Balance, Safety Pinion, Dust Band, Fine Regulator and Index.

No. 73.



FULL GILT MOVEMENT.

7 Jewels, Compensation Balance, Safety Pinion, Dust Band.

GENERAL OFFICE: 76 MONROE STREET, CHICAGO, ILL.

WATCH COMPANY

LEVY BROTHERS,

HAMILTON, ONTARIO.

CLOCKS.

New Haven, Seth Thomas, Ansonia, Ingraham.

A COMPLETE STOCK ALWAYS ON HAND.

We will be pleased to send our Price List and Catalogue to any Jeweller who has not already received one.

OUR STOCK OF

GOLD AND ROLLED PLATE JEWELLERY

IS VERY COMPLETE AND CHOICE IN ALL LINES.

IN GOLD CASES, We have all the Latest Styles of Engravings in Gent's and Ladies' Fourteen and Eighteen Karat.

GOLD FILLED CASES. SILVER CASES.

Boss.
Keystone.
Dueber.
Newport.
Gladiator.
Windsor.
Crescent.
B and B.
Favorite.
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Am. W.C.Co.
Perfection.
Keystone.
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Fahy's.
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Silver Ore.
Silverine.
Silveroid.

ELGIN, WALTHAM, HAMPDEN, ILLINOIS MOVEMENTS in all names and numbers.

Watch Tools and Materials, Spectacles, Optical Goods, Swiss Watches.

A COMPLETE LINE OF THE CELEBRATED W. B. & CO. WATCH GLASSES.

Prompt attention given to Letter Orders.

OUR HELP COLUMN.

THE TRADER aims to be of practical value to the Retail Jewelry Trade.

NO CHARGE is therefore made for advertising in this column, but the subject-matter should not exceed five type lines, or about 60 words.

When requested, these advertisements will be published in successive numbers of the paper.

If you have a Store, Stock, or any Special Article to sell; if you wish to buy an Established Business, or enter into Partnership; if you want a Journeyman, Clerk, Salesman, or Foreman; if you want a situation yourself—communicate the fact to THE TRADER PUBLISHING CO., 57 ADELAIDE ST. WEST, TORONTO, and it will be inserted in this column free of charge. This is the only way by which you can reach the entire Trade, and we shall be glad to help you.

ADVERTISER would like to hear of good second hand show-case for sale. Nickel or wood. From 6 to 8 feet in length. State price and particulars. Lock Box 252, Stayner, Ont. (11)

A BARGAIN.—A neat jewelry business with a good connection, in a thriving village in western Ontario. Stock in first-class order, and can be reduced to suit purchaser. This is a splendid chance for a good workman. Owner has to give up business on account of ill health. Apply to LEVY BROTHERS, Hamilton, Ont (12)

FOR SALE.—Price $25 cash. 1 American Waltham Lathe with 7 Wire Chucks, 2 Barrel Chucks, 1 Cement Chuck, 3 Brass and 4 Steel Centres and Tail Rest. Original price, $55. Reason for selling, have another one. Apply to D. FENWICK, Niagara Falls, Ont. Box 262.

FOR SALE.—A Hopkins Lathe (hard) with Universal plate. 5 split chucks, 2 step chucks, 1 Hopkins gem chuck with 10 supplementary chucks. Number of brass chucks for cement, good as new. Price, $85. Address: W. H. R. CUDDON, Jeweler, Port Colborne. (12)

FOR SALE.—A good jewelry business not 100 miles from Toronto in a village of 1,500 inhabitants, opposition only nominal. Stock between $2,000 and $2,500. B. P. safe (new) $500, fixtures $100, would sell with or without safe. Correspondence solicited. Address: Jeweler care of J. W., 119 College Street, Toronto, Ont. (12

JEWELRY Business for sale in new and thriving village in Western Ontario. A good and rare chance for young man with small capital. Satisfactory reasons given for selling. For full particulars apply to Box 109, Dutton, Ont. (11

SITUATION wanted by practical watchmaker, 21 years of age, best of references from late employer, open for engagement on the 1st January next. Could wait on customers part of the time if desired. Address: W. J. B., care John Burr, Harriston, Ont. (12)

STOLEN.—From the subscriber's store, 141 Yonge Street, Toronto, on Oct. 23rd, one 18 karat Hunting Stem-Wind, Repeating Swiss Chronograph, No. 29354. $50.00 reward. E. M. MORPHY SON & Co. (12)

SITUATION WANTED by young man, 16 years past, to finish trade. Is good on clocks and repairing jewelry. Address: WILLIAM AULD, Harriston, Ont. (12)

WATCHMAKER.—Young man from Scotland seeks situation in Toronto. Address: R. B., 92 Ulster Street, Toronto. (12)

WATCHMAKER WANTED.—A young man who is just out of his time, with a good knowledge of watchwork and jewelry repairing, one who can do engraving preferred, to go to the North-West. Apply, P. W. ELLIS & Co., Toronto. (12)

WANTED.—Traveler for a wholesale Jewelry Business. Good position for a first-class man. Apply by letter, X. Z., office of TRADER. (11)

WANTED.—A good workman with a good set of tools. To one who can bring a small capital as partner, it is a good opportunity. Address: JAS. RENTON, Peterboro, Ont. (11)

WANTED—A SITUATION as watchmaker or as manufacturing jeweler, by workman of long experience. Good references. Address: G. T. J., care of M. Forhan, Owen Sound. (12)

WANTED.—By a young man situation as watchmaker, has had seven years' experience; can furnish tools and best references. Address: L. R. STEVENS, 49 Sparks Street, Ottawa. (12)

WATCHMAKER.—Wanted a good workman for jewelry store in Hamilton. Apply to LEVY BROTHERS, Hamilton, Ont. (12

THE TRADER is printed by R. G. McLEAN, 13 Adelaide St. E., Toronto, who makes a specialty of Jewelers' Work. Samples and estimates on application.

THE CENTURY

FOR 1886-7.

THE CENTURY is an illustrated monthly magazine, having a regular circulation of about two hundred thousand copies, often reaching and sometimes exceeding two hundred and twenty-five thousand. Chief among its many attractions for the coming year is a serial which has been in active preparation for sixteen years. It is a history of our own country in its most critical time, as set forth in

THE LIFE OF LINCOLN,

By His Confidential Secretaries, John G. Nicolay and Col. John Hay.

This great work, begun with the sanction of President Lincoln, and continued under the authority of his son, the Hon. Robert T. Lincoln, is the only full and authoritative record of the life of Abraham Lincoln. Its authors were friends of Lincoln before his presidency; they were most intimately associated with him as private secretaries throughout his term of office, and to them were transferred upon Lincoln's death all his private papers. Here will be told the inside history of the civil war and of President Lincoln's administration,—important details of which have hitherto remained unrevealed, that they might first appear in this authentic history. By reason of the publication of this work,

THE WAR SERIES

Which has been followed with unflagging interest by a great audience, will occupy less space during the coming year. Gettysburg will be described by Gen. Hunt (Chief of the Union Artillery), Gen. Longstreet, Gen. E. M. Law and others; Chickamauga, by Gen. D. H. Hill; Sherman's March to the Sea, by Generals Howard and Slocum. Generals Q. A. Gillmore, Wm. F. Smith, John Gibbon, Horace Porter and John S. Mosby will describe special battles and incidents. Stories of naval engagements, prison life, etc., etc., will appear.

NOVELS AND STORIES.

"The Hundredth Man," a novel by Frank R. Stockton, author of "The Lady, or the Tiger?" etc., begins in November. Two Novelettes by George W. Cable, Stories by Mary Hallock Foote, "Uncle Remus," Julian Hawthorne, Edward Eggleston and other prominent American authors will be printed during the year.

SPECIAL FEATURES

(with illustrations) include a series of articles on affairs in Russia and Siberia, by George Kennan, author of "Tent Life in Siberia," who has just returned from a most eventful visit to Siberian prisons; papers on the Food Question with reference to its bearing on the Labor Problem; English Cathedrals; Dr. Eggleston's Religious Life in the American Colonies; Men and Women of Queen Anne's Reign, by Mrs. Oliphant; Clairvoyance, Spiritualism, Astrology, etc., by the Rev. J. M. Buckley, D.D., editor of the *Christian Advocate;* astronomical papers; articles throwing light on Bible history etc.

PRICES. A FREE COPY.

Subscription price, $4.00 a year, 35 cents a number. Dealers, postmasters and the publishers take subscriptions. Send for our beautifully illustrated 24-page catalogue (free), containing full prospectus, etc., including a special offer by which new readers can get back numbers to the beginning of the War Series at a very low price. A specimen copy (back number) will be sent on request. Mention this paper.

Can you afford to be without THE CENTURY?

THE CENTURY CO., New-York.

"THE IDEAL MAGAZINE"

for young people is what the papers call ST. NICHOLAS. Do you know about it,—how good it is, how clean and pure and helpful? If there are any boys or girls in your house will you not try a number, or try it for a year, and see if it isn't just the element you need in the household? The *London Times* has said, "We have nothing like it on this side." Here are some leading features of

ST. NICHOLAS

FOR 1886-87.

Stories by Louisa M. Alcott and Frank R. Stockton,—several by each author.

A Short Serial Story by Mrs. Burnett, whose charming "Little Lord Fauntleroy" has been a great feature in the past year of ST. NICHOLAS.

War Stories for Boys and Girls. Gen. Badeau, chief-of-staff, biographer, and confidential friend of General Grant, and one of the ablest and most popular of living military writers, will contribute a number of papers describing in clear and vivid style some of the leading battles of the civil war. They will be panoramic descriptions of single contests or short campaigns, presenting a sort of literary picture-gallery of the grand and heroic contests in which the parents of many a boy and girl of to-day took part.

The Serial Stories include "Juan and Juanita," an admirably written story of Mexican life, by Frances Courtenay Baylor, author of "On Both Sides"; also, "Jenny's Boarding-House," by James Otis, a story of life in a great city.

Short Articles, instructive and entertaining, will abound. Among these are: "How a Great Panorama is Made," by Theodore R. Davis, with profuse illustrations; "Winning a Commission" (Naval Academy), and "Recollections of the Naval Academy"; "Boring for Oil" and "Among the Gas-wells," with a number of striking pictures; "Child-Sketches from George Eliot," by Julia Magruder; "Victor Hugo's Tales to his Grandchildren," recounted by Brander Matthews; "Historic Girls," by E. S. Brooks. Also interesting contributions from Nora Perry, Harriet Prescott Spofford, Joaquin Miller, H. H. Boyesen, Washington Gladden, Alice Wellington Rollins, J. T. Trowbridge, Lieutenant Frederick Schwatka, Noah Brooks, Grace Denio Litchfield, Rose Hawthorne Lathrop, Mrs. S. M. B. Piatt, Mary Mapes Dodge, and many others, etc., etc.

The subscription price of ST. NICHOLAS *is $3.00 a year; 25 cents a number. Subscriptions are received by booksellers and newsdealers everywhere, or by the publishers. New volume begins with the November number. Send for our beautifully illustrated catalogue (free) containing full prospectus, etc., etc.*

THE CENTURY CO., New-York.

SMITH & PATTERSON

46 Summer St., BOSTON. 132 St. James St., MONTREAL.

JOBBERS IN ALL KINDS OF

AMERICAN WATCHES

GOLD, GOLD FILLED AND SILVER CASES,



AND SOLE CANADIAN AGENTS FOR THE FAMOUS



HOWARD WATCHES

Buy no more fine Swiss Watches, but use the HOWARD, which will show better time and give you less trouble in regulating and keeping in order.

Our Great Specialty is: AMERICAN ROLLED PLATED JEWELRY

Of which we carry the largest line of any concern in Canada or the United States.

THE AMERICAN LEVER

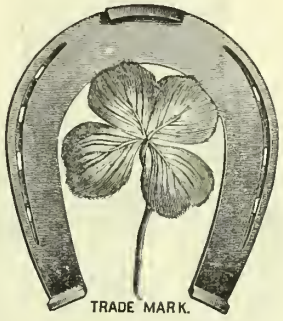
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The Old, Original, Reliable, Faultless

Cuff Fastening.



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NONE GENUINE WITHOUT IT.

Retailers are Advised to Examine Carefully what they buy.

The Horse Shoe and Clover Trade-Mark stamped upon all our productions is a guarantee of their supreme excellence in mechanism, quality, finish and design.

Ask Your Jobber for them and accept no other.

HAMILTON & HAMILTON, JR.,

Successors to **HAMILTONS & HUNT.**

ESTABLISHED 1871.

ALL CHAINS STAMPED WITH OUR TRADE-MARK.

QUALITY OF GOODS GUARANTEED.

Successors to **HAMILTONS & HUNT.**

If desired, will furnish names of Jobbers carrying our line.

We also manufacture a complete assortment of BARS, SWIVELS, JUMP-RINGS, SPRING-RINGS, CABLES, EYE-GLASS AND BRACELET CHAINS.

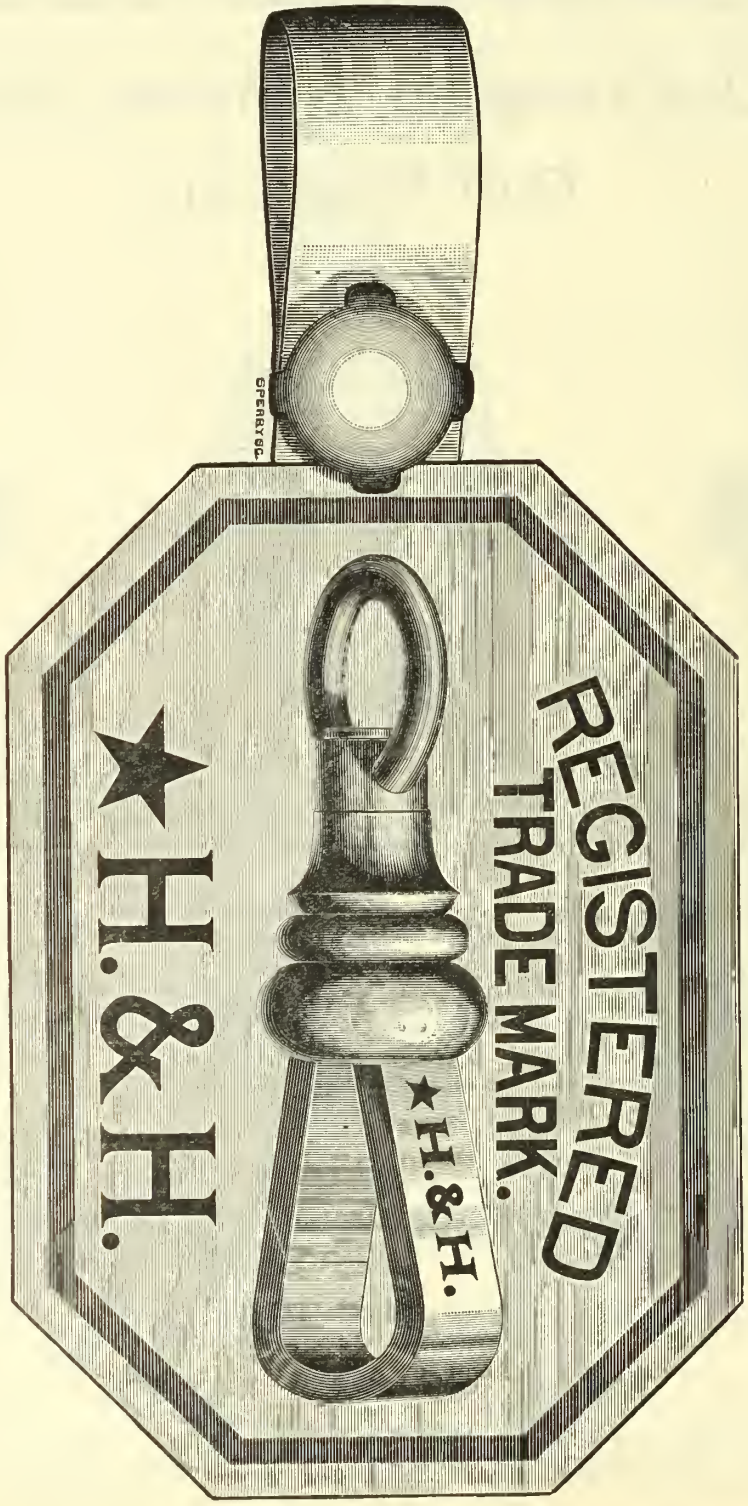
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226 EDDY ST., PROVIDENCE, R.I. U.S.A.

NEW YORK OFFICE
No. 176 BROADWAY.

—MANUFACTURERS OF—

Fine Rolled Gold Plated Chains.

REGULAR QUALITY STAMPED * H. & H.



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Fine Rolled Gold Plated Chains.

EXTRA QUALITY STAMPED * H. & H.

THE NEW METAL CASE

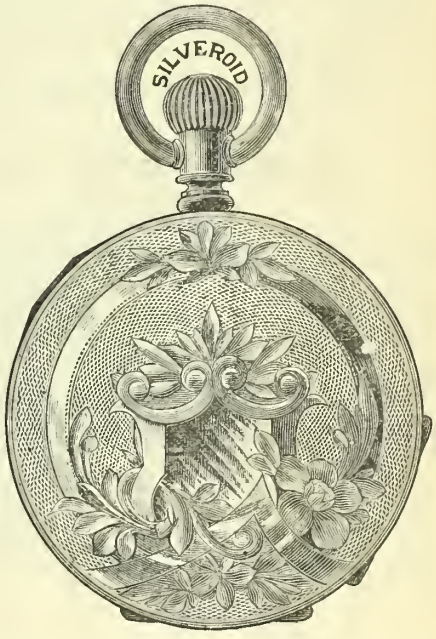
SILVEROID!

The metal of which these cases are made is a new one, far superior to any other in use for low-price watch-cases. It is stronger, is capable of a high degree of polish, has the lustre of silver, and will not tarnish.



PRICES SAME AS THOSE FOR ANY OTHER METAL CASES NOW IN THE MARKET.

A FULL LINE NOW IN THE HANDS OF THE JOBBING TRADE.



Send for sample, and don't be put off with any other than the

SILVEROID!

KEYSTONE WATCH CASE CO.

19TH & BROWN STS., PHILADELPHIA, PA.

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ESTABLISHED 1872.

The Plainville Stock Co.,

Manufacturing Jewelers,

Would respectfully invite the attention of the Trade to their unusually fine and large stock of

ROLLED PLATE AND SOLID GOLD FRONT JEWELRY.

We offer many and attractive designs, all of which are original and unique. The workmanship upon our goods is unexcelled, and the stock used is of the finest quality.

We make a specialty of

LACE AND BROOCH PINS, DROPS AND SETS,

which we have in almost endless variety. These are made after new patterns designed by our own artists, and are chaste and elegant. In addition, we have a full line of goods for the Fall and Holiday Trade, which we will take great pleasure in showing to our customers.

In order to protect the Trade from being imposed upon by goods of an inferior quality, made in imitation of ours, we have adopted a Trade Mark as follows:

P. S. CO.

This mark will be stamped in an inconspicuous manner upon all our goods, and is a guarantee to the dealer of their quality. Retail dealers will be furnished with the names of jobbers who carry our goods, on application.

Full lines can always be seen at our New York Office: No. 176 BROADWAY.

PLAINVILLE STOCK COMPANY,

PLAINVILLE, MASS.

SIMPSON, HALL, MILLER & CO.,

WALLINGFORD, CONN.

—MANUFACTURERS OF—

Artistic and Useful Hollow Ware,

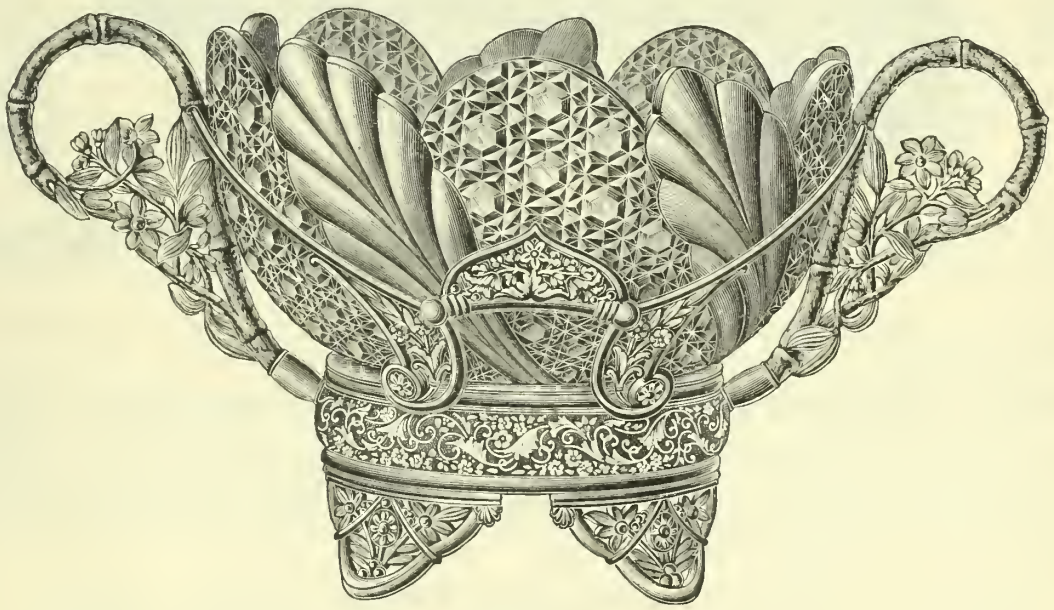
ELECTRO-PLATED UPON FINE HARD WHITE METAL.

There is nothing in Designing, Ornamentation or Manufacturing which our artists and workmen cannot produce.

OUR FACILITIES FOR EXECUTING FINE WORK ARE UNEXCELLED.

OUR ASSORTMENT IS SUITABLE FOR THE BEST TRADE.

WE CARRY A STOCK OF MANUFACTURED GOODS SUFFICIENT TO MEET THE DEMANDS OF THE LARGEST TRADE.



SPOONS, FORKS, ETC., PLATED UPON THE FINEST NICKEL SILVER IN

EXTRA, DOUBLE, TRIPLE AND SECTIONAL PLATE.

Full lines of over FORTY STAPLE AND FANCY PIECES in each pattern in Geneva, St. James, Countess Windsor, Oval Thread, etc. Made under the supervision, and quality guaranteed and controlled by WM. ROGERS formerly of Hartford and Meriden. (Wm. Rogers, Sr., died 1883.)

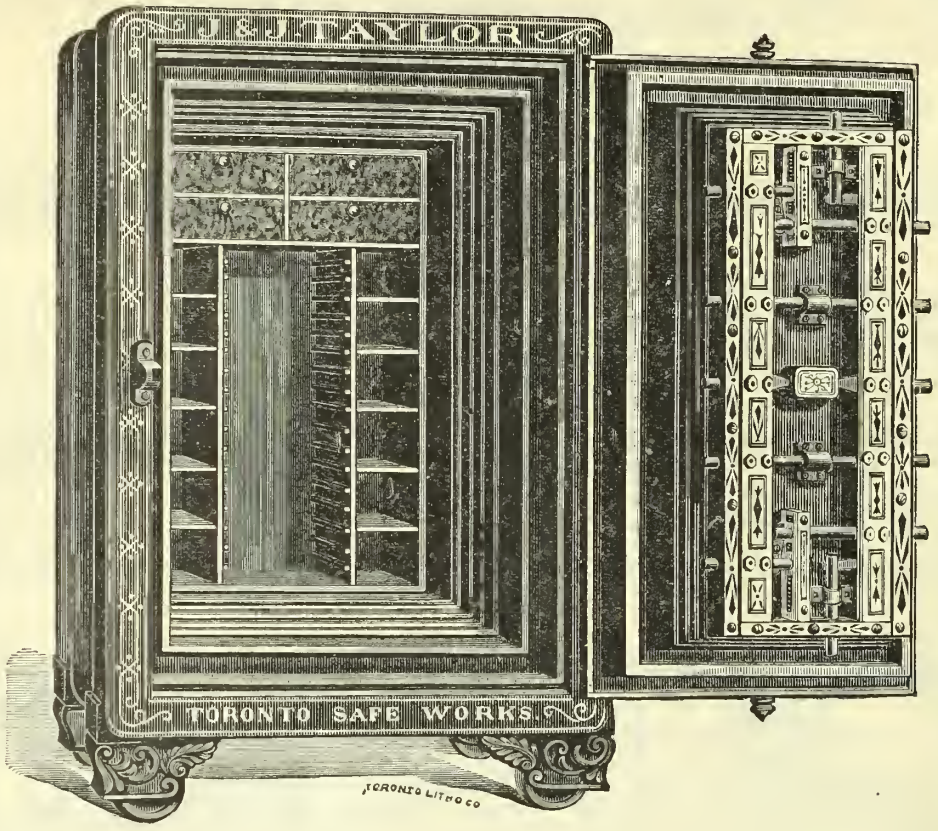
WM. ROGERS, - - WALLINGFORD, CONN.

No connection with any concern in Waterbury, Meriden, or Hartford using name of Rogers in any form.

FACTORIES: WALLINGFORD, CONN., U.S., AND MONTREAL, CANADA.

SOMETHING NEW IN JEWELERS' SAFES

J. & J. TAYLOR'S NEW STYLE JEWELERS' SAFE, WITH DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS.



J. & J. TAYLOR, TORONTO SAFE WORKS.

IN ORDER to meet the wishes of the jewelry trade, we have at last succeeded in perfecting a new style of safe for jewelers' use, combining the advantages of first-class

FIRE AND BURGLAR PROOF SECURITY WITH MODERATE COST.

THE above cut represents our new style of Fire and Burglar Proof Safe for Jewelers, which has an entire lining inside of best five ply welded Chrome steel and iron, with heavy Burglar Proof door, made any thickness required, and which is securely attached to the Fire-proof door. The Burglar Proof Door is fitted with rubber tube packing to prevent the use of explosives, and is locked with four wheel Combination Lock having our patent Enlarged Centre Lock Spindle and Bolt Handle.

To the above improvements is also added our new patent

DOUBLE TONGUE AND GROOVE FIRE-PROOF DOORS,

this being the latest improvement in Fire Proof Safes, and PATENTED BY US JANUARY 14TH, 1886. This door is fitted with a TONGUE made of wrought iron, corresponding with and locking into a GROOVE, made of same material, on the door frame. To both of these is connected a SECOND TONGUE and GROOVE made of thin galvanized steel, which is filled with non-conducting material thus making

TWO COMPLETE TONGUES AND TWO GROOVES IN EACH DOOR,

and which we maintain is the best fire-proof safe now made.

Visitors to the coming Industrial Exhibition can see samples of these safes at our exhibit in the Main Building. Do not fail to examine them.

J. & J. TAYLOR,

TORONTO SAFE WORKS

117 and 119 Front St. East, Toronto.